

How to simplify and modernize today's datacenters

- Hyperconverged Secondary Storage
By Cohesity

Keijo Niemistö, Account Executive
Finland & Baltic

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COHESITY

Team Finland & Baltic



Keijo Niemistö

Sr Account Executive

kniemisto@cohesity.com

Tel: +358 400 432806



Jussi Jaurola

Sr System Engineer

jussi@cohesity.com

Tel: +358 40 1962233



About Cohesity

PROFILE

- Mission to Redefine Secondary Storage
- Founded in 2013 by Mohit Aron
 - Co-founder of Nutanix
 - Lead on Google File System
- Experienced team
 - Nutanix, Google, VMware, EMC, NetApp
- Headquartered in San Jose, CA
 - ~1000 employees in US, EMEA, and APAC
- Top-tier investors (\$411M)



Secondary Storage Market Ready for Disruption

Strategic Planning Assumption

Gartner[®]

“By 2021, more than 80% of enterprise data will be stored in scale-out storage systems in enterprise and cloud data centers, up from 30% today.”

“By 2021, 50% of organizations will augment or replace their current backup application with another solution, compared to what they deployed at the beginning of 2017.”

Cloud is Exploding the Secondary Storage Problem

Data Center



Apps

Primary Storage → Mission Critical Apps

Secondary Storage



Backup



Archiving



Analytics



Test / Dev



File Shares

Public Cloud



S3 / NFS
Compatible
Cloud



Apps



Test / Dev



Objects



Analytics

Opportunity to Modernize

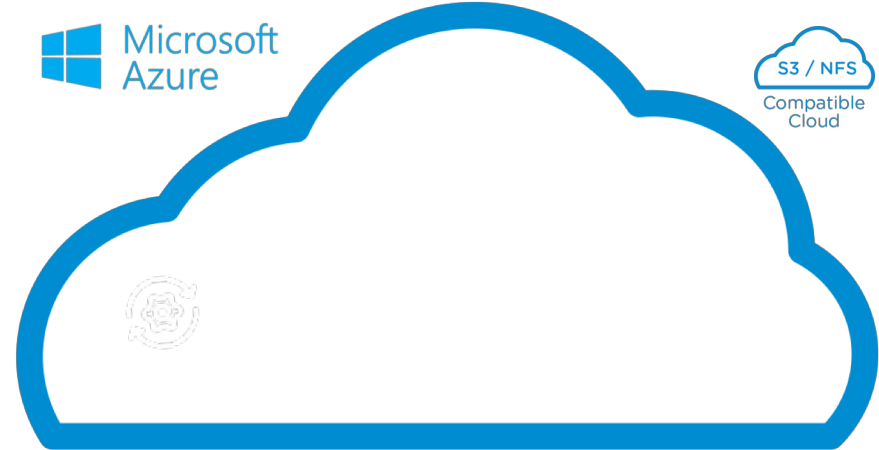
Data Center



Secondary Storage



Public Cloud



Start By Simplifying Data Protection

Data Center



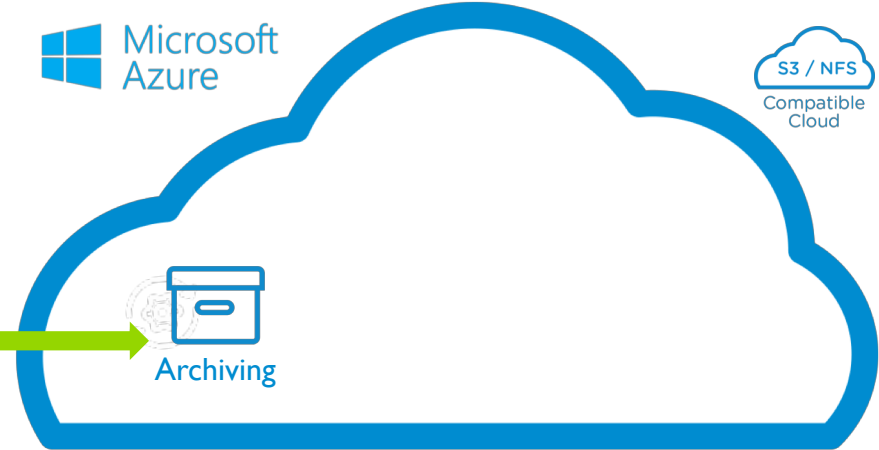
Secondary Storage



COHESITY DataPlatform



Public Cloud



Next Consolidate Your Secondary Storage

Data Center

Public Cloud



Hyperconverged Primary

Hyperconverged Secondary Storage



Backup

File Shares

Test / Dev

Analytics

COHESITY DataPlatform

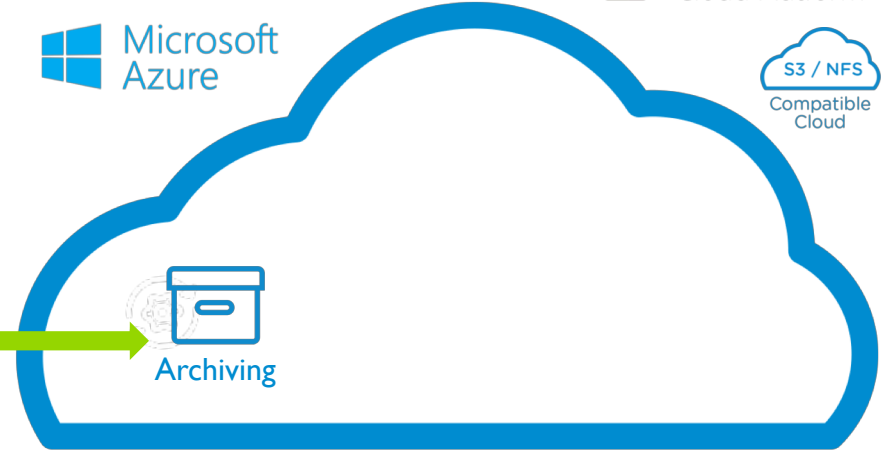


Test / Dev

File Shares



Microsoft Azure



Archiving

Work Seamlessly Across the Cloud

Data Center



Hyperconverged Secondary Storage



COHESITY DataPlatform

Data Continuum

Public Cloud



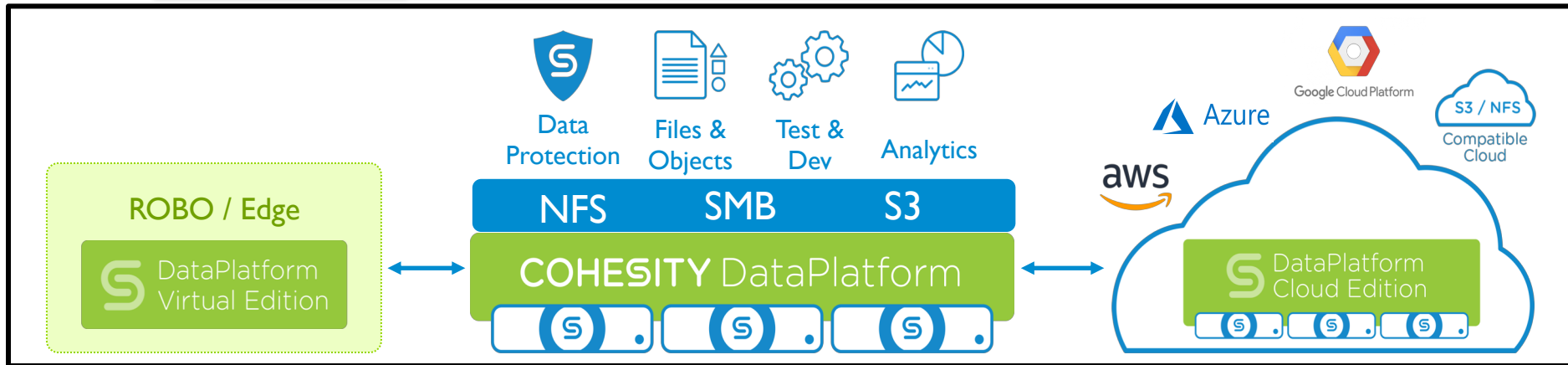
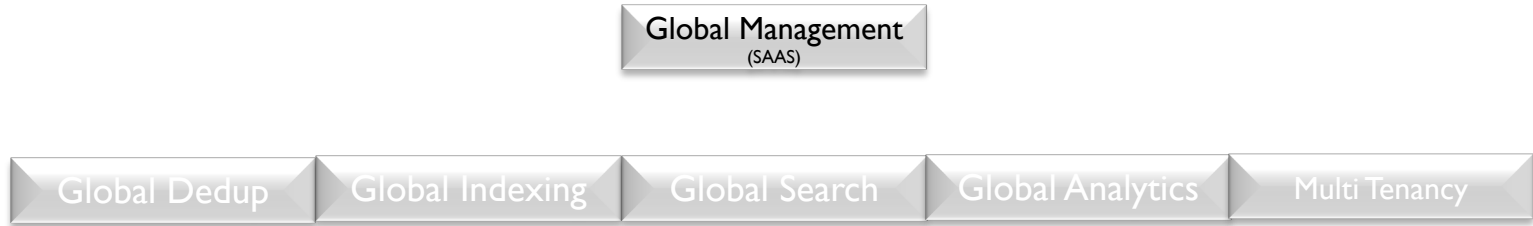
Backup File Shares Test / Dev Analytics

