

The Cohesity SmartFiles “Less-Is-More” Guarantee

Get more for less with better overall capacity efficiency – guaranteed. The Cohesity SmartFiles Less-Is-More Guarantee is your assurance of cost-effective file storage. Store more data per usable terabyte with Cohesity SmartFiles compared to competitive file services appliances¹.

The “Less-Is-More” guarantee isn’t just another data reduction ratio claim – We pay the difference if you don’t get better capacity efficiency². Consume less physical storage capacity for a given amount of data and enjoy the resulting storage cost savings.

SmartFiles changes the economics of file storage based on multiple leading data reduction technologies. These technologies include:

- Sliding window variable deduplication
- Data compression
- Small file capacity optimization
- Dedupe across volumes and application silos

The “Less-Is-More” guarantee provides assurance that Cohesity file services will provide the most capacity efficient scale-out file storage¹ on the market. It is capacity efficiency that is guaranteed to be better – with credit for each gigabyte of efficiency shortfall. Because more of your file data can reside in the same usable disk space, SmartFiles customers can purchase less storage hardware for the same amount of data – resulting in lower TCO.

The Cohesity SmartFiles “Less-Is-More” guarantee includes the following terms and conditions:

1. The guarantee applies only to new purchases of the Cohesity DataPlatform Standard Edition or above – which includes the Cohesity SmartFiles solution. Through the Cohesity DataPlatform (hereafter referred to as “DataPlatform”), SmartFiles is guaranteed to deliver greater usable capacity efficiency compared to competitive scale-out file services products¹.
2. Claims based on the “Less-Is-More” guarantee must be made by a customer within 30 days after the delivery of the DataPlatform to the customer. All claims must be sent by email to less-is-more@cohesity.com. Claims will be evaluated by Cohesity in its sole discretion, and claimants will be notified if approved, denied, or if additional information is required.
3. In comparing capacity efficiency against competitive products, customers must store the exact same data in the DataPlatform as was stored on the competitive product, and provide evidence to Cohesity that greater usable storage capacity was consumed by the DataPlatform versus the competitive product. Claims relating to test data of less than 10TB of real customer production data will not be considered. Data clones (and similar) cannot be counted in capacity efficiency calculations, nor can thin provisioning “capacity” be used in efficiency calculations².
4. Any capacity efficiency comparison between the DataPlatform and a competitive product must be based on actual usable storage capacity that is available for data storage. The customer must demonstrate that the competitive products have greater data storage per GB of usable storage capacity when compared to DataPlatform. Usable storage capacity is measured after configuration for a desired production environment (such as RAID or erasure code disk configuration).
5. If a customer provides evidence satisfactory to Cohesity that the DataPlatform stores fewer GB of data per TB of usable storage capacity compared to a competitive product, Cohesity will compensate the customer for each GB of capacity shortfall, based on the data capacity deployed relating to the claim. The price per GB shall be determined based on the purchase price per GB of the storage hardware on which the DataPlatform is deployed. Compensation to customers

for approved claims against this guarantee will be provided as credits toward future purchases of Cohesity software and support services. The maximum amount to be paid to any given customer under the guarantee shall not exceed the subscription, license, or support charges paid by that Customer and received by Cohesity for Cohesity DataPlatform purchases as relate to the claim. This would be the sole and exclusive remedy for failure to meet this guarantee.

6. Cohesity reserves the right to verify all customer capacity efficiency tests and data with regard to claims against the guarantee, in its sole discretion. The guarantee is invalid in the case where capacity efficiency on the competitive product cannot be measured or validated with reasonable efforts.
7. Cohesity is the sole judge as to the validity of all capacity efficiency claims against the guarantee.
8. Workload data that is pre-compressed, not compressible, encrypted, or cannot be deduplicated is not eligible under the guarantee, at the discretion of Cohesity.
9. Cohesity reserves the right to cancel the guarantee program at any time without prior notice, at which time this guarantee is of no further force or effect.
10. All claims against the "Less-Is-More" guarantee must be submitted on or before October 31, 2020. Claims made after this date will not be honored.
11. The guarantee only applies to the DataPlatform 6.4.1 Standard Edition release or later, with deduplication and compression enabled.
12. Measurement of the amount of data stored on the DataPlatform must be after all data reduction post-processes have completed.

1. Competitive products under this guarantee are limited to scale-out file services appliances as defined by Cohesity.

2. Although not considered under the guarantee, the DataPlatform supports clones, and unlimited writable snapshots that can substantially reduce storage capacity requirements versus competitors that lack this functionality.