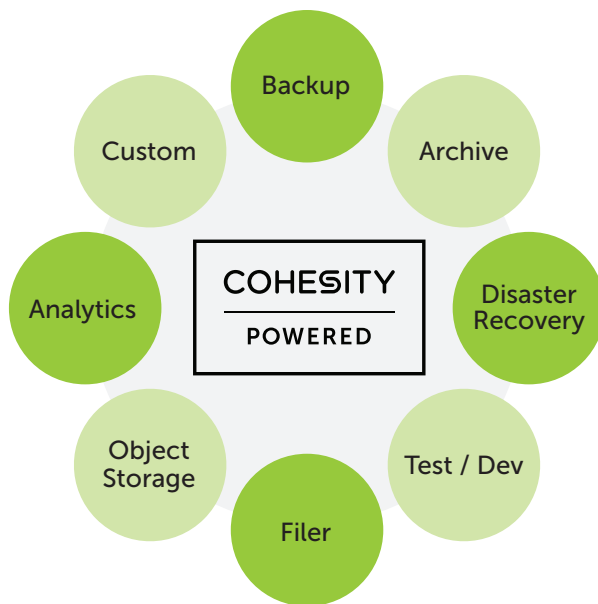


Ready, Set, Grow Your As-a-Service Business

Cohesity Powered is Web-Scale Simplicity for Secondary Data and Applications

Organizations everywhere are on digital transformation journeys. As the needs of enterprise applications increasingly drive interest in cloud initiatives, businesses are looking to trusted cloud and managed service providers for guidance about how best to adopt private clouds to modernize data centers, extend applications to public clouds for flexibility, and develop applications for clouds for greater business agility. Cohesity Powered service providers empower enterprises to reduce operational burdens and close the divide between apps, data, and cloud with turnkey managed services.

Cohesity's software-defined solution replaces fragmented secondary data and apps with web-scale simplicity and elasticity that dramatically improves business flexibility. By offering Cohesity Powered consumption-based managed services, service providers can deliver data consolidation, data protection, file shares, app development, object storage, analytics, and custom services spanning environments. Cohesity services, for example, can be deployed on a customer's premises, internal data centers, and one or more public cloud providers such as Amazon Web Services (AWS), Microsoft Azure, and Google Cloud Platform. Concurrently, service providers can lower TCO in their own environments while enhancing their opportunities with a value-added catalog of Cohesity Powered services.



The Cohesity Powered Advantage

Cohesity Powered partners unleash the power of secondary data and apps. They drive profitable growth by taking advantage of Cohesity Powered benefits including rapid time to revenue, TCO savings, and differentiated customer service. Businesses that earn the Cohesity Powered trust mark give their customers confidence that they are adopting the most complete, most modern and advanced secondary data solution with the greatest degree of data mobility across multiple clouds—and the biggest advantage for their business.

Key Benefits

- Become Cohesity Powered to differentiate your value and establish customer preference for your secondary data and apps services.
- Deliver multi-cloud managed services with consistent infrastructure and operations, and ease integration with hyperscalers including AWS, Azure, and Google Cloud.
- Boost revenue with access to a \$60B market for secondary data and apps.
- Cut TCO by up to 50% by eliminating legacy silos with one, software-defined, hyperconverged platform on a choice of Cohesity, Cisco, HPE, or Dell servers/appliances.
- Deliver superior customer experiences with unparalleled insight and seamless data mobility and management across clouds.
- Securely host different customers with flexible tenancy and self-service options at scale on one, multi-cloud platform.
- Meet unique business needs and SLAs with automation built on an API-first architecture with full-featured REST APIs.
- Achieve simple, unified, SaaS-based global management across clouds.
- Simplify service consumption with flexible pay-as-you-grow and pay-as-you-go models.



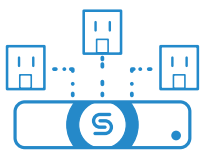
Elevate Your Business with Cohesity As-a-Service

Service providers teaming with Cohesity deliver not just needed data infrastructure, but more valuable services to customers. They build profitable, as-a-service secondary data and apps differentiation at lower costs—scaling as they grow and customers consume. From one platform, they deliver a rich catalog of dedicated or shared secondary data services across multi-clouds.

