

Unstructured Data Management as a Service Powered by Cohesity

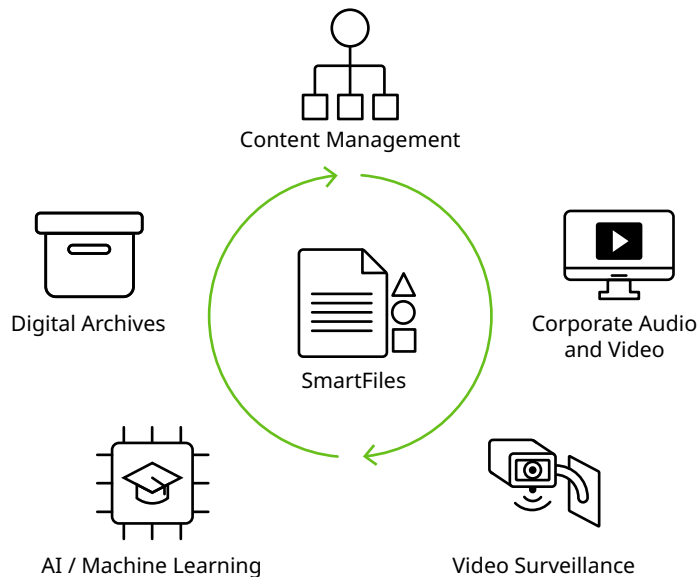


Key Benefits

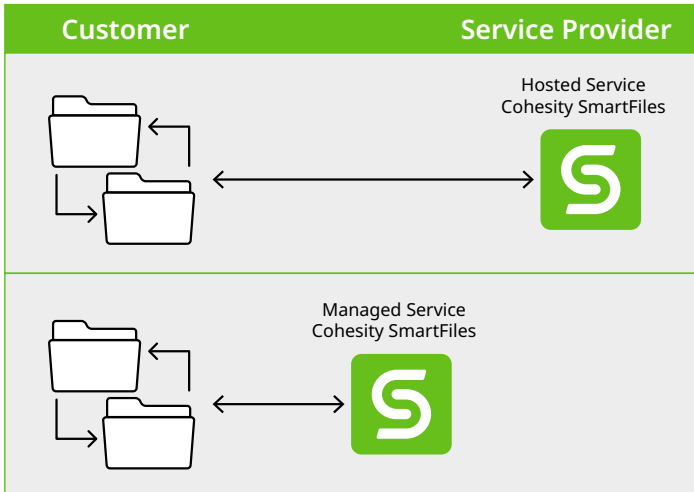
- Software-defined
- Multi-tenancy
- Unlimited scale
- Native SMB, NFS, S3, OpenStack Swift protocols
- Enterprise class security and compliance

According to IDC, more data is created per hour now than in an entire year just two decades ago, of which 80% will be unstructured in the form of file shares, backups, archives, logs, media files, analytics and more. Many on-premises unstructured data management solutions were designed over a decade ago without serious consideration for enabling rapid, massive and seamless scale. Customers are increasingly looking to service providers to accommodate cloud-first and hybrid strategies, consolidate or offload multiple data silos, and mitigate the capital outlay associated with acquiring additional infrastructure and management resources.

The ideal solution for service providers will deliver easy, secure and compliant data management across terabytes or petabytes of content. It's a singular end-to-end, fully integrated solution allowing management of files and objects from traditional archive, compliance and backup applications, file data from applications and NAS environments, data from commercial and custom S3 applications, and data from modern IoT and analytics environments.



Cohesity SmartFiles is a flexible, software-defined, data-centric, file and object solution. It modernizes and simplifies data and application management, privacy and control by providing one platform for multiple workloads that uniquely empowers service providers to help organizations efficiently govern data at scale, drastically reduce cost and complexity by eliminating mass data fragmentation, and create limitless value from organizational data. Cohesity's Marketplace apps and machine-learning assisted management uniquely add value with intelligence and ease-of-administration management that separate SmartFiles from the rest.

