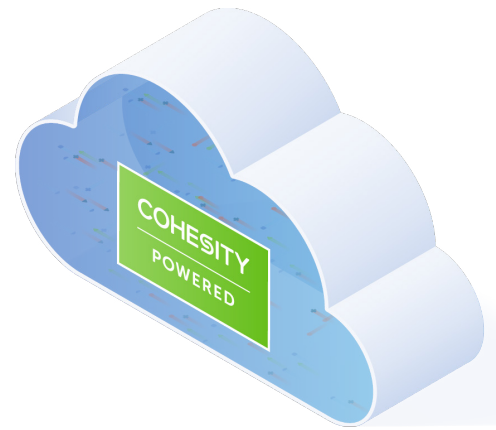


Backup as a Service, Powered by Cohesity



Key Benefits

- Secure multi-tenancy and backup service-delivery
- Deep automation
- Unified Management
- Global Deduplication
- Start with BaaS, expand to more aaS offerings on the same platform

Cohesity’s software-defined solution replaces fragmented data center silos with a web-scale platform that dramatically improves business flexibility for service providers. By offering Cohesity Powered data management services, service providers can deliver a multitude of data management services, starting with Backup as a Service. These services can be deployed on a combination of customer’s premises, internal data centers, as well as public cloud providers, to deliver a complete suite of backup as a service offerings in various modalities.

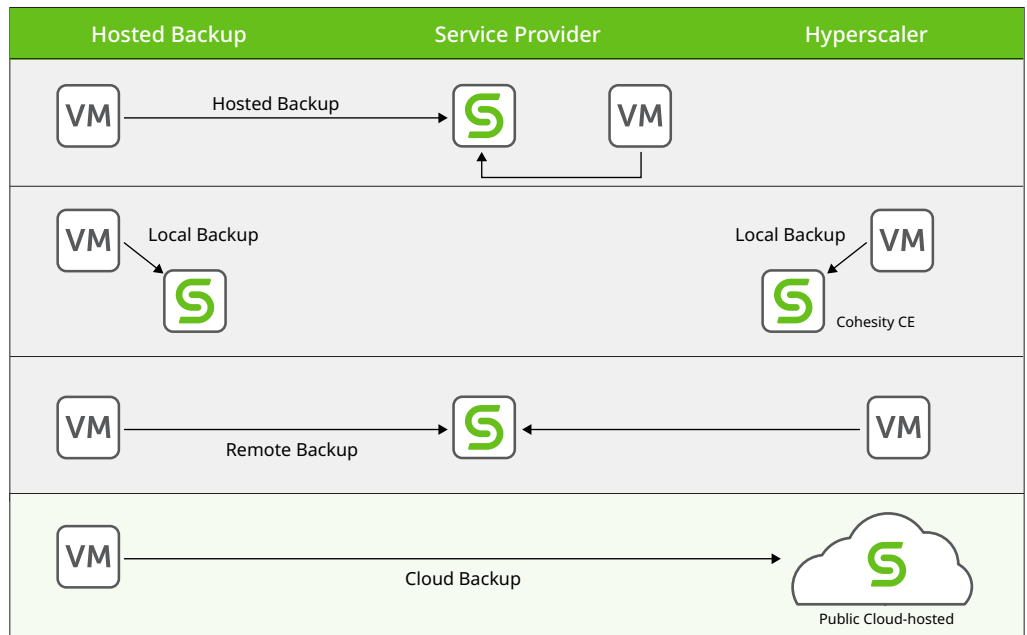


Fig 1: Multi-modal BaaS across customer-prem, SP datacenter, and public cloud

Why Choose Cohesity for Backup as a Service?

Cohesity’s primary value proposition for service providers is Simplicity. Cohesity helps you simplify your data silos so you can focus on delivering superior customer experiences.

Cohesity modernizes service providers architecture and provides inherent hybrid connectivity for Backup as a Service. The platform is built keeping service providers in mind from Day 1.

Multi-tenancy: Support multiple customers’ backups and workloads on the same platform with secure namespace isolation and per-tenant encryption. Also ensure security of data at-rest and in-flight with VLAN support.