COHESITY DataPlatform

Hyperconverged Secondary Storage

A Comprehensive Software-Defined Platform

Consolidation, Data Mobility, Simplicity, and Protection



Cloud Ready – multiple use cases



COHESITY DataPlatform

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CloudTier

- Allow file shares to burst into the cloud when capacity is low

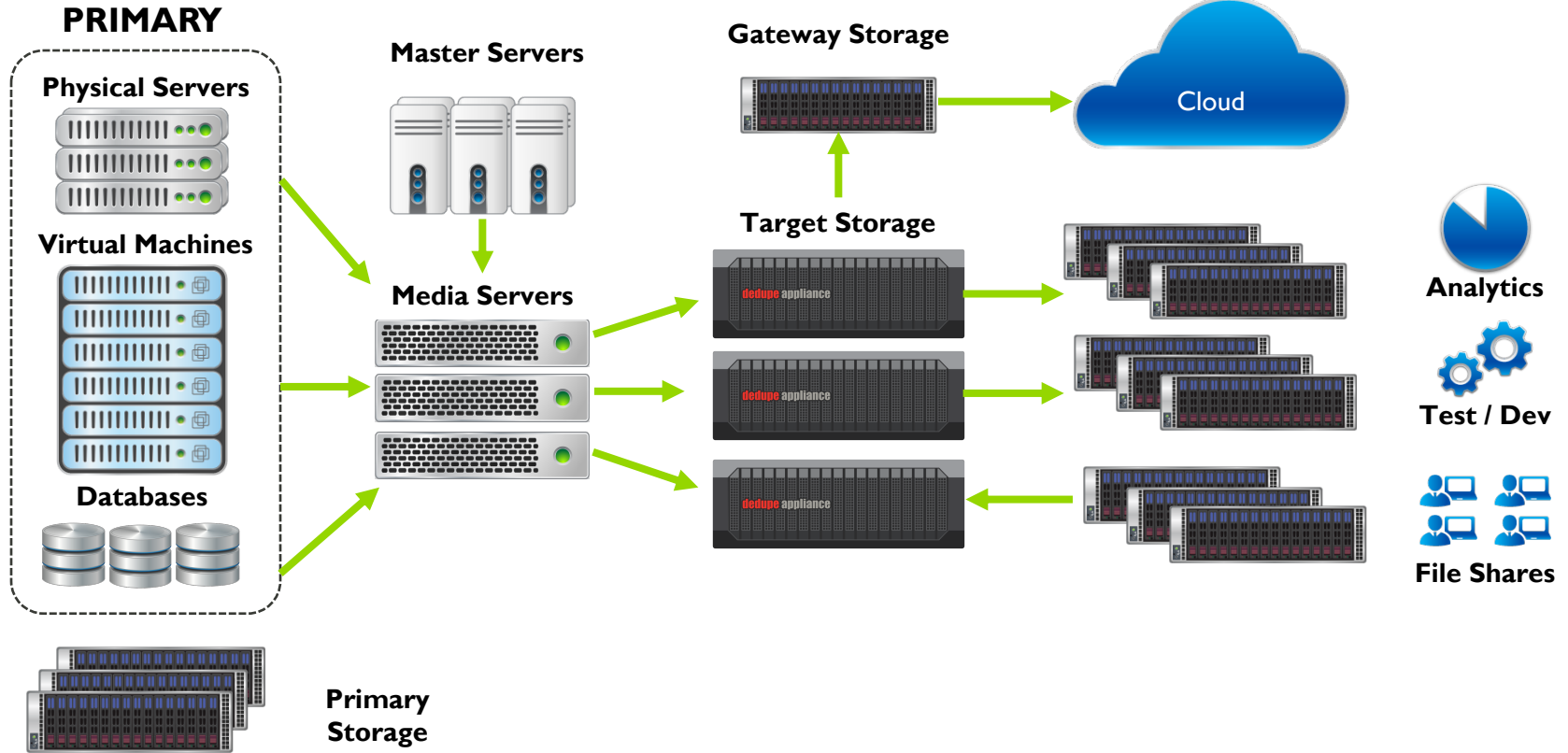
CloudArchive

- Long term retention for backups and tape replacement

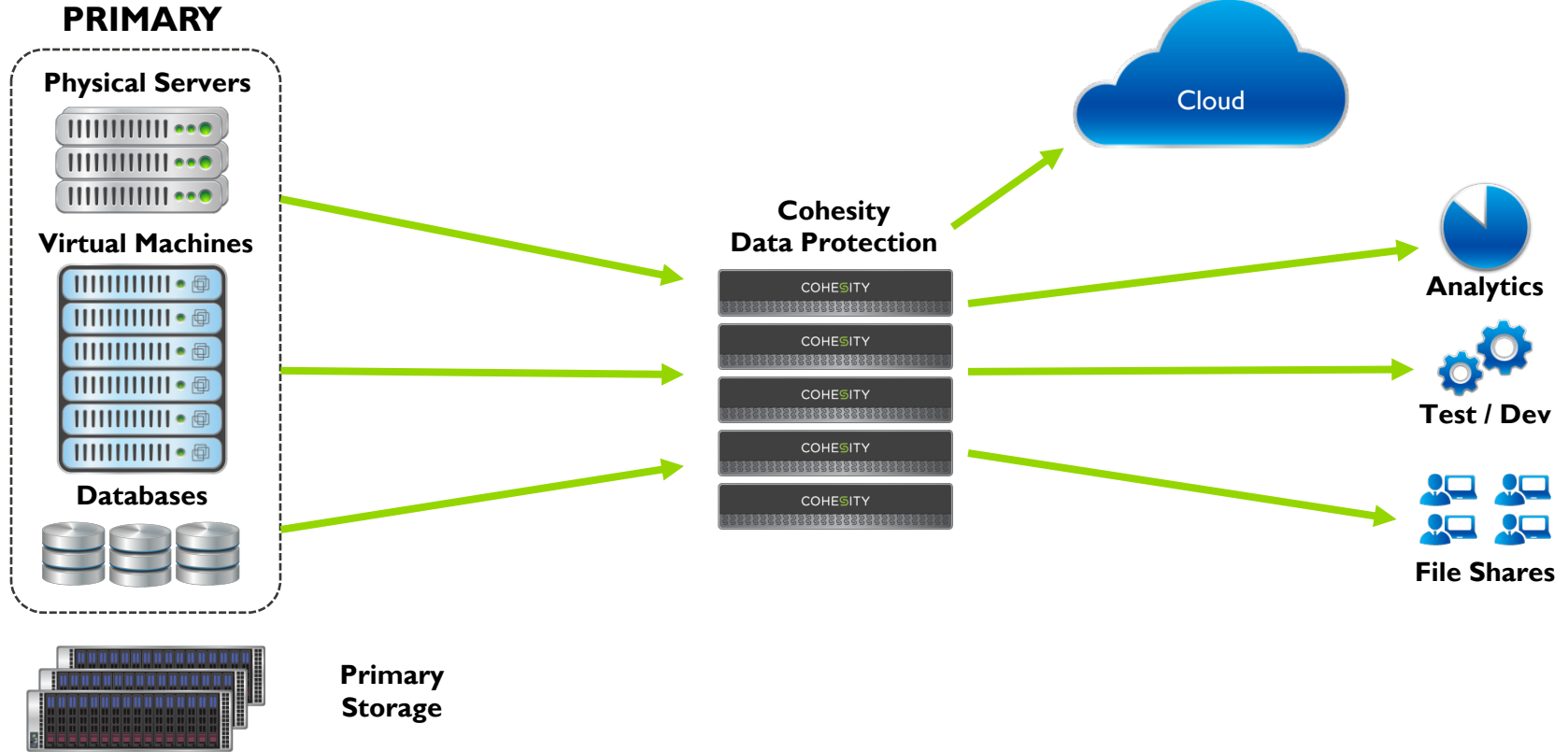
CloudSpin

- Spin up on-premise VM's in cloud for test/dev and DR purposes

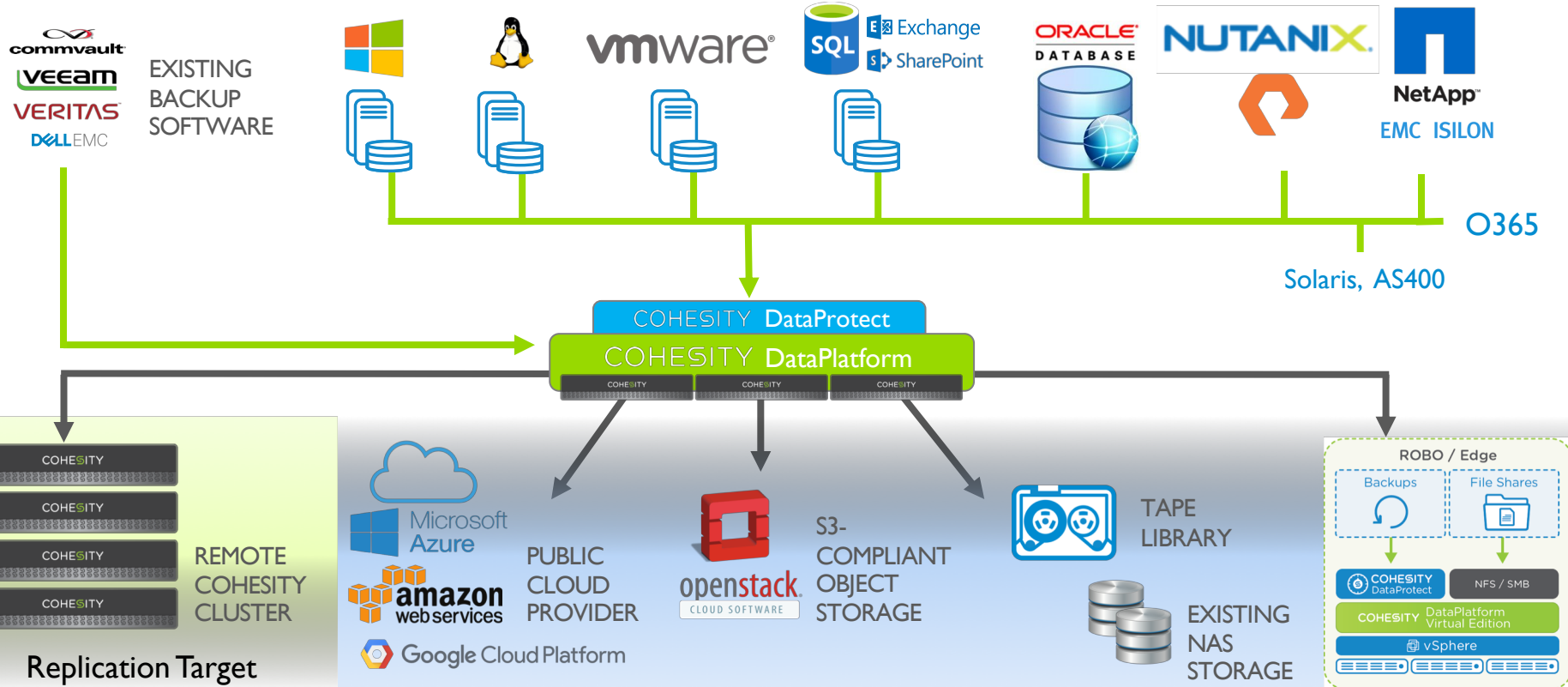
Traditional Secondary Storage



Hyperconverged Secondary Storage

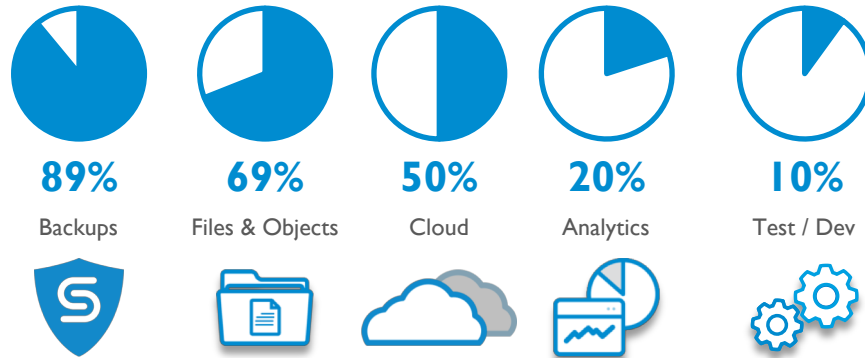


