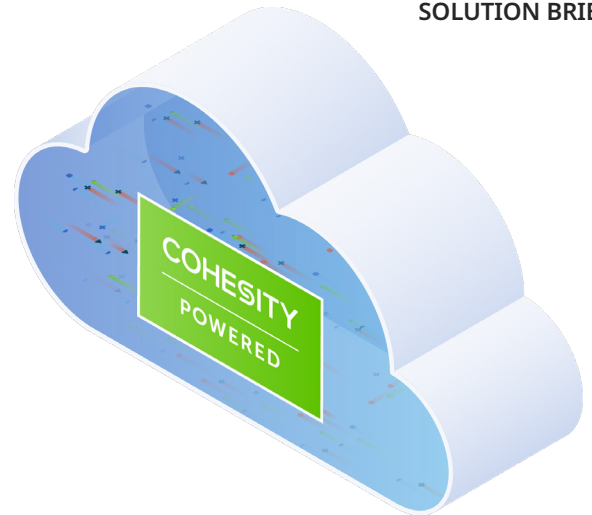


Cohesity-Powered Next-gen Data Management for Service Providers



Key Benefits

- Quickly increase managed service revenue
- Increase Operational Efficiency
- Deliver superior customer experiences

To accelerate digital transformation and boost competitive advantage, enterprises are seeking qualified service providers to help them simplify infrastructure complexity and reduce IT costs. Service providers that have earned the Cohesity-Powered trust mark are doing just that—overcoming the challenges of [mass data fragmentation](#) and unlocking limitless value from enterprise data and applications for their customers and their businesses. With a single multicloud platform, Cohesity ensures simplified data management and unlimited scale at lower total cost of ownership (TCO).

Cohesity-Powered service providers rapidly onboard new services and extend their delivery options—spanning a customer’s premises, their own data centers, and one or more public cloud providers such as Amazon Web Services, Microsoft Azure, and Google Cloud Platform—for maximum revenue opportunities. They also benefit from being able to take advantage of and offer flexible, consumption-based, pay-as-you-go and pay-as-you-grow pricing for reliable, rightsize capacity.

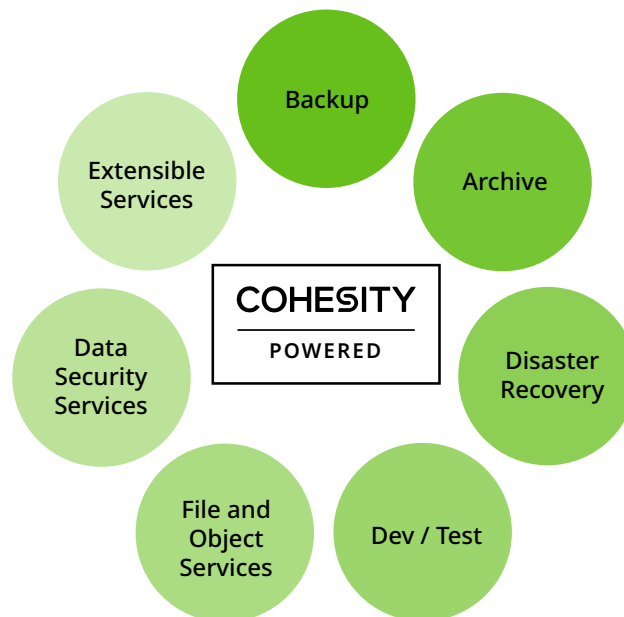


Figure 1. Cohesity-Powered as-a-Service Offerings

The Cohesity-Powered Advantage

Cohesity-Powered is a unique opportunity for service providers to modernize infrastructure while delivering highly differentiated multicloud data management services to customers. Part of Cohesity’s 100% partner focused model, becoming Cohesity-Powered is an ideal way to expand opportunities and a marketplace reputation for innovation.



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.

- Forrester

Enterprises struggling to manage legacy data silos recognize the value of Cohesity’s hyperscale simplicity and have begun to request it for their own organizations. That’s why authorized service providers now feature the Cohesity-Powered logo in their marketing materials as a signal to customers and prospects that their data management foundation is proven, enterprise-grade Cohesity technology.

Cohesity and by extension Cohesity-Powered service providers are known for data management services capabilities featuring secure multi-tenancy, customer self-service, advanced global deduplication, and seamless multicloud mobility and management. With data security protection of Zero-Trust and [Threat Defense architecture](#), they accelerate customer journeys to hybrid and multiclouds securely, and enable businesses to unlock greater value from data and applications. They accelerate customer journeys to hybrid and multiclouds, and empower their organizations and their customers’ businesses to unlock greater value from data and applications.

As-a-Service Solutions Accelerate Business Outcomes

Cohesity-Powered service providers are trusted to deliver one, many, or a complete value-added catalog of as-a-service offerings built on proven reference architectures from Cohesity. These as-a-service offerings improve operational efficiency and customer experiences:



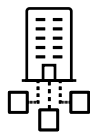
Backup as a Service

Rapid backup and recovery with a variety of options, including onsite data protection, direct backup to cloud, and cloud-native backup for traditional and modern data sources including Microsoft 365 Exchange Online, OneDrive and SharePoint Online.



Archive as a Service

Robust support for long-term data retention and compliance requirements across clouds with easy data access through global search.



Disaster Recovery as a Service

Reliable off-site protection that ensures business continuity and resilience with lightning fast recovery at scale in case of a catastrophic event at a primary site.



File and Object Services as a Service

Beyond scale-out NAS for content management, digital archives, video, and Splunk cold buckets. S3-compatible object services for unstructured data keeping and retrieving.



Dev/Test as a Service

Faster application delivery with dev/test provisioning in the cloud, supporting agile iterations, rapid cloning, and quick environment teardowns.



Data Security Services

Cyber-resilient services to safeguard backups with a proactive approach to deter, detect and respond to ransomware attacks.



Extensible Services

Customer data management services leveraging Cohesity Marketplace apps or integrations with industry-leading solutions.

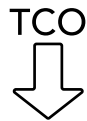
Become a Cohesity-Powered Service Provider

Enterprises value service providers with technologies that help them solve cost and operational challenges today and future-proof for tomorrow. Becoming Cohesity-Powered projects a commitment to ensuring protected and productive workloads across multiple clouds while building deeper engagement.



Quickly increase revenue

Gain access to new business models with one multicloud data management platform for multiple use cases. Build and deliver differentiated as-a-service offerings with Cohesity that work on internal infrastructure as well as hyperscalers such as Amazon Web Services, Microsoft Azure, and Google Cloud Platform.



Increase Operational Efficiency

Eliminate specialty silos, streamline multiple data management service deliveries with integrated multitenancy for consistent operations and management across multiclouds. Empower your customers with tenant self-service, and always-on operations.



Pay Only as Your Service Demand Grows

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.

Learn More

Learn more about the [Cohesity Service Provider solution](#).

Learn why [customers prefer to choose](#) CohesityPowered service providers.

[Become Cohesity-Powered](#) to differentiate your value and establish customer preference for your services.

Learn more at www.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.

