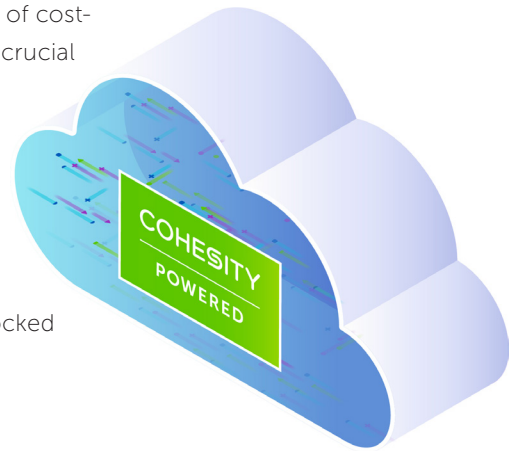


Consumption-based Data Management, exclusively for Cohesity's Service Providers Partners

Being 100% channel-driven, Cohesity understands the importance of cost-predictability for its partners. And we recognize that it is especially crucial for service providers.

Service providers today are entrusted with deploying and managing multi-cloud environments that need to be always available, cater to demand spikes, as well as optimize for lean periods. However, it is almost impossible to accurately provision capacity, resources, and staff corresponding to the variability in customer-demand, especially when customer environments are locked up in disparate silos.



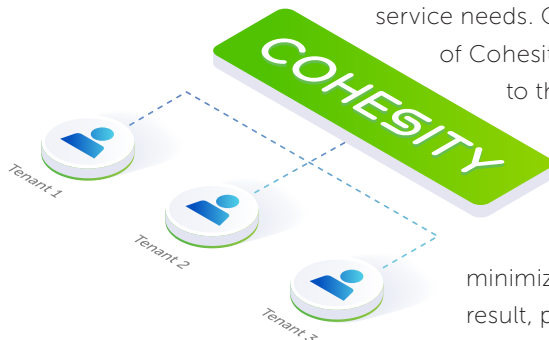
Simplifying as-a-Service Offerings with Cohesity

With Cohesity, service providers were able to solve the most critical part of resource-predictability by consolidating customer and service silos onto a single, web-scale software platform. And with sophisticated tenancy models, Cohesity addressed many of the resource distribution and secure isolation requirements of service provider environments. And now, with Cohesity Pay-Per-Use, we are making service provider cost and resource allocation more predictable than ever-before.

Transparent, Granular, Consumption-based Pricing

Cohesity Pay-Per-Use is a consumption-based pricing model for data management. Whereas service providers would otherwise be locked into 3-year license cycles or underutilized flat-fee monthly subscriptions if using other pricing plans, Cohesity Pay-Per-Use allows service providers to choose their own monthly commit, and pay only for the software they consume, metered in a transparent and granular way. This not only helps in advanced financial planning, but also allows teams to return their focus to driving service quality and innovation.

Moreover, Pay-Per-Use allows service providers to mix and match a variety of Cohesity's offerings to suit their service needs. Offering Backup as a Service? Enjoy consumption-based billing of Cohesity DataProtect. Want to add public cloud data management to the mix? Start consuming DataPlatform Cloud Edition under the same consumption umbrella, allocated to your monthly commit. No matter what your portfolio of data management services includes - DR, archival, hybrid cloud management - you can leverage Pay-Per-Use to predict and minimize costs, flexibly ramp services according to demand, and as a result, pass on the savings to your customers.



**Lower your service-delivery risk**

- Accelerate your shift from CapEx to OpEx without upfront investment.
- Avoid over provisioning by fine-tuning your resource allocation with demand.
- Mitigate budgeting risks and increase cost efficiency by minimizing spend.

**Leverage deep data-driven intelligence**

- Optimize data infrastructure spend with complete visibility into customer usage.
- Leverage data for improved budgeting according to customer purchase patterns.
- Harness predictive analytics to plan capacity ahead of demand.

**Accelerate Your Time to Value**

- Accelerate service decisions through cost / revenue modeling
- Reduce procurement complexity to get to service-delivery faster
- Easily adapt to changing business needs without overcommitting budget and improve responsiveness to change.

The innovations in Pay-Per-Use are just one of the many steps in Cohesity's commitment to Service Providers, and advance our model of sharing responsibility for service provider success. Find out all that we're doing with our service provider partners at cohesity.com/serviceproviders.