

# Why Cohesity + SHI?

## Two Dynamic Partners Equals Efficient Data Management

With **SHI's** smooth deployment and fast customer response and **Cohesity's** innovative technologies — now including Data Management as a Service (DMaaS) — **you can efficiently protect, secure and manage your data your way.**

### Next-gen data management with security at the core

SHI and Cohesity work together seamlessly to deliver transformational data management solutions that are AI-powered and cyber resilient.

### In good company

SHI is the largest minority- and woman-owned business enterprise (MWBE) in the U.S. Cohesity has been nationally recognized as a top start-up by LinkedIn, The Tech Tribune and Forbes.

### Your business, your way

With Cohesity's first-of-its-kind DMaaS on AWS, you choose whether to manage your data on-premise, as-a-service or both. SHI is Cohesity's #1 DMaaS reseller, delivering unparalleled expertise.

### Outperforming the top performers

Cohesity outperforms its nearest competitors on key criteria including Webscale Architecture, Simple Converged Management, Non-Disruptive Operations and Instant Mass Restore.\* SHI continues to break revenue records and topped \$11 billion in revenue for 2020.

- 2017: Cohesity begins their partnership with SHI.
- 2018: SHI selects Cohesity as "Emerging Partner of the Year" in March.
- 2019: SHI names Cohesity as a Strategic Partner.
- 2020: SHI promotes Cohesity to Gold Partner based on its stellar performance.

\*Based on Cohesity comparative data.

### Working with giants

With a shared data center focus, Cohesity and SHI are tightly aligned to meet your business needs. Cohesity software is certified on HPE, Cisco, Pure Storage and Dell hardware, as well as Microsoft Azure, AWS and Google Cloud, fostering a community of diverse suppliers and partners who best serve the technology needs of our customers.

Take ransomware protection to the next level with the Cohesity-Cisco SecureX integrated solution.

### Driven by customer success

Cohesity was named a 2021 Gartner Peer Insights Customers' Choice for Data Center Backup and Recovery Solutions — for the fourth time — and SHI, which supports more than 10 million end users, was ranked #12 on CRN's 2021 Solution Provider 500 List.

### Delivering innovative solutions

Through SHI's Customer Innovation Center, you can access:

- Cohesity DataProtect hands-on demos/test drives
- Cohesity Data Management as a Service demos/test drives
- SHI Digital Data Protection Fundamentals workshop
- Storage Array Fundamentals workshop

#### Gartner

Leader, 2021 Gartner Magic Quadrant

#### FORRESTER

A Forrester Wave Leader, 2019

#### CNBC DISRUPTOR/50

2019 CNBC Disrupter 50

#### Forbes

2021 Cloud 100

#### CRN

2021 Solution Provider 500

Power your business with a dynamic partnership. Contact us to learn how **Cohesity + SHI** can help you succeed with next-gen data management.