- **Backup as a Service** – Backup and recovery that includes on-site data protection, direct backup to cloud, and cloud-native backup.
- **Archive as a Service** – Long-term data retention and compliance across clouds with easy data access through Google-like search.
- **Disaster Recovery as a Service** – Reliable off-site protection and business continuity with instant mass recovery in case of a catastrophic event at a primary site.
- **Filer as a Service** – Scale-out NAS for user home directories, departmental network shares, and group collaboration.
- **Object Storage as a Service** – S3-compatible object storage for unstructured data storage and retrieval.
- **Test/Dev as a Service** – Test/dev provisioning in the cloud, supporting agile iterations, rapid cloning, and quick tear down, speeding application delivery.
- **Analytics as a Service** – The ability to uncover insights from untapped secondary data and apps and streamline compliance while providing proactive and predictive analytics on capacity, consumption, data growth, and threat behavior/impact.
- **Custom Services** – Custom secondary data and apps services, for example security as a service for ransomware recovery, using Cohesity's API-first architecture and RESTFUL APIs.

Service Provider-Ready Platform

Cohesity modernizes data center architecture, extends to cloud, and helps organizations develop for cloud. The Cohesity flexible, future-proof, service provider-ready platform meets industry regulations while addressing use cases from core to edge to cloud.



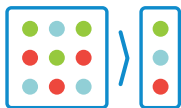
Secure Multi-Tenancy

Securely support multiple customers at once with Cohesity. Secure namespace isolation ensures tenant data is isolated at the management level while security of data at-rest and in-flight with VLAN support and per-tenant encryption ensures isolation at the infrastructure level.



Hyperconverged

Consolidate all secondary data and application workloads—data protection, file shares, app development, object storage, and analytics—on one software-defined platform. Optimize TCO and ROI with a choice of Cohesity, Cisco, HPE, or Dell hyperconverged secondary storage appliances.



Web-Scale with Advanced Global Deduplication

Achieve the highest levels of storage efficiency and reduce costs across customers with Cohesity cross-tenant deduplication. Detect duplicate information regardless of how it aligns to block boundaries. Cohesity SpanFS delivers unlimited scalability, guaranteed data resiliency, and variable-length, advanced global deduplication.



Tenant Self-Service

Pre-built integrations with VMware vCloud Director, ServiceNow, and VMware vRealize Suite, plus flexible options for self-service tenant management through Cohesity and third-party GUIs simplify operations. Cohesity API-first architecture and full-featured REST APIs further support unique business requirements, enabling automation and scripts with secure, multi-tenant awareness and the ability to meet service-level agreements (SLAs).



Access Controls

Fine-grain, role-based access control, audit logs, and built-in reporting protect and secure operations, address industry and data privacy regulations such as GDPR, HIPAA, and PCI, and streamline compliance audits.



Simple, Unified Global Management

Gain unprecedented global access, visibility, and control of secondary data and applications across all Cohesity Powered sites—whether on-premises, in the cloud, or at the edge with SaaS-based management from a single dashboard.

Cohesity Partner Program for Service Providers

Cohesity is 100% partner focused. When service providers join the Cohesity Partner Program for Service Providers and become Cohesity Powered, they can realize all of the benefits of the Cohesity Service Provider solution as well as additional Cohesity Partner Program for Service Provider benefits including the following:

- Co-design workshops
- Cloud-ready testing
- Training programs
- Premier technical support
- Proposal-based funding opportunities
- Flexible pricing pay-as-you-grow and pay-as-you-use pricing options and more.

Collaboration and reference architectures are available for leading infrastructure and app vendors as well as hyperscalers.

Voice of the Service Provider Survey

451 Research®



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.

Learn more about the Cohesity Service Provider solution and Cohesity Partner Program for Service Providers. Become Cohesity Powered to differentiate your value and establish customer preference for your services. Learn why Cohesity Powered matters to customers.