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)
- Fast time to revenue and easy deployment
- Align with customer strategies — cloud or hybrid
- No CapEx with flexible subscription pricing options

¹Vanson Bourne, The State of Data Management Report
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)