



NASDAQ: MANH
Market Cap \$3.63B

Benefits

- Faster backup windows enable the team to spend less time troubleshooting
- Lower OpEx with a single solution that combines backup software, target storage, scale-out file storage, and cloud integration.
- Start small and expand with pay-as-you-grow model

Use Cases

- Data Protect, File Services and Cloud Integration

“As a global technology solutions provider, we like to stay ahead of the technology curve. We saw clear value in adopting Cohesity to consolidate and simplify our secondary storage infrastructure. Cohesity allows us to consolidate data protection and file storage, while providing simple integration with the public cloud for long-term archival....”

- Brian Sweeny, Principle Engineer



A Verizon Company

1.5 million miles of fiber
Operates in over 50 countries

Benefits

- Lowered TCO by over 60%
- Optimized operator to device ratio and reduced OpEx
- Simplified and consolidated secondary storage environment

Use Cases

- Data Protect, Cloud Integration and File Services

“*Cohesity is designed to optimize capacity and performance. With Cohesity we can meet our customer requirements without complicating our secondary storage environment. Besides ease of use and simple integration, Cohesity is dedicated in its customers success.*”

– Eirik Toft, Systems Administration



70 Years Old Renewables Company
Processes Over 3 Billion Pounds of
Waste Products Annually

Benefits

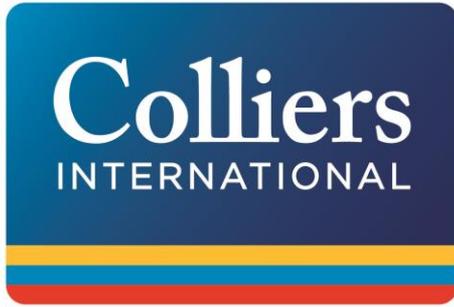
- 4x faster recovery with Cohesity
- Lowered TCO while increasing operator to device ratio
- Eliminated multiple silos by converging backup software, replication and target storage on a single solution

Use Cases

- Data Protect and Disaster Recovery

“Cohesity’s scale-out, hyperconverged secondary storage platform allowed us to build a true Software-Defined Data Center. With DataPlatform and DataProtect, we pulled the intelligence in the software layer and were able to simplify our overall IT operations.

– Bradley Wilton, IT Director



\$2.6 Billion Real Estate Company
NASDAQ: CIGI

Benefits

- Simplified infrastructure and dramatically reduced data center footprint
- Enhanced performance and protection with hourly backups
- Lowered TCO by £300K (CapEx £250K and OpEx £55K)

Use Cases

- Data Protect, File Services and Cloud Integration

“ ..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.

– Paul Khosla, Technical Architect



Leading Italian Bank
Over 7,000 Branches
Assets worth €676 Billion

Benefits

- 98% reduction in the backup windows
- 2x increase in data reduction ratio optimized storage environment
- Simplified secondary storage infrastructure by eliminating multiple point solutions

Use Cases

- Data Protect and Test/Dev

“ With Cohesity, we just did not start running hourly backup jobs but we also reduced our backup windows and lowered our TCO due to a simplified environment. Now how can you beat that... ”

- IT Infrastructure Team



\$6 Billion Company
Fortune Best Places to Work
Operates in over 160 Countries

Benefits

- Reduced VM recovery from over 3 hours to under a minute
- Optimized secondary storage with global deduplication and compression
- Ability to start small and scale-out as needed

Use Cases

- Data Protect, Test/Dev and Cloud Integration

“ *Cohesity’s intelligent data platform simplifies our VM backups and replication. By consolidating our entire backup environment into a single system, we now have one simple and powerful, policy-driven interface to manage end-to-end data protection.* ”

- Mark Avery, Sr. Manager of Core Infrastructure



Leader in Event Management Software
1900 Employees

Benefits

- Reduced Cvent's overall IT TCO
- Provide different services to internal customers including backup as a service as well as via NFS, SMB
- Helped team transform to an IT-as-a-service organization

Use Cases

- Data Protect, Cloud Integration, Test/Dev and File Services

“Cohesity’s solution offers us an on-premise, hyperconverged platform for our private cloud with a complete set of public cloud integration points, including cloud archiving, tiering and remote replication, to span a range of use cases from backup to test/dev.

- Peter Cho, Core Infrastructure Architect



Country's largest combined
independent broadcast station group

Benefits

- Dramatically reduced time to recover entire virtual machines without disrupting the running system
- Ability to flexibly provision and grow capacity as needed
- Simplified and consolidated secondary storage environment

Use Cases

- Data Protect

“Cohesity gives us an easy way to manage, store, and extract value from our data — all from a single platform that scales as we need it. Cohesity is dramatically simplifying the way we do business.

- David Giambruno, CIO and Sr.VP of IT



UNIVERSITY OF CALIFORNIA
SANTA BARBARA

24,000 fulltime students
Ranked 8th among U.S. public
universities

Benefits

- Simplified data backup and recovery with granular search and recovery
- Enhanced data protection through native cloud integration with Microsoft Azure, AzureGov, and Amazon Web Services
- Reduced OpEx by over 50% by eliminating multiple point solutions

Use Cases

- Data Protect and Cloud Integration

“Cohesity helped us to easily backup the growing critical and mandatory to save data, like police department videos from their vehicle and body cameras, and made those files instantaneously available upon request. From backup to recovery, analytics to monitoring and alerting, Cohesity consolidated everything under a simple, easy to access user interface.

– Ben Price, Director, Administrative & Residential IT



Established in 1958
Ranks first in its field

Benefits

- Single, unified platform to address all their secondary storage requirements
- Reduce TCO by eliminating silos
- Simplified operations by eliminating tapes and leveraging cloud for long term archival

Use Cases

- Data Protection, File Shares and Cloud Integration

“Cohesity covers all of our secondary use cases. We use it for backup and file shares. We are excited to leverage Cohesity to replace off-site tapes with public cloud.

- Marlon Wenceslao, Sr. Systems Manager