

Nominee: Cohesity

Nomination title: Cohesity - Hyperconverged Secondary Storage

Organization overview

Traditional secondary storage is fragmented and inefficient. It consumes about 80% of enterprise storage capacity as data is copied on average 10 to 12 times across individual storage appliances in support of different use cases like backup, analytics, test/dev, files and objects. To move data to the public cloud, organizations have to deploy yet another silo in the form of a cloud gateway.

Cohesity, founded in June 2013 by Mohit Aron, started shipping its hyperconverged secondary storage solution (DataPlatform and DataProtect) in October 2015. Since the product launch, Cohesity has transformed this complex infrastructure with a simple, elegant solution. Cohesity DataPlatform eliminates secondary storage silos with a single, purpose-built hyperconverged platform.

Mohit Aron, founder and CEO of Cohesity is the father of Hyperconverged Infrastructure (HCI), and founded Nutanix in 2009, which has a market cap of \$3.33 billion.

Cohesity started supporting EMEA customers in October 2016 and over the years have helped organizations address their secondary storage complexities with a hyperconverged secondary storage infrastructure, including Collier International EMEA, NetGear, XO Communications, and many more.

Cohesity's mission is to remake secondary storage. Cohesity provides the only hyperconverged secondary platform designed to eliminate secondary storage silos. It consolidates all secondary data and associated management functions on one unified solution - including backups, files, objects, test/dev copies and analytics.

DataPlatform provides distributed storage with best-in-class space efficiency, efficient copy data management, and native cloud integration. The platform incorporates data management functions for converged data protection, in-place analytics, and copy data management to automate DevOps workflows.

Key project

In an effort to build a Software-Defined Data Center, Intesa San Paolo, a leading Italian bank consolidated all its secondary storage environment, including workloads such as data protection, test and development, and analytics, on Cohesity, a single, easy-to-manage hyperconverged platform.

By unifying their secondary storage on Cohesity, the team achieved operational efficiency and lowered their cost in form of -

- Reducing their backup windows by 98%
- Doubling data reduction ratio and
- Optimizing their primary storage usage by giving the team ability to spin up test/dev copies within Cohesity, and not moving those to the primary storage running on Pure.

The team can now limitlessly scale-out their storage, automate backups, analyze backup data directly on Cohesity for internal analysis and protect all their VMs, none of which was previously possible.

Intesa San Paolo IT team met all its KPIs: improved efficiency, ability to go beyond backup such as using data for analytics purposes, and eliminating complexity by adopting Cohesity, a single platform to consolidate all secondary storage.

Key awards and nominations

Cohesity has been recognized by number of leading industry awards.

- Gartner Cool Vendor of the Year 2017
- SIIA Business Technology CODiE Award Finalist for Best Storage and Backup Solution
- Tech TrailBlazer Storage Award 2016 for Hyperconverged Secondary Storage Platform
- Top Top 25 Disrupters of 2016 by CRN

Customer Quotes

1) Colliers International - <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) Burriss Logistics - <http://www.cohesity.com/resource-assets/case-study/Cohesity-Burriss-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 Burriss 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%.