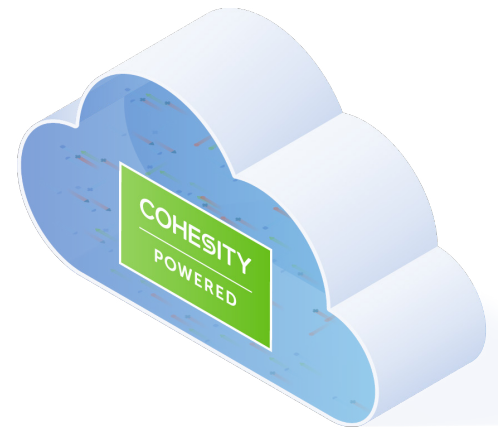


# Backup as a Service, Powered by Cohesity for Service Providers



## Key Benefits

- Protect customer data without disrupting your business
- Scale your data protection services on-demand and grow revenue
- Quickly tap into growing market opportunities, including M365

Data is an organization's most valuable and yet, vulnerable asset. That is why business leaders are looking to service providers to help them improve the management and protection of all of their data. Top of mind is how to efficiently backup and quickly recover their data across hybrid clouds when needed.

Service providers offering Backup as a Service, powered by [Cohesity DataProtect](#) are converging silos and modernizing legacy backup infrastructure to safeguard their customer data against outages, cyber breaches, and advanced ransomware attacks. Grow your managed service revenue by offering a catalog of [next-gen data management](#) services including Archival, Disaster Recovery, File and Object, Data Security and more—all delivered as services to help customers protect, manage and derive more value from their data.



“The partnership with Cohesity gives our customers access to a proven, robust data protection solution that eliminates legacy backup silos and provides comprehensive protection against the array of rising data threats they are facing, including ransomware,”

“Customers can now manage and control data recovery from a single source, more efficiently store data, and eliminate potentially costly disruptions.”

**Josh Prewitt**, Chief Product Officer at Rackspace Technology

## Service-Provider Ready Platform

### Secure Multi-Tenancy with Self-Service Option

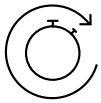
All Cohesity-enabled services, including BaaS, run on top of Cohesity Helios. Its unified global management with native multi-tenancy segregates every customer's data for privacy and security protection. Cohesity Helios integrates seamlessly with VMware Cloud Director, VMware vRealize Suite, ServiceNow and a full suite of APIs to empower customers with self-service options through Cohesity or third-party portals.



## Simple Data Protection for Multiple Opportunities

Backup as a Service	Microsoft 365 Protection	Ransomware Protection as a Service
Simple converged backup and recovery services to protect customer data at provider-scale	Quickly tap into growing M365 market	Integrated ransomware detection and remediation for all customer data
<p>Deliver comprehensive, policy-based data protection for traditional and modern data sources—virtual and physical workloads, containerized applications and cloud-native databases.</p> <p>Backup as a Service (BaaS), powered by Cohesity DataProtect, is software-defined and delivered directly from the cloud without on-prem devices.</p> <p>The multicloud architecture scales easily for you to serve tens to hundreds of customers simplifying upgrades and reducing business disruptions.</p>	<p>Gain a business footprint in the 300 million active M365 users by protecting their data beyond Microsoft terms.</p> <p>BaaS, powered by Cohesity, complements the data retention limits for Exchange Online, OneDrive, and SharePoint Online. Organizations also have the flexibility to archive M365 data to a different site, including another cloud.</p> <p>Best of all, you get added protection against accidental data deletion and full-scale ransomware attacks.</p>	<p>Strengthen data protection with Cohesity’s multi-layered Threat Defense architecture.</p> <p><b>Protect</b> - data from unauthorized encryption and deletion with File Immutability and DataLock (WORM).</p> <p><b>Detect</b> - potential ransomware hiding in customer backups with machine-learning-driven anomaly detection.</p> <p><b>Restore</b> - business productivity quickly by selecting actionable alerts to rapidly restore hundreds of VMs and large data volumes.</p>

## Technical Advantages



### Lightning Fast Recovery

- Fast search and data recovery by IT admins on any Cohesity cluster located globally
- Near-zero recovery point objectives and near-instant recovery time objectives (RPOs/RTOs) to meet stringent service-level agreements (SLAs)
- Rapid restoration of hundreds of virtual machines (VMs), large data volumes and any size database with Cohesity Helios



### Global Actionable Search

- Global search across all clusters for the complete inventory of VMs, NAS Volumes, M365 Exchange Online mailboxes and other supported objects.
- Inspection for anomalies with AI-powered insights
- Appropriate remediation, for example, searching for all unprotected VMs and creating jobs to protect them, or auditing of recently accessed files



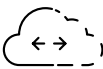
### API-first Architecture

- Automation with multi-tenant awareness enabled by Cohesity API-first architecture and full-featured REST-API support for backup workflows as code or script
- Fully compatible with Cisco SecureX, PagerDuty, Ansible and ServiceNow



### Global Deduplication

- Securely isolated tenants
- Cross-tenant, global, variable-length dedupe for maximum efficiencies from identical data sets across customers
- Industry-leading efficiencies in VM and file backups lowers service provider costs