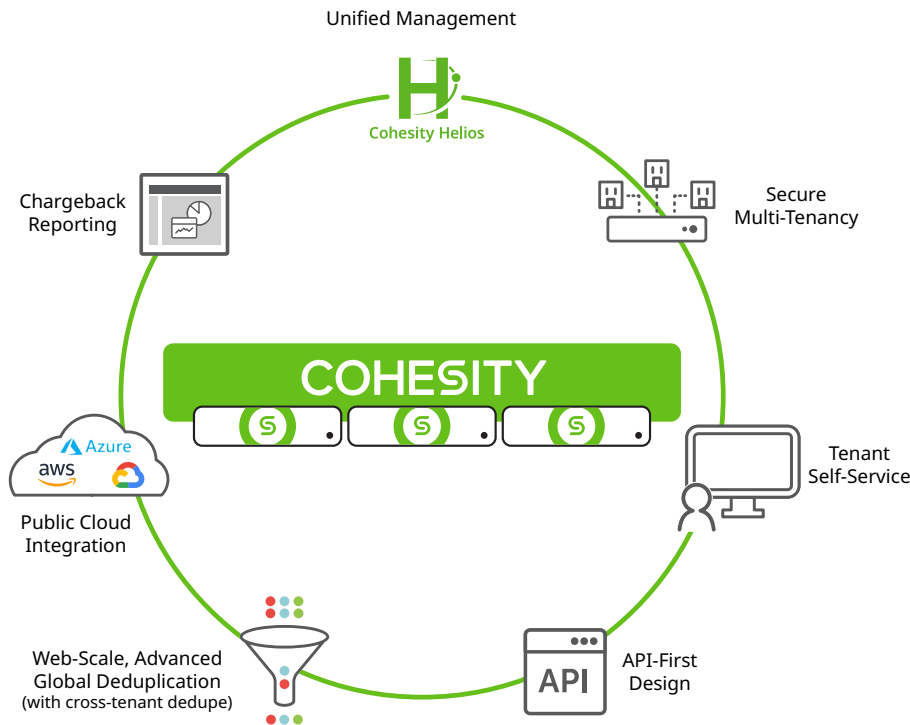


Fig 2: Key differentiators of Cohesity-Powered BaaS

Self-Service: Pre-built integrations for all backup workloads 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.

API-first architecture: Cohesity API-first architecture and full-featured REST API, along with the Terraform provider, support the need to invoke backup workflows as code or script, enabling automation with multi-tenant awareness. Cohesity is fully compatible with PugerDuty, Ansible, and ServiceNow as well.

Global Dedupe: For a service provider, achieving high efficiencies in backup VM or file storage is paramount to cost reduction. And with Cohesity, although tenants are securely isolated, Cohesity's cross-tenant, global variable-length deduplication ekes out maximum efficiencies from identical data sets across customers, resulting in industry-leading efficiencies. In addition, Cohesity file-system delivers unlimited scalability, and guaranteed data resiliency.

Multi-Cloud: Service Providers that are using public cloud in their backup framework or delivering cloud backup as a managed service on public cloud can use Cohesity Cloud Edition to get the same performance and efficiency benefits of their service provider data center on public cloud.

Apps: The Cohesity Marketplace adds a whole new dimension to backup as a service for service providers. Apps on the Marketplace unlock a variety of differentiated and value-added services such as network security, mainframe backup, anti-virus, and more, that can be instantly deployed and run.

Unified Management: For service provider environments with globally distributed customers, Cohesity Helios provides global visibility, and control from a single dashboard. Manage backups across your globally distributed data estate with Cohesity.