Broad Range of Backup Sources and Targets



Proven Land and Expand Business Model

Customer Mix by Use Case (Last 6 months)



92% of customers use Cohesity for multiple use cases

COHESITY DataPlatform

Simple HTML5 Interface



Infinitely Scalable Platform

DataPlatform



Pay-As-You-Grow:

- Scale incrementally
- Scale at a known cost
- Non-disruptive upgrades



Infinitely Scalable:

- Global namespace
- Data is auto-balanced
- Automated storage



No Forklift Upgrades:

- No data migrations
- No outages
- Lower TCO

Infinitely Scalable Platform

DataPlatform



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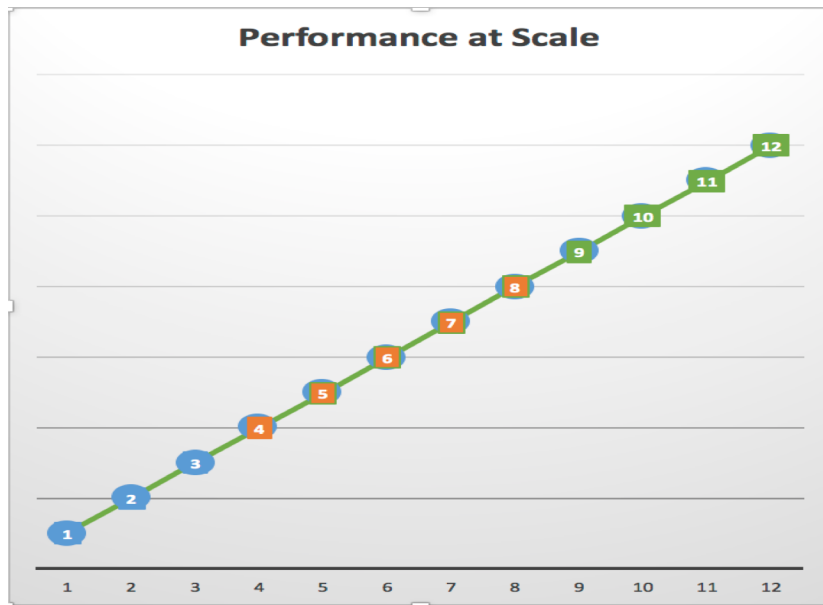


No Forklift Upgrades:

