Nominee: Cohesity DataProtect

Nomination title: Cohesity DataProtect - Backup and Recovery Solution

Product overview and key distinguishing features

Cohesity is the only hyperconverged platform that eliminates the complexity of traditional data protection solutions with end-to-end (from edge to cloud) data protection infrastructure – including target storage, backup, replication, archival, disaster recovery, and cloud integration. It eliminates data protection silos by converging backup infrastructure on a single scale-out platform.

Cohesity supports 5-minute RPOs and enables instant restore at scale and to any point-in-time. With Cohesity, each backup is stored as a fully-hydrated snapshot on the Cohesity file system, SpanFS. Therefore, each backup is immediately and directly accessible, as well as immutable and protected from ransomware or other attacks.

Cohesity provides native integration with the public cloud for archival, tiering and replication. Users can replace tape with cloud for long-term archival, with compression, deduplication, encryption, and simple recovery from the cloud. Cloud tiering enables users to burst capacity by storing colder chunks of data on cloud storage. And finally, replication enables users to replicate data to a Cohesity CloudEdition cluster and re-use the data for recovery, test/dev, and analytics.

Unlike traditional data protection solutions that only provide an expensive insurance policy, Cohesity takes a completely different approach and puts backup data to productive use. Once the data is protected on Cohesity, it can be used for the following use cases:

- Disaster recovery: Replicate data to a second off-site cluster for disaster recovery. Support instant recovery of large multi-VM environments.

- Public cloud integration: Use the public cloud for long-term archival, tiering and replication.

- Test/dev: Provision test/dev copies on-demand to accelerate software updates and development processes.

- Analytics: Perform in-place, custom analytics to identify sensitive information or derive insights from your backup data.

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Product impact on market and customers

Cohesity DataProtect enables organizations to take back control of their data protection environments.

- It simplifies data protection with a converged end-to-end (from edge to the cloud) solution that provides sub-5 minute RPOs and instantaneous RTOs.

- Cohesity does this with a 50% or more reduction in TCO compared to traditional data protection solutions.

- Cohesity' scale-out architecture provides a pay-as-you-grow platform that eliminates over provisioning, and simple non-disruptive upgrades. This has allowed customers to start small, and grow their environment as business needs grow.

Cohesity Advantages

Cohesity is the only globally distributed hyperconverged secondary storage solution that goes beyond backup. Once the data is backed up on Cohesity, the platform puts that data to productive use for disaster recovery, to integrate with major cloud providers, or to spin up test/dev environments (zero-cost clones) on Cohesity.

Additional key differentiators between Cohesity and other primary competitors include -

- As a software defined platform, Cohesity offers:

--> Web-scale globally distributed file system

--> Unlimited snapshots and clones

--> Global inline dedupe

--> Non-disruptive upgrades

--> VLAN tagging

- Cohesity is the only globally distributed file system that provides the ability to create file shares that can be accessed via NFS or SMB/CIFS protocols.

- Cohesity offers compatibility with 3rd party backup softwares and allows non-disruptive integration.

- Cohesity can instantly restore any number of VMs from any point-in-time, because all backups are fully-hydrated and always available for immediate access.

- Customers can spin up zero-cost clones for test/dev environment on Cohesity. This streamlines operations and optimize capacity on primary storage.

- Cohesity allows multi-cloud integration, allowing customers to archive, tier and replicate in the public cloud.

Customer Quotes

1) Colliers International EMEA Case Study - http://www.cohesity.com/resource-assets/case-study/Cohesity-Colliers-EMEA-Case%20Study.pdf

Quote - "With Cohesity, we consolidated our data protection, files and cloud archival on a single, easy to use hyperconverged solution. Instead of weekly backups, with Cohesity we enhanced our data protection and now run backup jobs hourly."

Abstract - Instead of just addressing Colliers' unstructured data requirements, the Cohesity solution consolidates all secondary storage silos on a single hyperconverged platform. With Cohesity, Colliers reduced their data center footprint and simplified their overall IT operations. The Team also achieved dramatic TCO savings of over £300K with Cohesity.

2) Burris Logistics Case Study - http://www.cohesity.com/resource-assets/case-study/Cohesity-Burris-Logistics-Case-Study.pdf

Quote - "Cohesity helped us reduce our backup windows from around 14 hours to under 2.5 hours. This meant that our backup jobs would no longer bleed into regular work hours. The entire team is totally blown away with how easy it is to use and manage Cohesity."

Abstract - Cohesity helped Burris Logistics reduce their backup windows by over 80%. Consolidating secondary data on Cohesity resulted in CapEx and OpEx savings. The team can now build its test/dev environment directly on Cohesity since the need to have unnecessary data copies on their primary storage is eliminated.

Why nominee should win

Cohesity is the only hyperconverged secondary solutions with end-to-end (from edge to cloud) data protection infrastructure – including target storage, backup, replication, archival, disaster recovery, cloud integration.

It is the only globally distributed file system that provides the ability to create file shares that can be accessed via NFS or SMB/CIFS protocols, and offers compatibility with 3rd party backup softwares for a non-disruptive integration.

Cohesity can instantly restore any number of VMs from any point-in-time, because all backups are fully-hydrated and always available.

Provides sub-5 minute RPOs and instantaneous RTOs and has helped customers reduce their TCO by 50%.