



# Moving Toward a DMaaS Vision

A turnkey as-a-service-approach for taming data sprawl and accelerating missions

**G**overnment agencies are awash in data—data that could help drive mission and enhance citizen services across a range of use cases at Departments and agencies. However, the data must be organized and managed in order to access it effectively and put it to best use.

“As we’ve moved to a decentralized ecosystem, there are issues of data fragmentation and data sprawl,” said Cohesity Vice President & Public Sector CTO Steve Grewal. “If your data is all over the place and you don’t have a unified approach to managing that data, then you don’t have a common view and you can’t get the insights you need to drive the mission.”

Fragmented data comes with a financial cost as well. “Agencies will tell us initially how many terabytes or petabytes they have, and it is often not correct. The number is almost always larger than they anticipated as they discover more data sprawl,” said Sean Phuphanich, senior solutions architect at Amazon Web Services (AWS) Worldwide Public Sector. That means the discovered cost for the agency is also higher than they expected. Let’s say they have 6 Petabytes of storage in use but they end up paying for closer to 10 Petabytes because much of it is underutilized.”

Together, Cohesity and AWS bring a new approach to the problem. Designed in collaboration with AWS, Cohesity Data Management as a Service (DMaaS) simplifies the way data is backed up, secured, governed and analyzed through an easy-to-use portfolio of SaaS solutions.

## Data management challenges

Departments and agencies have historically leveraged point solutions in an effort to tame data sprawl, but these have generally proven unwieldy. They’re costly and labor intensive, and too often these piecemeal fixes don’t address the fundamental needs of the situation.

“Many agencies struggle to find the skillsets they need to support these complicated deployments,” Grewal said. “As a result, they have a mixed bag of solutions within their traditional infrastructure, and things are not rationalized effectively. There is a lot of duplication, and a real lack of transparency.”

Agencies are unable to manage data consistently and at scale. As they struggle to support a perceived need, they may wind up squandering resources. “They end up with a data center that’s much larger than they’re going to need,” Phuphanich said.

DMaaS offers a way forward. Rather than cobbling together partial fixes, the as-a-service approach offers agencies the chance to implement a holistic refresh.

“Agencies need to recalibrate, to re-architect the overall enterprise service thinking,” Grewal said. “To truly position an organization to be nimble, to be agile—to be responsive to taxpayers, to other agencies, to the constituents—they need a platform, with a focus on performance, scale, and security.”

An as-a-service offering that leverages the power and scalability of the cloud can help to meet that need.

“It’s about having a safe and easy way to store your data, and then to expand on what you can do with that data,” Phuphanich said. “Then you can begin to apply AI, ML, and analytics to take advantage of these growing data sets.”

## The DMaaS approach

Designed in collaboration with AWS, Cohesity Data Management as a Service offerings are managed by Cohesity and hosted on AWS. They simplify the way data is backed up, secured, governed and analyzed through an easy to use portfolio of SaaS solutions that help you reduce infrastructure burden and shift costs to OpEx.

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With DMaaS, agencies are empowered to:

- Meet SLAs with enterprise grade AWS data protection
- Accelerate migrations, automate failover, and simplify archivals to AWS
- Simplify hybrid cloud data management
- Eliminate silos with a single platform and UI
- Choose the model that works best for them with self-managed software or SaaS

“We’ve built a software-defined platform to tackle the mass data fragmentation problem head on in a variety of ways,” Grewal said. Cohesity provides data protection and backup, “and then with AWS, we give you the ability to run applications on top of that data. It’s a fundamentally different way of thinking. You centralize your data, you have a common data fabric, and then you’re bringing the apps to the data. It gives you a leaner footprint, it helps you reduce costs, and it helps you put that data to practical use.”

Rather than having data live in expensive on-premise storage platforms, DMaaS offers a powerful, cloud-based alternative for long-term retention and archiving. Cohesity’s software intelligence de-duplicates and compresses the data to ensure the most efficient footprint inside the cloud.

“Together, Cohesity and AWS can move large volumes of data that currently live on expensive platforms onto Amazon’s lower-cost commodity storage offerings. That helps agencies save money, and it gives them the ability to start adopting and utilizing the powerful tools that are available in the cloud,” Grewal said.

All this helps public sector organizations make the best use of their limited resources.

“When you’re buying all your own hardware, time is essentially your enemy. You’re constantly trying to figure out what you will need, making large upfront CapEx commitments in the face of uncertain demand,” Phuphanich said.

“When you move to cloud, combined with software like Cohesity, you can plan things to be smaller and more efficient. Rather than buying five or 10 years in advance, you’re just focusing on what you need right now, with the scalable capacity to grow as needed, paying as you go,” he said.

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Hand in hand with this robust and scalable data management capability comes a reinvigorated approach to data security. DMaaS is in the process of earning FedRAMP certification, ensuring public sector end users will have maximum security and flexibility when leveraging Cohesity within the broader ecosystem of AWS service offerings.

“We’re starting to see a convergence between backup solutions and cybersecurity requirements,” Grewal said. “There is a pressing need here: As you think about data management, there is an opportunity in the cloud to develop a truly resilient and connected architecture in support of that security need.”

## Next steps

Agencies looking to tap the power of an as-a-service solution for data management can take steps today to set themselves up for future success.

They can start by mapping out their current data management tools and services, whether on-prem or the cloud: They may be using a lot of different tools for different things. “Then you can start to think about doing some level of standardization. With the combined power of the cloud and the Cohesity platform, you can begin to look at opportunities for consolidation,” Grewal said.

It makes sense to take stock early on of the ways in which data is being consumed across the organization.

“The first place to start is with the agency customers: What do they want to do? What do they currently have and what are their biggest pain points?” Phuphanich said. “From there you can start to navigate the portfolio of products and services with an eye toward specific benefits, whether that’s cost savings, security and compliance, or just being able to scale faster.”

Guided by insights from stakeholders—both the generators and users of data—IT leaders can begin to put together a picture of what is presently available, and where the gaps may exist.

From there they can start to develop an actionable transformation strategy or roadmap—the first step on a journey toward improved data management, enhanced security, and ultimately more robust and effective uses of data across the public sector mission set.

To learn more, visit [cohesity.com/AWS](https://cohesity.com/AWS).

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