Organizations are outsourcing their data backup and recovery to service providers to ensure business continuity. As a solution provider, you can grow revenue by offering Cohesity’s next-gen data management to your customers wherever they are in their cloud journeys. By offering Cohesity next-gen data management for your managed services platform, you can complement your resale revenue.

**Modernize Legacy Backup**

Four out of five service providers offer backup and recovery services. Nearly all are operating siloed, inefficient legacy products that are prone to cyber breaches and powerless against ransomware attacks. Cohesity is different.

Cohesity empowers you to build and deliver managed services differentiated by these factors:

- Simplicity at scale
- Zero trust security
- Powered by AI Insights
- Third-party extensible

**6 Ways Cohesity Increases Business Value**

1. Gain more efficient operations with less capital investment
2. Improve cyber resiliency
3. Boost predictable, reliable and scalable data management
4. Optimize flexibility with on-premises and provider-hosted deployment models
5. Maximize investments with subscription or consumption-based pricing
6. Quickly realize value—a Forrester Total Economic Impact™ Study highlights key results companies achieved switching from legacy products to Cohesity modern data management

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**Gartner.**

Leader in 2021 Magic Quadrant for Enterprise Backup and Recovery Software Solutions

4X Data Center Backup and Recovery Solutions, 1X Distributed File Systems and Object Storage

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**GigaOm.**

Leader in 2021 GigaOm Hybrid Cloud Data Protection Radar

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**Forbes.**

3X Forbes 2021 Cloud 100

5X Customer Service Award NPS 90+
Drive Many New Opportunities With One Solution
Cohesity delivers a comprehensive, hybrid and multi-tenant platform that is cyber resilient by design and converged to simplify data management operations.

Modernize backup and recovery
• Data protection: backup & recovery
• On premises, at the edge, in the public cloud and as-a-service
• Protection for SaaS apps (e.g., Microsoft 365)

Expand with additional revenue-generating services
• Disaster recovery
• File and object services
• Agile dev/test provisioning
• Analytics

Enhance cyber resiliency
• Threat Defense architecture
• Detect hidden ransomware
• Counter with rapid data remediation at a massive scale

Get Started With Cohesity Service Provider Options

Build your own data center
Choose from our on-premises or provider-hosted deployment models. Register for our partner program, including resources to help you architect your solution. Complete this form to connect with our team.

Partner with select national and global managed service providers
Discover our service provider ecosystem with proven solutions based on Cohesity Helios and DataProtect. Get a list of Cohesity Powered providers by emailing serviceproviders@cohesity.com or your channel development manager (CDM).

Resell Cohesity Data Management as a Service (DMaaS), including Backup and Disaster Recovery as a Service
Visit the Cohesity Partner Portal or contact your CDM to learn more about this turnkey solution. Register for a Cohesity pilot.

Partner Program
Our unified Cohesity Partner Program makes it easy to add managed services to your go-to-market model. We work closely with you to support your success:
• Flexible program
• Custom-tailored design workshops, cloud-ready testing, training programs, sales engagement, technical support and more
• Cohesity Powered trust mark
• Proposal-based market development funds (MDFs)
• Cohesity Partner Portal with Service Provider Center

Access Cohesity resources to learn more:
• Visit the Cohesity Service Provider Center
• Talk with your CDM about Cohesity-managed services or email serviceproviders@cohesity.com