

COHESITY

Cohesity Impact Analysis Starbucks Unsolicited On-Premises Proposal

September 10, 2020

Disclaimer

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The calculations are provided as a rough approximation of current and future data management product and service cost over time. Estimations are based on customer representations and reasonable assumptions made by both parties. The results presented in this report are hypothetical and may not reflect the actual costs, savings, and cash flows over time. No warranty is made, express or implied, regarding the accuracy or completeness of the output from the Cohesity Impact Calculator. Cohesity and its affiliates are not responsible for the consequences of any decisions or actions taken in reliance upon or as a result of the information provided in this report, related documentations, and any presentation(s). This presentation is Cohesity confidential, for information purposes only, and should not be construed as an offer or contract to purchase products, provide services or actual cost, under any circumstance.

Executive Summary

WHY COHESITY

Most enterprise data is scattered across multiple locations on-premises and in public clouds, trapped in infrastructure silos, and buried in a patchwork of different point products, making it difficult for IT to control. Cohesity eliminates this mass data fragmentation problem with a web-scale, data management platform that radically simplifies the way companies protect, control and extract value from their data. This software-defined platform spans across data centers, at the edge, and in the public cloud bringing google-like simplicity to enterprise data management.

BUSINESS VALUE DRIVERS

Decrease Expenses

- Replace expensive siloed infrastructure with pay-as-you-grow ease
- Advanced data reduction technologies shrink data footprint and dramatically lowers TCO

Improve Operational Efficiency

- Control global operations across the environment with a single UI and one-click policies
- Fast, actionable global search capabilities to quickly locate data and take appropriate actions

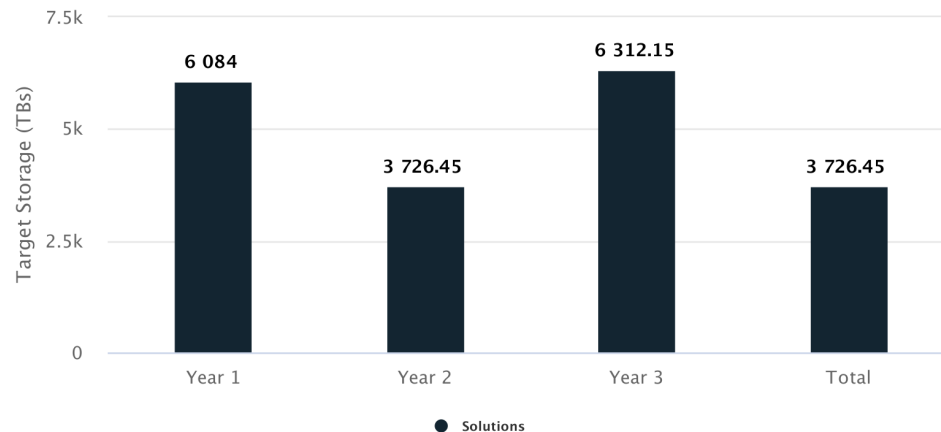
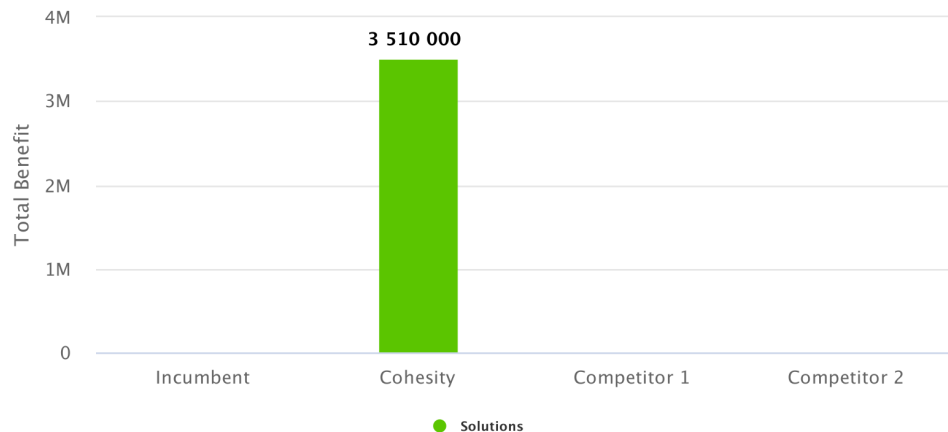
Mitigate Risk