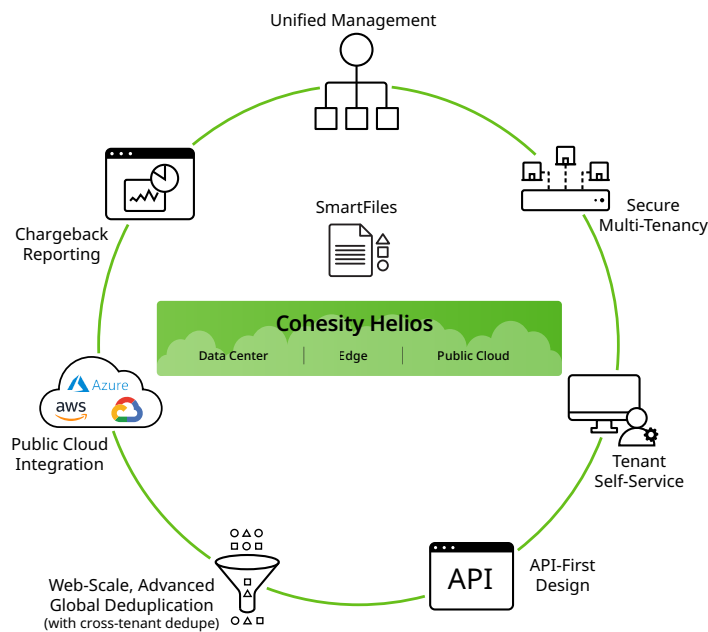


Delivery flexibility as cloud service and/or on-premises managed service

Why Choose Cohesity for Unstructured Data Management as a Service?

Cohesity's primary value proposition for service providers is Simplicity. The Cohesity Helios platform modernizes service provider architectures to simplify service delivery silos so you can address multiple data management challenges while focusing on delivering superior customer experiences.

Designed with service provider considerations in mind from the outset, Cohesity SmartFiles is one of the discrete offerings we provide on top of the Helios platform, specifically for managing files and objects. It provides inherent hybrid connectivity for Unstructured Data Management as a Service.



One unified platform for a variety of unstructured data management services

Multi-tenancy: Support multiple customers and workloads on the same platform with secure namespace isolation and per-tenant encryption. Also ensure security of data at-rest and in-flight with VLAN support.

Self-Service: Pre-built integrations with VMware vCloud Director, ServiceNow, and VMware vRealize Suite, plus flexible options for self-service tenant management through Cohesity and third-party GUIs simplify operations.

Multiprotocol Architecture: SmartFiles provides native support for the NFSv3, CIFS, SMB 2.x, SMB 3.0, S3, and OpenStack Swift APIs, and allows for simultaneous multiprotocol access to the same data with unified permissions.

Global Dedupe: Optimizing capacity efficiency is paramount to cost reduction. Although SmartFiles tenants are securely isolated, the Cohesity platform's cross-tenant, global variable-length deduplication maximizes data reduction from identical data sets, resulting in lower costs for physical storage, a smaller footprint, lower energy consumption and easier management.

Multicloud: SmartFiles can be deployed on-premises and in the cloud with full data visibility and access across all SmartFiles locations. Data can be tiered, archived or replicated across one or more locations. SmartFiles' native S3 interface also allows it to be used as a target for your customers' cloud applications.

