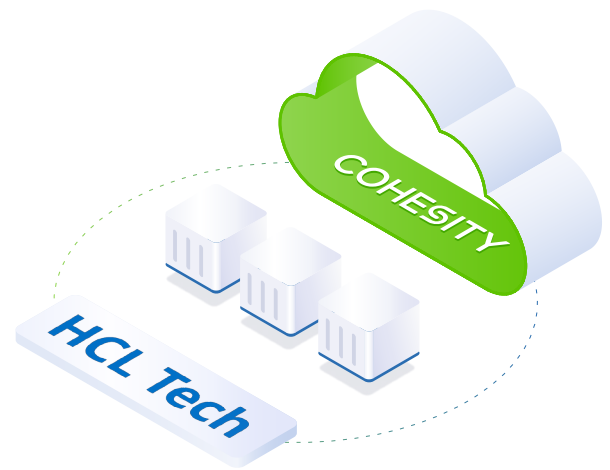


Cohesity and HCL Technologies

A Customer-first Partnership for Simplified Data Management



Key Benefits

- Lower TCO with flexible commercial models
- Simple and unified data management
- Integrated data protection
- Faster deployment through standard reference architectures
- Cloud-agnostic capabilities

Introduction

As enterprises embrace digital transformation and begin to modernize their IT infrastructures, data scattered across multiple public clouds, data centers, remote offices and the edge continues to grow exponentially, with little global oversight. Data silos have created a need for end-to-end, integrated data management solutions that can help enterprises harness the power of their data while simplifying operations and maximizing protection.

Cohesity has been at the forefront in providing software-defined data management solutions at web scale in partnership with leading system integrators, service providers and technology partners that enterprises entrust with their data. HCL Technologies, a next-generation global technology company that helps enterprises reimagine their businesses for the digital age, is one such partner with whom Cohesity has created unique solutions. Together, we enable our customers to unlock limitless business value from all their data.

Why Choose HCL and Cohesity?

- Joint solutions leveraging HCL IPs and the Cohesity next-gen data management platform
- Joint investments in HCL Cloud-Native Lab to drive innovation through comprehensive solutions
- HCL's validated POV and Cohesity expertise in multiple use cases such as Backup, Recovery, NAS and Cloud
- Rapid deployment with HCL Validated Designs and HCL-Cohesity co-created standard reference architectures
- Dedicated Center of Excellence (CoE) and technical resources for Cohesity within HCL
- Pool of trained and certified HCL resources on Cohesity solutions
- Joint customers across the globe in various industries such as financial services, life sciences and healthcare, telecom, hi-tech and education

“

“With growing cloud adoption, our customers are looking for turnkey modern data management solutions that can help them accelerate their digital transformation journeys while maximizing value from their cloud investments. HCL leverages Cohesity next-gen data management solutions in the Cloud Smart framework to help customers eliminate mass data fragmentation and provide unified management on-premises and across hybrid/multicloud environments.”

– Piyush Saxena, SVP - Hybrid Cloud Services, HCL Technologies

Cohesity Empowers HCL Cloud Smart to Deliver Next-gen Data Management Solutions

In Partnership, [HCL Technologies and Cohesity](#) address the challenges of legacy data management across hybrid and multicloud environments. Most enterprises are accelerating cloud adoption to cater to an increasing number of use cases and seeing benefits in time to market and agility. However, cloud adoption can contribute to mass data fragmentation by generating data in more locations and in different silos and formats.

HCL Cloud Smart is a suite of industry-aligned offerings, capabilities, products and platforms uniquely positioned to help enterprises gain maximum business value out of their cloud investments. Proven Cohesity data management solutions integrate with HCL's Cloud Smart frameworks such as VelocITy and Infonomics to simplify data management and automate data protection, including ransomware recovery.

HCL VelocITy – Powered by Cohesity

HCL's [VelocITy](#) is a holistic, ready-to-deploy SDI framework based on a completely validated reference architecture and blueprints, enabling technological standardization across a hybrid and multicloud environment. This is a standardized, catalogue-based model available to be consumed based upon flexible commercial constructs. Powered by Cohesity, it provides integrated next-gen data protection including backup and recovery for multiple workloads and data sources.





HCL Infonomics – Powered by Cohesity

HCL's [Infonomics](#) provides end-to-end managed services around data lifecycle management for enterprise customers to efficiently manage data while removing silos and keep in check data surge. The Cohesity modern data management platform is tightly integrated with HCL Infonomics, helping customers centralize data protection, access and control to gain new insights and boost cyber resilience while reducing complexities and cost.

Cohesity–HCL Benefits to Customers

- **Significantly reduced TCO** with flexible commercial models through HCL's U4X
- **Simplified, unified data management across core, cloud and edge** from a single UI
- **Integrated data protection** with solutions that put security first
- **Improved decision making and faster actions** with built-in smart capabilities enhanced by AI
- **Cloud-agnostic capabilities** that bridge on-premises solutions and public cloud

Joint Success Stories

 <p>A leading US-based Global Telecommunication Company saved over \$10Mn in 3 years with modern backup.</p>	 <p>Top US-based university reduced operating expenses by consolidating multiple use cases on the Cohesity's next-gen data management platform.</p>	 <p>Leading US-based Automobile Association eliminated complexities arising from multiple vendors with advanced ransomware protection and modern backup.</p>	 <p>A leading British multinational Medical Equipment Manufacturing Company removed the complexity of multiple solutions by consolidating use cases on Cohesity, and saved up to 30% on public cloud footprints.</p>
--	---	--	--

About Cohesity

Cohesity radically simplifies data management. We make it easy to protect, manage, and derive value from data—across the data center, edge and cloud. We offer a full suite of services consolidated on one multicloud data platform: backup and recovery, disaster recovery, file and object services, dev/test, and data compliance, security, and analytics—reducing complexity and eliminating mass data fragmentation. Cohesity can be delivered as a service, self-managed, or provided by a Cohesity-powered partner.

About HCL Technologies

HCL Technologies (HCL) empowers global enterprises with technology for the next decade today. HCL's Mode 1-2-3 strategy, through its deep-domain industry expertise, customer-centricity and entrepreneurial culture of ideapreneurship™ enables businesses to transform into next-gen enterprises.

HCL offers its services and products through three lines of business - IT and Business Services (ITBS), Engineering and R&D Services (ERS), and Products & Platforms (P&P). ITBS enables global enterprises to transform their businesses through offerings in areas of applications, Infrastructure, Digital Process Operations, and next generation digital transformation solutions. ERS offers engineering services and solutions in all aspects of product development and platform engineering while under P&P. HCL provides modernized software products to global clients for their technology and industry specific requirements. Through its cutting-edge co-innovation labs, global delivery capabilities, and broad global network, HCL delivers holistic services in various industry verticals, categorized under Financial Services, Manufacturing, Technology & Services, Telecom & Media, Retail & CPG, Life Sciences, and Healthcare and Public Services.

As a leading global technology company, HCL takes pride in its diversity, social responsibility, sustainability, and education initiatives. As of 12 months ending on December 31, 2021, HCL has a consolidated revenue of US \$ 11.2 billion and its 198,000 ideapreneurs operate out of 52 countries. For more information, visit www.hcltech.com.

To learn more about Cohesity–HCL joint solutions, write to us at GSI-marketing@cohesity.com.

COHESITY

© 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.