### Hybridity provided by Cohesity Hybrid Extender (on-prem proxy VM)

- Secure TCP/IP channel between the tenant’s local network and the service provider data center
- Source-side dedupe reduces egress volume and service provider compute load
- Assigns unique VLAN and storage domains for each tenant



### Role-based Access Control (RBAC)

- Granular control by admins over what users can access
- Ability to create storage and network resources organizations
- Capabilities to set up individual sources, protection jobs, and reports



### Multi-cluster Management

- A single dashboard draws information for multi-cluster monitoring, reporting, and orchestrated upgrades from a secure tunnel connection



### SmartAssist

- Automatic scheduling and orchestrating of jobs and workloads to meet SLAs with recommendations based on capacity forecasting and disk failure prediction
- Important field notices

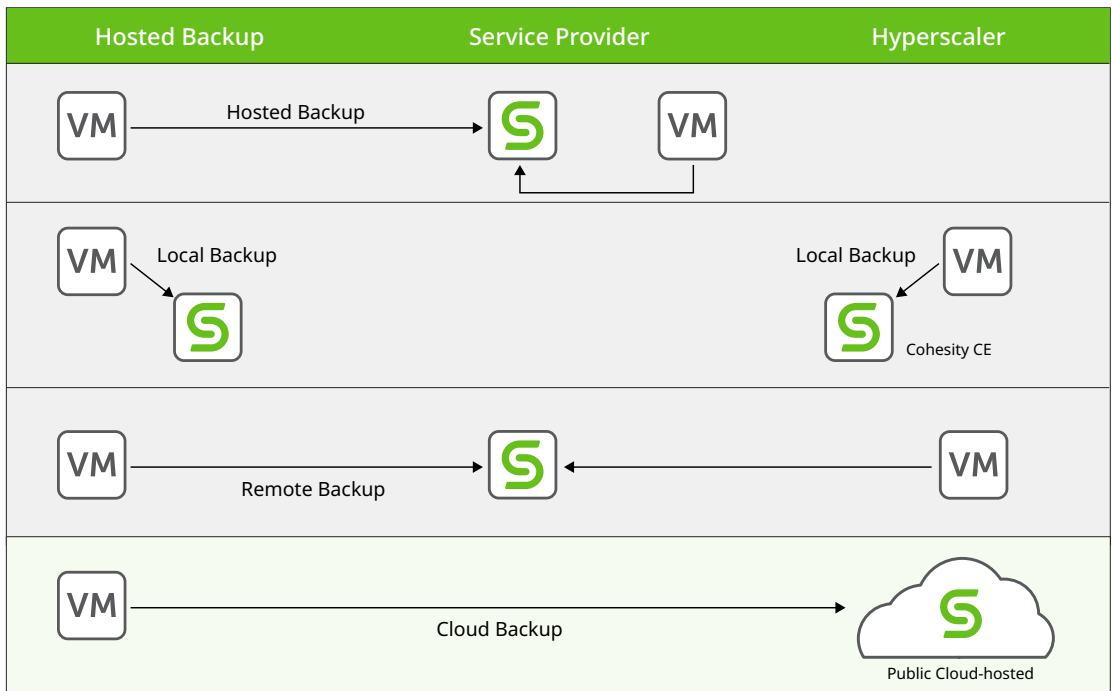


### Reporting and Analytics

- Accurate pricing and chargeback mechanisms, isolated per tenant, with deep visibility into backup statistics
- Custom reporting app to generate detailed performance and usage reports on-demand or on schedule.

## Flexible Service Delivery Model

Cohesity offers different deployment options to fit any customer site requirements. Our unique approach empowers service providers to address customers’ needs wherever data resides—whether in a provider data center, on customer premises, or in public clouds, or a combination.



Multi-modal BaaS across customer-prem, SP datacenter, and public cloud

### Consumption-Based Pricing

Cohesity Pay-per-Use (PPU) is created exclusively for service providers to help keep the procurement process simple and costs in check. Unlike subscription-based pricing, it allows different managed service offerings under one subscription agreement. With Cohesity PPU, your consumption-based payment increases only when the service demand rises.

### Get Started with Cohesity

Cohesity is 100% partner-focused. Your path to delivering services to customers that radically simplify data protection begins by joining the [Cohesity Partner Program for Service Providers](#). In addition to comprehensive technology benefits, it includes:

- Co-design workshops
- Training programs
- Premier technical support
- Proposal-based funding opportunities
- Flexible pay-per-use pricing options
- Reference architectures for leading cloud, hardware, and app vendors
- Discover more solutions on [cohesity.com/serviceproviders](https://cohesity.com/serviceproviders)

Join us at [www.cohesity.com/partners/service-providers/](https://www.cohesity.com/partners/service-providers/)



© 2022 Cohesity, Inc. All rights reserved.

Cohesity, the Cohesity logo, SnapTree, SpanFS, DataPlatform, DataProtect, Helios, and other Cohesity marks are trademarks or registered trademarks of Cohesity, Inc. in the US and/or internationally. Other company and product names may be trademarks of the respective companies with which they are associated. This material (a) is intended to provide you information about Cohesity and our business and products; (b) was believed to be true and accurate at the time it was written, but is subject to change without notice; and (c) is provided on an "AS IS" basis. Cohesity disclaims all express or implied conditions, representations, warranties of any kind.