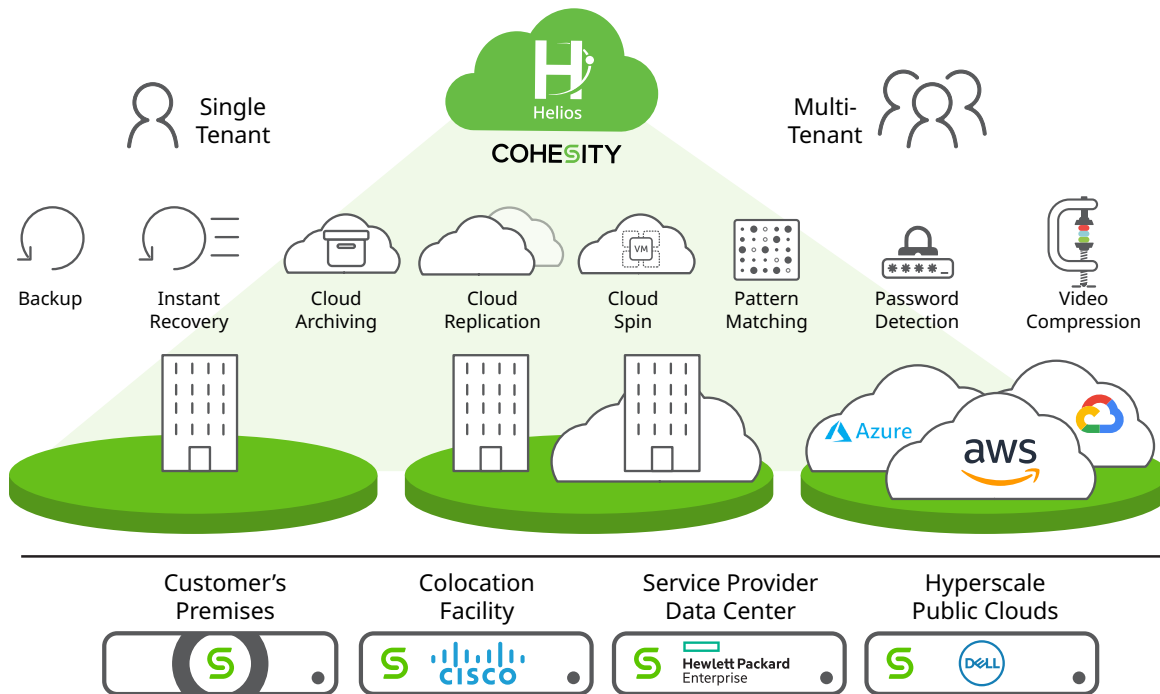


Fig 3: One unified platform for a variety of data services

Technical Advantages of Cohesity-Powered Backup as a Service

Secure Hybridity: For Service Provider Backup as a Service offerings, Cohesity deploys a proxy VM called Hybrid Extender on the tenant side. This helps set up a secure TCP/IP channel between the tenant's local network and the service provider datacenter, including identifying unique vCenters within the same IP range, as well as performing source-side deduplication to reduce egress volume and SP compute load. On the SP side, each tenant can be assigned its own VLAN and storage domains.

Role-based access control: Admins have granular control over what users have access to, create organizations comprising of storage and network resources, and set up individual sources, protection jobs, and reports

Multi-cluster management: Cohesity also allows for managing multiple clusters, including multi-cluster monitoring, reporting, and orchestrated upgrades, from a single dashboard without the need to connect to an external network.

Global actionable search: Cohesity delivers Google-like searchability across clusters, including backed up files and VMs, and inspect for anomalies and appropriately remediate. For example, search for all unprotected VMs and create jobs to protect them, or audit recently accessed files

SmartAssist: Automatically schedule and orchestrate jobs and workloads to help meet your SLAs. Get recommendations based on capacity forecasting and disk failure prediction. View important Cohesity field notices.

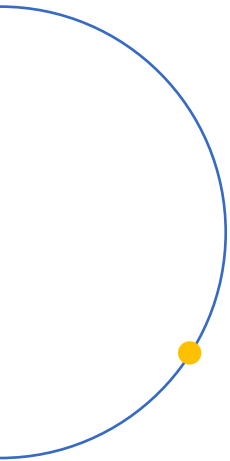
Security tools: Detect threats and other anomalies across clusters with the unified Alerts page, and use apps from the Cohesity Marketplace. Data on Cohesity is encrypted, with an encrypted, distributed, 90-day rotating key.

Reporting and Analytics: With deep visibility into backup statistics, service providers can implement accurate pricing and chargeback mechanisms, isolated per tenant. In addition, Cohesity's custom reporting app can help service providers generate detailed performance and usage reports on demand or on schedule.

Cohesity Partner Program for Service Providers

Cohesity is 100% partner focused. In addition to comprehensive technology benefits. Cohesity Partner Program for Service Provider benefits including the following:

- 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



Join us at www.cohesity.com/partners/service-providers/

COHESITY

© 2020 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.