- No data migrations
- No outages
- Lower TCO

Cohesity Performance at scale

Cohesity DataPlatform



Cohesity Certified Cisco UCS Nodes

Model	C220-M5L (24 TB Node)	C220-M5L (36 TB Node)	C240-M5L (48 TB Node)	C240-M5L (120 TB Node)	S3260 (210/420 TB Node)
CPU	2 x Intel Xeon-Silver (2.10 GHz, 8 Core)	2 x Intel Xeon-Silver (2.10 GHz, 8 Core)	2 x Intel Xeon-Gold (2.6 GHz, 16 Core)	2 x Intel Xeon-Gold (2.6 GHz, 16 Core)	2 x Intel Xeon-Gold (2.1 GHz, 22 Core)
Memory	64GB DDR4	128GB DDR4	128GB DDR4	128GB DDR4	256GB DDR4
SSD	1 x 1.6TB NVMe	1 x 1.6TB NVMe	2 x 1.6TB NVMe	2 x 3.2TB NVMe	4 x 3.2TB SAS
HDD	3 x 8TB SAS (24TB Total)	3 x 12TB SAS (36TB Total)	12 x 4TB SAS (48TB Total)	12 x 10TB SAS (120TB Total)	21 x 10TB / 42 x 10TB SAS (210TB / 420TB Total)
Network	2 Ports 10GbE RJ45	2 Ports 10GbE RJ45	4 Ports 1GbE RJ45	4 Ports 1GbE RJ45	4 Ports 1GbE RJ45
	4 Ports 10GbE SFP+ Cisco VIC 1455	4 Ports 10GbE SFP+ Cisco VIC 1455	2/4/6 Ports 10GbE SFP+ Cisco VIC 1457	2/4/6 Ports 10GbE SFP+ Cisco VIC 1457	2 Ports 10/40GbE SFP+/QSFP Cisco VIC 1457

* Scale capacity non-disruptively as needed, starting with as few as three nodes and scaling-out linearly by simply adding individual node(s) to the cluster.
For Cisco UCS S3260 populated with a single node, Cohesity supports 10TB drive with both half- and full-storage configuration options.

Qualified HPE ProLiant and Apollo Nodes

Model	Apollo r2200 (24 TB Node)	Apollo r2200 (36 TB Node)	ProLiant DL380 (48 TB Node)	ProLiant DL380 (96 TB Node)	Apollo 4510 (200/400 TB Node)
CPU	2 x Intel Xeon-Silver (2.0 GHz, 8-core)	2 x Intel Xeon-Silver (2.0 GHz, 8 core)	2 x Intel Xeon-Gold (2.8 GHz, 16 Core)	2 x Intel Xeon-Gold (2.8 GHz, 16 Core)	2 x Intel Xeon-Gold (2.3 GHz, 18 Core)
Memory	64GB DDR4	64GB DDR4	128GB DDR4	128GB DDR4	256GB DDR4
SSD	1 x 1.6TB NVMe	1 x 1.6TB NVMe	2 x 1.6TB NVMe	2 x 3.2TB NVMe	8 x 1.6TB SAS
HDD	3 x 8TB SATA (24TB Total)	3 x 12TB SATA (36TB Total)	12 x 4TB SAS (48TB Total)	12 x 8TB SAS (96TB Total)	25 x 8TB / 50 x 8TB SAS (200TB / 400TB Total)
Network	2 Ports 1GbE RJ45	2 Ports 1GbE RJ45	2 Ports 1GbE RJ45	4 Ports 1GbE RJ45	4 ports 1GbE RJ45
	2 Ports 10 GbE RJ45/SFP+	4 Ports 10 GbE RJ45/SFP+	2/4 Ports 10GbE RJ-45/SFP+	2/4 Ports 10GbE RJ-45/SFP+	2/4 Ports 10GbE RJ-45/SFP+

* Scale capacity non-disruptively as needed, starting with as few as three nodes and scaling-out linearly by simply adding individual node(s) to the cluster.

* For HPE Apollo 4510 populated with a single node, Cohesity supports 8TB drive with both half- and full-storage configuration options.

Cohesity Certified Dell PowerEdge Nodes

Model	R740xd (48 TB Node)	R740xd (96 TB Node)
CPU	2 x Intel Xeon-Gold (2.6 GHz, 16 Core)	2 x Intel Xeon-Gold (2.6 GHz, 16 Core)
Memory	128GB DDR4	128GB DDR4
SSD	2 x 1.6TB NVMe	2 x 3.2TB NVMe
HDD	12 x 4TB SAS (48TB Total)	12 x 8TB SAS (96TB Total)
Network	2 Ports 1GbE RJ45	2 Ports 1GbE RJ45
	4 Ports 10GbE SFP+	4 Ports 10GbE SFP+



* Scale capacity non-disruptively as needed, starting with as few as three nodes and scaling-out linearly by simply adding individual node(s) to the cluster.

Thank You