- Ensure business continuity and data compliance
- Rapidly recover from ransomware attacks with instant mass restore and granular search

Data Protection Efficiency

Traditional backup and recovery environments contain a myriad of point products. They require you to deploy and overprovision unnecessary parallel infrastructure that is complex and expensive to operate. In contrast, Cohesity's modern backup and recovery solution:

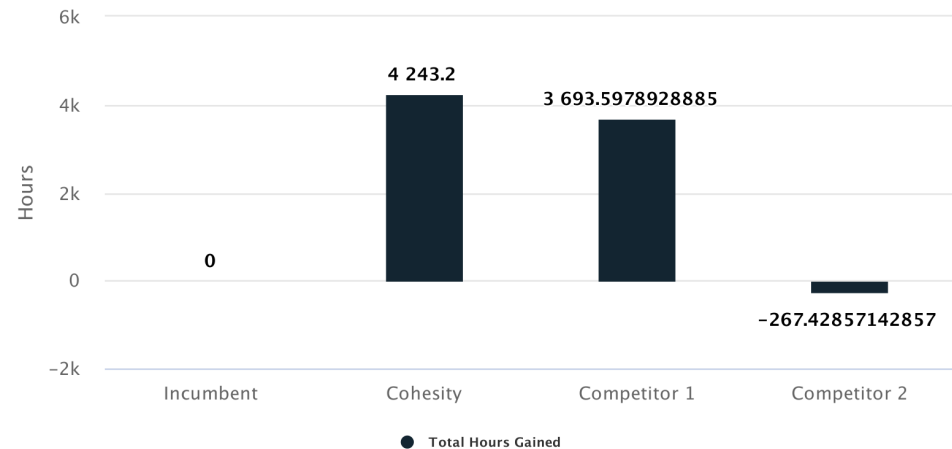
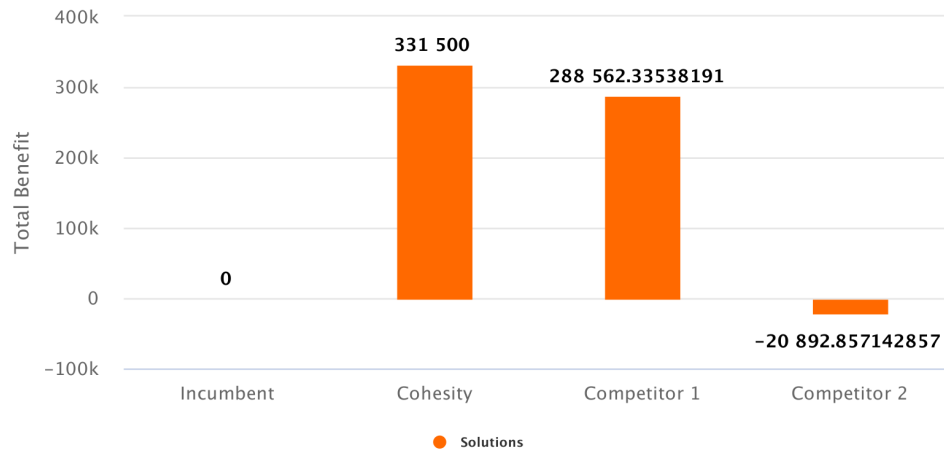
- Reduces unnecessary data copies by deploying advanced techniques such as global, variable-length sliding window dedupe and compression that result in data reduction.
- Features a scale-out architecture with an easy, flexible model that future-proofs your investments and avoids trapping you into overprovisioning expensive proprietary hardware.