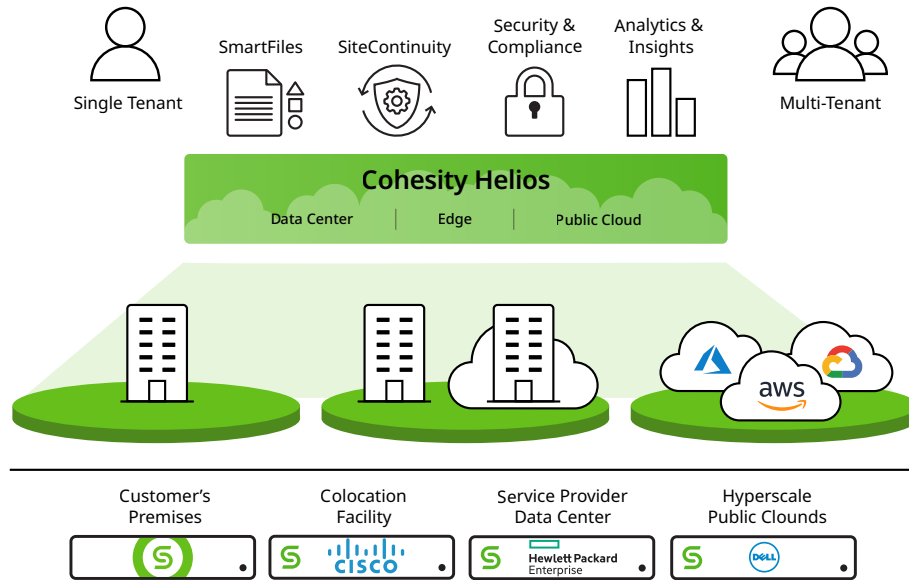
Apps: The Cohesity Marketplace adds a whole new dimension to unstructured data management a service for service providers. Apps on the Marketplace unlock a variety of differentiated and value-added services such as search, audit, anti-virus, and compliance that can be instantly deployed and run.

Unified Management: For service provider environments with globally distributed customers, SmartFiles provides global visibility and control and policies for governing data securely and efficiently from a single interface.

Technical Advantages of Cohesity-Powered Unstructured Data Management as a Service

Scale Without Boundaries: Unlimited resource pools, snapshots, capacity, open and active connections, file size/name/path length, and performance linearity at scale.

Role-Based Access Control: Simplify user and group access to data utilizing credentials and permissions with Windows Active Directory and Kerberos mechanisms. Create and manage custom Cohesity cluster administration roles for domain users and groups.



One unified platform for a variety of unstructured data management services

Multi-Cluster Management: SmartFiles also allows for managing multiple clusters, including multi-cluster monitoring, reporting, and orchestrated upgrades, from a single dashboard without the need to connect to an external network. Quotas provide control to service providers to control the storage utilization by tenants/users.

Global Actionable Search: File and object metadata is indexed upon ingest, enabling Google-like search across all files in a cluster. Indexed search of file contents is enabled with the Insight integrated app. Search across geographic locations and clouds via the Cohesity Helios interface.

Resiliency: Replication and Erasure Coding options deliver up to 80% efficiency. Data resiliency is ensured through strict consistency across nodes within a cluster. SmartFiles also supports two node, two disk, chassis, and rack fault tolerance as well as automated data integrity checks, drive failure detection and drive rebuild processes.

Data Protection and Cybersecurity: Software-based AES-256, FIPS compliant encryption of data in flight and at rest and integrated antivirus protection. Additional features include immutability via DataLock (WORM) and multi-factor authentication. SmartFiles compliance has also been validated via SEC, FIPS, Common Criteria and PCI-DSS certifications.

Reporting and Analytics: With deep visibility into data statistics, service providers can implement accurate pricing and chargeback mechanisms, isolated per tenant. In addition, Cohesity's custom reporting app can help service providers generate detailed performance and usage reports on demand or on schedule.

Cohesity Partner Program for Service Providers

Cohesity is 100% partner focused. In addition to comprehensive technology benefits. Cohesity Partner Program for Service Provider benefits including the following:

- Co-design workshops
- Training programs
- Premier technical support
- Proposal-based funding opportunities
- Flexible pay-per-use pricing options
- Reference architectures for leading cloud, hardware, and app vendors

Discover more solutions on cohesity.com/serviceproviders.

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