

# Cisco-Cohesity Alliance

Strategic Partnership Redefining Data Management

## The Power of Partnership

Digital business success depends on access to all enterprise data. Yet data distributed across different locations, infrastructure silos, and management systems—causing [mass data fragmentation](#)—has made it difficult for organizations to protect, locate, and use all of their data to discover insights that create business value.

Cisco and Cohesity are committed to customer success. Their partnership pairs the worldwide leader in networking for the Internet with a Visionary in the 2019 Gartner Magic Quadrant for Data Center Backup and Recovery Solutions. Together, the companies offer joint data management solutions as well as integrated go-to-market worldwide.

Organizations that choose to transform IT with co-developed Cisco and Cohesity solutions consolidate primary (latency-sensitive) and secondary (non-latency sensitive) data silos on-premises and in multi-clouds and do more with their data. They boost enterprise IT agility, TCO savings, and data productivity and visibility, harnessing all of their data for the benefit of their businesses.

## Proven Solutions

For data center/cloud compute and storage buyers who need radically simplified data management with productive data across locations, Cohesity's software-defined, web-scale platform on Cisco Unified Computing System (Cisco UCS) provides a single solution for data

## Customer Benefits

- **Simpler, End-to-End Solutions**  
*Consolidate backups, archives, files, objects, and data used for dev/test and analytics on a single platform and do more with data.*
- **Validated and Ready**  
*Certified with Cisco Validated Design, Cohesity software on Cisco UCS complements Cisco HyperFlex and is available from Cisco globally.*
- **Be Assured of Cisco Support**  
*Whether you have an issue with a Cisco product or Cohesity software, Cisco Solution Support has you covered.*

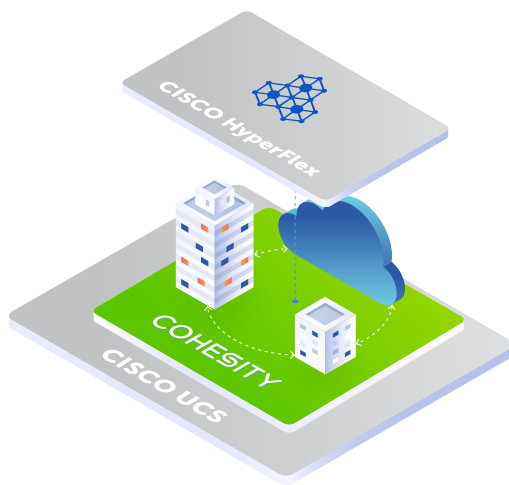
*“Cohesity has exceeded our expectations and delivered faultless backup and recovery for Quantum. Cohesity delivers a simplified and modern approach to data management that is easy-to-deploy, provides new levels of efficiencies, and is optimized to run on Cisco UCS, all of which are having a positive impact on our business. The joint solution is also enabling our IT teams to spend less time on backups and more time focusing on driving business value.”*

**CRAIG TAYLOR,**  
*IT director, Quantum*

management—starting with backups and extending to disaster recovery, file and object services, dev/test and analytics.

Unlike legacy point products and piecemeal solutions that result in mass data fragmentation, the joint Cisco and Cohesity solutions redefine data management with powerful simplicity, radical flexibility, and unlocked value for hybrid/multi-cloud IT that keeps all data protected and productive within a single, unified architecture on Cisco UCS.

Cisco HyperFlex complements Cohesity on Cisco UCS by simplifying compute, network, and primary storage for an integrated solution that offers hyperconverged simplicity, multi-cloud agility, and global efficiency and visibility across latency-sensitive and non-latency sensitive data, respectively.



### Deepening Engagement

Cohesity's differentiated data management value proposition is a perfect complement to Cisco's leading network and communications vision. The two companies began working together in April 2017 when Cohesity became a Cisco Solutions partner and Cisco invested in the industry disruptor.

A year later, the two companies delivered integrated solutions, consolidating data silos on certified Cisco UCS nodes to empower organizations to use all of their data for business advantage. For enterprises choosing greater hyperconvergence to further lower costs and improve operational efficiency, Cisco and Cohesity teamed to jointly deliver a Cisco Validated Design for Cohesity backup of Cisco HyperFlex.

Together, Cohesity and Cisco are solving mass data fragmentation with [Cohesity DataPlatform](#) from core to cloud and edge.

The global Cisco and Cohesity relationship benefits customers worldwide. Cohesity is a Cisco DevNet SolutionsPlus program partner, enabling Cisco direct sales and its extensive, global network of partners to offer Cohesity's modern data management capabilities together with Cisco UCS and Cisco HyperFlex—all from a single source. Cohesity solutions SKUs are on the Cisco Global Price List and Cisco delivers first-line customer support for them. Cisco sales representatives are compensated on the combined solutions, which for customers operate as validated solutions for data management.

### Realizing Business Outcomes

Customers choosing to invest with Cisco in Cohesity can be confident they are selecting:

- Complementary data management platform that augments Cisco's advanced technology solutions
- Jointly validated and tested solutions that meet Cisco's high-performance standards
- Robust service and support plan from Cisco
- Comprehensive solutions that take advantage of Cisco APIs for simpler configuration, management, and deployment
- End-to-end platform that focuses on achieving customer business outcomes

Large and small businesses and government agencies are already benefiting from the partnership. They are modernizing their data management to gain a competitive edge from jointly developed and validated Cisco and Cohesity solutions that are easy to deliver, fuel business growth, streamline compliance, and provide consistent operations wherever data resides.

To learn more about the Cisco and Cohesity partnership and joint solutions, visit

[www.cohesity.com/cisco](http://www.cohesity.com/cisco).