Improve Operational Efficiency

Data sprawl across siloed environments has led to mass data fragmentation and frustrated IT staff who must manage many point-products, none of which provide complete data visibility. Cohesity's web-scale solution allows you to:

- Make previously fragmented data easily and securely manageable, searchable and shareable in one logical place.
- Trade forklift upgrades for nondisruptive software updates and expansion to address evolving requirements.
- Cut downtime while enabling flexible, rapid recovery through a distributed architecture, parallel ingest, and fully hydrated snapshots.



Mitigate Risk With Built-In Ransomware Protection

Your organization can defend against increasingly sophisticated ransomware attacks targeting backups. Cohesity's built-in cybersecurity capabilities act as a last line of defense to help organizations:

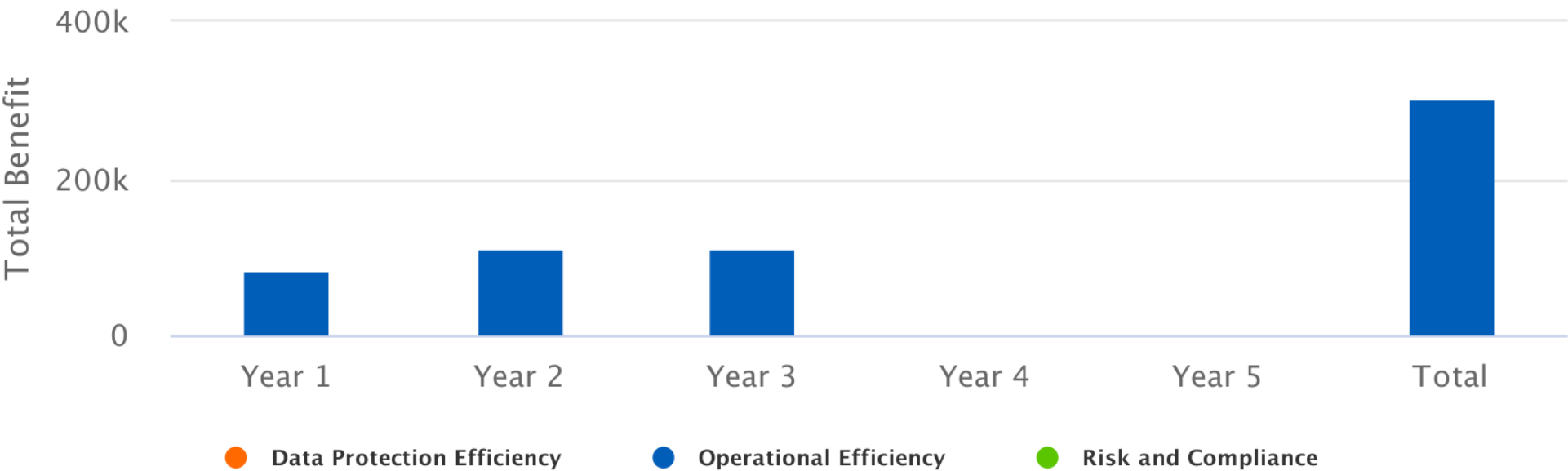
- Protect your backup from becoming a ransomware target through a multi-layered approach, including snapshot immutability, WORM, role-based access control, multi-factor authentication, in-flight and at-rest encryption safeguards
- Proactively look for vulnerabilities in your production environment to help prevent and detect potential ransomware attacks
- Reduce downtime with instant restore at scale



Benefits Summary

The summary below displays the financial advantages that Cohesity delivers back to the business. Cohesity can decrease spend on Data Protection, increase operational productivity, and help mitigate financial risk.

Solution Efficiencies	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Data Protection Efficiency	-\$877,500	-\$1,170,000	-\$1,170,000	\$0	\$0	-\$3,217,500
Operational Efficiency	\$82,875	\$110,500	\$110,500	\$0	\$0	\$303,875
Risk & Compliance Impact Reduction	\$0	\$0	\$0	\$0	\$0	\$0
Total Benefit	-\$794,625	-\$1,059,500	-\$1,059,500	\$0	\$0	-\$2,913,625



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