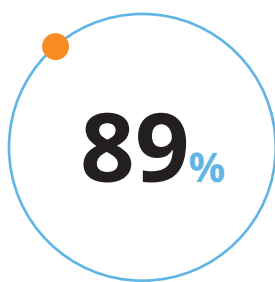


Data Management as a Service (DMaaS) for Partners

SaaS-based data management services such as
backup and disaster recovery

Here's what the data tells us.



89% of senior IT leaders/organizations are likely
to consider deploying a DMaaS solution.¹

Cohesity Data Management as a Service (DMaaS)

The Cohesity data management portfolio can be deployed as on-premises software or consumed and delivered as a service in a hybrid cloud environment. Cohesity solutions delivered as a service include:

- Backup as a Service (BaaS based on [Cohesity DataProtect](#))
- Disaster Recovery as a Service (DRaaS based on [Cohesity SiteContinuity](#))
- Data Governance and Threat Detection as a Service ([Cohesity DataGovern](#))

Partners have a simplified pathway to quickly provide these services with the following benefits:



Comprehensive cloud data protection
(AWS, M365 and other workloads)



Align with customer strategies —
cloud or hybrid



Fast time to revenue and
easy deployment



No CapEx with flexible subscription
pricing options

Why Cohesity DMaaS?

Whether or not you already know Cohesity and our award-winning on-premises solutions, you can now fill a market need with Cohesity's leading Next-Gen Data Management solutions. Here's how we stand out:

- The only SaaS solution truly based on **one unified platform**, providing simple expansion to new services.
- Protect and secure **Microsoft 365 and AWS workloads** to provide comprehensive SaaS protection against data breaches. Cohesity provides an immutable copy of data in the event of a ransomware attack.
- **Faster time to revenue with no CapEx expense** — Cohesity DMaaS deals typically close within 90 days! No upfront or maintenance costs.

Questions to Ask Customers

- What is your backup strategy for Microsoft 365 and AWS?
- Do you have a cloud and on-demand strategy?
- Do you have a backup or disaster recovery plan that includes cloud?
- Are you looking to reduce or eliminate redundant data centers?

Get Started

- Sign up for a Cohesity [pilot](#)
- Take advantage of Cohesity partner [sales incentives](#) — net-new logo and DMaaS incentives are stackable!
- See the new Cohesity customer offer and other materials on the [Partner Portal](#)
- Talk to the Cohesity channel team about [becoming a partner](#) (if you aren't one already)

COHESITY



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