

Hewlett Packard Enterprise
3000 Hanover Street
Palo Alto, CA 94304

hpe.com

Fact Sheet

Enhanced HPE and Cohesity partnership enables customers to consolidate secondary data and apps and accelerate journey to hybrid cloud

At Discover 2018 Madrid, HPE announced a strengthened partnership with Cohesity, making the Cohesity secondary data and apps solution available directly from HPE and its channel partners. A new HPE and Cohesity software resell agreement enables a streamlined customer experience for the purchasing and deployment of a jointly validated solution from a single, trusted partner. This best of breed solution combines the web-scale simplicity and efficiency of Cohesity software with the power and density of industry-leading HPE Apollo and HPE ProLiant servers, along with HPE Pointnext advisory, professional, operational and financing services.

Editorial contact:

Natassia Culp
+1 650 236 7091
natassia.culp@hpe.com

The secondary data challenge

Secondary data and applications—including backups, disaster recovery, files, objects, test/dev, archives and analytics—are massively fragmented across a complex patchwork of specialized point products and infrastructure silos in the data center and the cloud. Not knowing what data exists where across all silos makes it impossible to protect. Additionally, not having an easy way to manage all data makes it impossible to harness for greater value. As secondary data often gets copied more than 10x¹ across distinct silos with no central visibility and control, it is inefficient and costly to manage, and creates a crippling source of compliance risk. Customers need to simply and efficiently protect, store and manage this exponentially growing secondary data across clouds, data centers or remote/branch offices, and put it to work for their business.

HPE and Cohesity address the challenges of secondary data sprawl and infrastructure silos

The strengthened HPE partnership with Cohesity enables enterprise customers to better manage unstructured data growth, eliminate mass data fragmentation, and reduce costs and complexity. HPE and Cohesity are simplifying the management and protection of secondary data and apps with one, hyperconverged, software-defined platform for all use cases, including backup and recovery, files and objects, test and dev, archive and analytics.

Cohesity software will be integrated into the HPE global supply chain processes and systems, enabling customers to minimize deployment risk, complexity and cost by purchasing a complete, optimized and jointly validated HPE and Cohesity solution directly from HPE and its channel partners. This enhanced partnership makes it easier than ever for customers to acquire and deploy a proven and reliable solution to solve secondary data and apps challenges quicker, and with more confidence.

Customers benefits

A simple, secure and efficient secondary data and application platform

- **Web-scale, pay-as-you-grow platform** – Eliminate costly overprovisioning, fork-lift upgrades, data migrations, and reduce TCO with simple, limitless and non-disruptive pay-as-you-grow performance and capacity expansion.
- **Built-in security** – Be confident with enterprise-grade, built-in safeguards including data segmentation, in-flight and at-rest software-based encryption, immutable snapshots, unlimited zero-cost clones, secure multi-tenancy, role-based access control and instant ransomware recovery.
- **Integrated data protection** – Remove the need for separate backup software, target storage, dedupe appliances, media plus master servers, tape and cloud gateway with a single integrated solution.

Built for cloud

- **Unified management** – Customers can easily control their entire secondary data estate—from edge to core to cloud—with one management GUI and simple policy-based automation.
- **Seamlessly extend to cloud** – Users can easily bridge from on-premises to a public cloud of their choice - including AWS, Azure

and Google Cloud Platform - for cost-effective, long-term retention, storage tiering, disaster recovery, test/dev, and data mobility with no bolt-on cloud gateways.

- **Optimized cloud investment** – Reduce time, cost and network bandwidth for cloud storage with highly efficient global, in-line, variable-length, sliding-window deduplication and compression.

Make secondary data productive

- **Unify file and object stores for improved TCO/ROI** – Consolidate siloed file and object data on one, unified scale-out NAS with simultaneous multi-protocol (NFS, SMB, and S3) access to S3 volumes.
- **Accelerate application development** – Instantly provision zero-cost clones for test/dev environments on premises or in the cloud. Easily spin-up new apps for test/dev and DR with automatic VM conversion between on-premises and cloud formats. Eliminate unnecessary data copies with unlimited, fully-hydrated snaps.
- **Gain business and operational insights** – Automated global indexing, Google-like search and in-place analytics offers insights into your secondary data estate to help you make informed decisions and meet complex compliance and threat analysis requirements head-on.

Availability

Customers will be able to purchase Cohesity software and support as standard HPE SKUs when ordered with either of three purpose-built HPE ProLiant 380 Gen10, HPE Apollo 4510 Gen10 and HPE Apollo r2200 Gen 10 server SKUs as a complete secondary data and apps solution on one purchase order. The new SKUs will be introduced and be live on the HPE corporate price list globally March 4, 2019.

¹ IDC Market Glance: Copy Data Management, 2Q18