Cohesity Powered: Reimagine Data Management

To accelerate digital transformation and boost competitive advantage, enterprises are seeking qualified service providers to help them simplify infrastructure complexity and reduce IT costs. Service providers that have earned the Cohesity Powered trust mark are doing just that—overcoming the challenges of mass data fragmentation and unlocking limitless value from enterprise data and applications for their customers and their businesses. With a single multicloud platform, Cohesity ensures simplified data management and unlimited scale at lower total cost of ownership (TCO).

Cohesity Powered service providers rapidly onboard new services and extend their delivery options—spanning a customer’s premises, their own data centers, and one or more public cloud providers such as Amazon Web Services, Microsoft Azure, and Google Cloud Platform—for maximum revenue opportunities. They also benefit from being able to take advantage of and offer flexible, consumption-based, pay-as-you-go and pay-as-you-grow pricing for reliable, rightsize capacity.

The Cohesity Powered Advantage

Cohesity Powered is a unique opportunity for service providers to modernize infrastructure while delivering highly differentiated multicloud data management services to customers. Part of Cohesity’s 100% partner focused model, becoming Cohesity Powered is an ideal way to expand opportunities and a marketplace reputation for innovation.

Enterprises struggling to manage legacy data silos recognize the value of Cohesity’s hyperscale simplicity and have begun to request it for their own organizations. That’s why authorized service providers now feature the Cohesity Powered logo in their marketing materials as a signal to customers and prospects that their data management foundation is proven, enterprise-grade Cohesity technology.

Key Benefits
- Quickly increase revenue
- Cut TCO by up to 50%
- Deliver superior customer experiences

SOLUTION BRIEF
Cohesity and by extension Cohesity Powered service providers are known for data management services capabilities featuring secure multi-tenancy, customer self-service, advanced global deduplication, and seamless multicloud mobility and management. They accelerate customer journeys to hybrid and multiclouds, and empower their organizations and their customers' businesses to unlock greater value from data and applications.

As-a-Service Solutions Accelerate Business Outcomes

Cohesity Powered service providers are trusted to deliver one, many, or a complete value-added catalog of as-a-service offerings built on proven reference architectures from Cohesity. These as-a-service offerings improve operational efficiency and customer experiences:

- **Backup as a Service**
  Rapid backup and recovery with a variety of options, including on-site data protection, direct backup to cloud, and cloud-native backup.

- **Archive as a Service**
  Support for long-term data retention and compliance requirements across clouds with easy data access through global actionable search.

- **Disaster Recovery as a Service**
  Reliable off-site protection that ensures business continuity with instant mass recovery in case of a catastrophic event at a primary site.

- **File and Object Services**
  Beyond scale-out NAS for user home directories, departmental network shares, and group collaboration. S3-compatible object storage for unstructured data storage and retrieval.

- **Dev/Test as a Service**
  Faster application delivery with dev/test in the cloud through agile iterations, rapid clones, and faster environment teardowns.

- **Analytics as a Service**
  Insights from untapped data turned into actionable intelligence to streamline compliance as well as proactive and predictive analytics with in-place search and analytics workbench.

- **Custom Services**
  Custom non-latency-sensitive data and apps services, for example security as a service for ransomware recovery, using the Cohesity API-first architecture and RESTful APIs.

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77% of service providers will require some level of IT transformation over the next three years to meet the changing needs of their customers and remain competitive.

- Forrester
Become Cohesity Powered

Enterprises value service providers with technologies that help them solve cost and operational challenges today and future-proof for tomorrow. Becoming Cohesity Powered projects a commitment to ensuring protected and productive workloads across multiple clouds while building deeper engagement.

Quickly increase revenue

Gain access to a $60B market and new business models with one multicloud data management platform for multiple use cases. Build and deliver differentiated as-a-service offerings with Cohesity that work on internal infrastructure as well as hyperscalers such as Amazon Web Services, Microsoft Azure, and Google Cloud Platform.

Cut TCO by up to 50%

Eliminate specialty silos, delivering multicloud services with consistent infrastructure and operations while securely hosting tenants at scale. Achieve simple, unified global management and tenant self-service across clouds.

Deliver superior customer experiences

Simplify service consumption with pay-as-you-grow and pay-as-you-use models. Deliver superior service levels through non-disruptive upgrades and instant mass restore. Support self-service and bring your own encryption keys. Provide unparalleled insights into untapped data and mobilize all enterprise data for a new breed of applications, workflows, and business initiatives.

Learn why Cohesity Powered matters to customers.

Learn more at www.cohesity.com