

Boost Your Revenue With Cohesity Managed Services

Organizations are outsourcing their data backup and recovery to service providers to ensure business continuity. As a solution provider, you can grow revenue by offering Cohesity's next-gen data management to your customers wherever they are in their cloud journeys. By offering [Cohesity next-gen data management](#) for your managed services platform, you can complement your resale revenue.



Modernize Legacy Backup

Four out of five service providers offer backup and recovery services. Nearly all are operating siloed, inefficient legacy products that are prone to cyber breaches and powerless against ransomware attacks. Cohesity is different.

Cohesity empowers you to build and deliver managed services differentiated by these factors:

 Simplicity at scale	 Zero trust security	 Powered by AI Insights	 Third-party extensible
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6 Ways Cohesity Increases Business Value

1. Gain more efficient operations with less capital investment
2. Improve cyber resiliency
3. Boost predictable, reliable and scalable data management
4. Optimize flexibility with on-premises and provider-hosted deployment models
5. Maximize investments with subscription or consumption-based pricing
6. Quickly realize value—a [Forrester Total Economic Impact™](#) Study highlights key results companies achieved switching from legacy products to Cohesity modern data management



Leader in 2021 Magic Quadrant for Enterprise Backup and Recovery Software Solutions



4X Data Center Backup and Recovery Solutions, 1X Distributed File Systems and Object Storage



Leader in 2021 GigaOm Hybrid Cloud Data Protection Radar



3X Forbes 2021 Cloud 100



5X Customer Service Award NPS 90+

Drive Many New Opportunities With One Solution

Cohesity delivers a comprehensive, hybrid and multi-tenant platform that is cyber resilient by design and converged to simplify data management operations.

Modernize backup and recovery

» [Cohesity DataProtect](#)

- Data protection: backup & recovery
- On premises, at the edge, in the public cloud and as-a-service
- Protection for SaaS apps (e.g., Microsoft 365)

Expand with additional revenue-generating services

» [Cohesity SiteContinuity](#)

» [Cohesity SmartFiles](#)

- Disaster recovery
- File and object services
- Agile dev/test provisioning
- Analytics

Enhance cyber resiliency

» [Cohesity Helios](#)

- Threat Defense architecture
- Detect hidden ransomware
- Counter with rapid data remediation at a massive scale
- Zero Trust principles with least-privilege enforcement
- Multi-tenancy for managed services
- Built-in per-tenant self-service

Get Started With Cohesity Service Provider Options



Build your own data center

Choose from our on-premises or provider-hosted deployment models. Register for our partner program, including resources to help you architect your solution. Complete [this form](#) to connect with our team.



Partner with [select national and global managed service providers](#)

Discover our service provider ecosystem with proven solutions based on Cohesity Helios and DataProtect. Get a list of Cohesity Powered providers by emailing serviceproviders@cohesity.com or your channel development manager (CDM).



Resell Cohesity [Data Management as a Service \(DMaaS\)](#), including Backup and Disaster Recovery as a Service

Visit the Cohesity [Partner Portal](#) or contact your CDM to learn more about this turnkey solution.

Register for a Cohesity [pilot](#).

Partner Program

Our unified Cohesity Partner Program makes it easy to add managed services to your go-to-market model. We work closely with you to support your success:

- Flexible program
- Custom-tailored design workshops, cloud-ready testing, training programs, sales engagement, technical support and more
- Cohesity Powered trust mark
- Proposal-based market development funds (MDFs)
- Cohesity Partner Portal with Service Provider Center

Access Cohesity resources to learn more:

- Visit the Cohesity [Service Provider Center](#)
- Talk with your CDM about Cohesity-managed services or email serviceproviders@cohesity.com

COHESITY



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