

## Integrated Protection for All Your Data in VMware vCloud Director

Decisions to embrace cloud-first and hybrid strategies are accelerating. Business leaders considering new workloads for multi-clouds are asking trusted service providers and internal IT staff for value-added cloud services that enhance flexibility, security, and business agility. Those relying on VMware powered infrastructure as a service (IaaS) with VMware vCloud Director have a data protection advantage with Cohesity, a modern secondary data and applications platform for the cloud era. Cohesity integrated with vCloud Director replaces secondary data silos with simpler cloud-based data protection for service providers and their tenants.

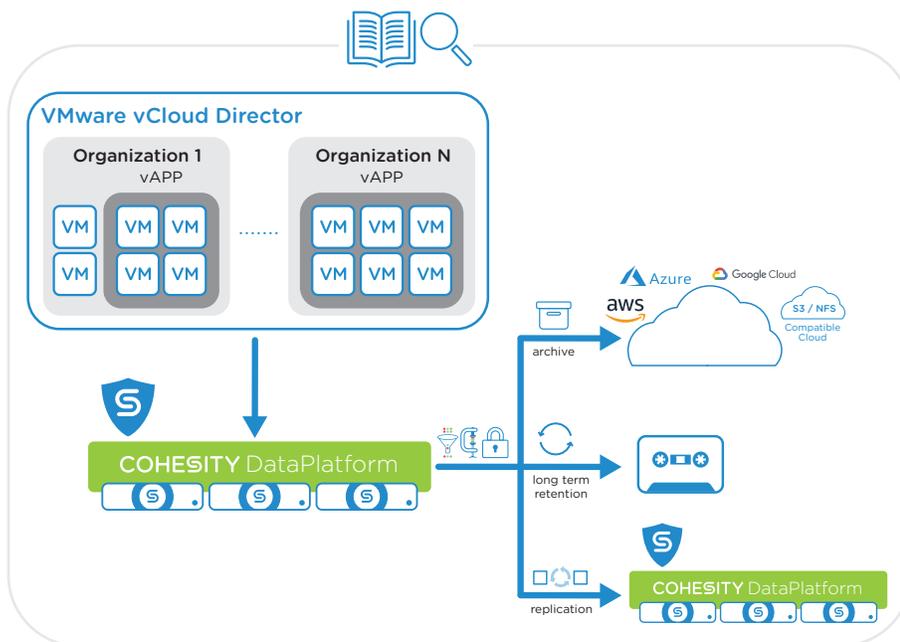
### Self-Service IaaS Meets Integrated Data Protection

Leading service providers use vCloud Director to transform physical data centers into highly elastic virtual data centers (vDCs) to make critical resources—compute, storage, networking—available as catalog-based services to customers through a self-service portal. Administrators also rely on vCloud Director included policy controls that apply pre-determined limits on users to regulate resource consumption and restrict access.

With vCloud Director, administrators can establish organizations (vOrgs) of users and groups with their own assigned resources. According to business needs, the solution then automatically assigns specific objects, or vApps, to each vOrg. Yet until Cohesity, it has been challenging for service providers and enterprise self-service teams to protect all of the virtual machines (VMs) comprising each vApp.

### Key Benefits

- Self-service IaaS with integrated data protection for VMware vCloud Director
- Seamless, automated protection of enterprise data in vOrgs, vDCs, vApps, and VMs
- Instant recovery of vApps and VMs to original or alternate locations
- Realize 50% or higher TCO savings and lower costs to serve customers
- Upsell opportunities for Cohesity and VMware Cloud Provider Partners



Growing acceptance of hybrid/multi-clouds among enterprises is driving service providers to expand their service offerings. 451 Research's recent Voice of the Service Provider: Differentiation & Vendor Selection survey finds that backup/disaster recovery, managed hosting, security, and multi-tenant IaaS represent the top four hosting and cloud services providers currently offer.

 451 Research®

## Automated Protection of Enterprise Data for Single or Multiple Tenants at Scale

Cohesity data protection capabilities, delivered on a software-defined platform supporting differentiated as-a-service offerings, are an ideal complement to vCloud Director. For service providers, Cohesity provides a unique opportunity to maximize revenue earned from tenants as demand grows for value-added services. Cohesity and vCloud Director integration extend virtualized applications offsite while easing cloud-based data protection and management with key capabilities:



### Converged data protection

Simplify and extend end-to-end data protection to vCloud Director with a single unified solution for backup, recovery, replication, disaster recovery, target storage, and multi-cloud integration. Realize rapid Recovery Point Objectives (RPOs) in minutes and near-instant Recovery Time Objectives (RTOs) to meet business service-level agreements (SLAs). Minimize data protection windows with parallel backup jobs on web-scale, distributed architecture and lower total cost of ownership (TCO) by 50% or more. Ease administration with a simple user interface for administrators and tenants.



### Automated backup

Automate the protection of vDCs and vApps based on tenant needs. Safeguard vCloud Director environments by backing up vCloud Director objects onto any Cohesity cluster. vCloud Director objects include vOrgs, vDCs, vApps, and VMs. Flexible data protection options enable backups to be run automatically through policies or on demand.



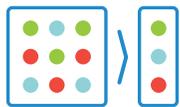
### Granular recovery

Speed vApp and VM recovery to their original or alternate locations, on-premises or across multi-clouds. Restore a subset of VMs, individual files, or an entire vApp instantly.



### Tenant self-service

Provide self-service data protection services to all customers. Help ensure each tenant environment remains secure with automated, role-based access controls. Leverage Cohesity's API-first architecture to integrate with third-party service portals, simplify orchestration of routine data protection tasks, and build customized analytics into your tool of choice.



## Advanced global deduplication

Achieve the highest levels of storage efficiency and reduce costs across tenants with Cohesity's advanced inline, variable length, block level global deduplication. Flexible options allow data deduplication across tenants for storage efficiency or keeping it segregated for security and compliance purposes. Realize 50% or more TCO savings and a lower cost-to-serve tenants with integrated data protection for vCloud Director.



## Flexible chargeback reporting

Easily track usage and customized SLA metrics for each tenant.

## Learn more

The integration of Cohesity and vCloud Director advances cloud adoption. Service providers investing in it build customer loyalty, boost revenue, and stay competitive. Learn more at [www.cohesity.com/solution/service-provider](http://www.cohesity.com/solution/service-provider).