

NCSA Technology Procurement 2023-2024

Effective March 16, 2023 – March 15, 2024

COHESITY, INC**Data Security and Management: Catalog Offering****8% Discount off MSRP for Main Line Items**

Some solutions are listed below. Please inquire with ProLogic ITS if the hardware or service you seek is not listed.

SKU	Product Name	QTY	Term (Months)	Product Description	Product Family
CX8205-FC-40G-2	CX8205-FC-40G Two (2) Node Block (Hardware Only)	1	N/A	CX8205-FC-40G Two (2) Node Block with 46.08 TB SSD, 512 GB RAM, 4x 16G FC PCIe and 4x 40GbE QSFP+ OCP; Hardware Only	Hardware
CX8305-10G-RJ45-NODE	CX8305-10G-RJ45 Expansion Node (Hardware Only)	1	N/A	CX8305-10G-RJ45 Expansion Node with 46.08 TB SSD, 256 GB RAM, 4x 10GbE RJ45 PCIe; Hardware Only	Hardware
CX8405-25G-10G-SFP-4	CX8405-25G-10G-SFP Four (4) Node Block (Hardware Only)	1	N/A	CX8405-25G-10G-SFP Four (4) Node Block with 368.64 TB SSD, 1024 GB RAM, 8x 25G SFP28 OCP and 16x 10GbE SFP+ PCIe; Hardware Only	Hardware
C5016-25G-2	C5016-25G Two (2) Node Block (Hardware Only)	1	N/A	C5016-25G Two (2) Node Block with 24 TB Secure Erase HDD, 3.2 TB PCI-e Flash, 128 GB RAM, 8x 25GbE SFP28 PCIe, 2x IPMI; Hardware Only	Hardware

For quotes or more information, contact:Paula Sauls, Account Manager – Paula.Sauls@ProLogicITS.comTony Bailey, Government Manager – Tony.Bailey@ProLogicITS.com

NCSA Technology Procurement 2023-2024

Effective March 16, 2023 – March 15, 2024

C5026-25G-10G-RJ45-3	C5026-25G-10G-RJ45 Three (3) Node Block (Hardware Only)	1	N/A	C5026-25G-10G-RJ45 Three (3) Node Block with 72 TB Secure Erase HDD, 4.8 TB PCI-e Flash, 384 GB RAM, 6 x 25GbE SFP28 OCP and 12x 10GbE RJ45 PCIe, 3x IPMI; Hardware Only	Hardware
C5036-25G-10G-SFP-4	C5036-25G-10G-SFP Four (4) Node Block (Hardware Only)	1	N/A	C5036-25G-10G-SFP Four (4) Node Block with 144 TB Secure Erase HDD, 6.4 TB PCI-e Flash, 512 GB RAM, 8 x 25GbE SFP28 OCP and 16x 10GbE SFP+ PCIe, 4x IPMI; Hardware Only	Hardware
C5066-10G-40G-1	C5066-10G-40G One (1) Node Block (Hardware Only)	1	N/A	C5066-10G-40G One (1) Node Block with 54 TB Secure Erase HDD, 3.2 TB PCI-e Flash, 128 GB RAM, 2x 10GbE SFP+ OCP and 2x 40GbE QSFP+ PCIe, 1x IPMI; Hardware Only	Hardware
C6025-FC-40G-1	C6025-FC-40G One (1) Node Block (Hardware Only)	1	N/A	C6025-FC-40G One (1) Node Block with 96 TB Secure Erase HDD, 6.4 TB NVMe SSD, 128 GB RAM, 2x 16G FC PCIe and 2x 40GbE QSFP+ OCP; Hardware Only	Hardware
C6035-10G-RJ45-1	C6035-10G-RJ45 One (1) Node Block (Hardware Only)	1	N/A	C6035-10G-RJ45 One (1) Node Block with 144 TB Secure Erase HDD, 6.4 TB NVMe SSD, 128 GB RAM, 4x 10GbE RJ45 PCIe; Hardware Only	Hardware
C6055-10G-RJ45-1	C6055-10G-RJ45 One (1) Node Block (Hardware Only)	1	N/A	C6055-10G-RJ45 One (1) Node Block with 192 TB Secure Erase HDD, 6.4 TB NVMe SSD, 128 GB RAM, 4x 10GbE RJ45 PCIe; Hardware Only	Hardware
C6055-10G-SFP-1	C6055-10G-SFP One (1) Node Block	1	N/A	C6055-10G-SFP One (1) Node Block with 192 TB Secure Erase HDD, 6.4 TB NVMe SSD, 128 GB RAM, 4x 10GbE SFP+ PCIe; Hardware Only	Hardware

For quotes or more information, contact:

Paula Sauls, Account Manager – Paula.Sauls@ProLogicITS.com

Tony Bailey, Government Manager – Tony.Bailey@ProLogicITS.com

NCSA Technology Procurement 2023-2024

Effective March 16, 2023 – March 15, 2024

	(Hardware Only)				
PXG2-CBL-10G-RJ45-007	Cable, 10G, RJ45, CAT6 Ethernet, 7ft	1	N/A	Cable, 10G, RJ45, CAT6 Ethernet, 7ft	Hardware
PXG2-CBL-25G-SFP28-003	Cable, 25G, SFP28, Twinax, 3m	1	N/A	Cable, 25G, SFP28, Twinax, 3m	Hardware
SUB-AGILEDEVTEST-5YR	Cohesity Agile Dev and Test (1 TB)	1	60	Cohesity Agile Dev and Test allows enterprises to instantly provision – and manage – high-fidelity data to development and test teams. Cohesity's zero-cost clones enable you to accelerate the development of high-quality applications, while tackling the mass data fragmentation challenge. Subscription per TB of DataProtect backend storage.	Subscription
SVC-ARCHIVE	Cohesity Archive Service Subscription (1TB)	1	12	Cohesity Archive Service Subscription (1TB). S3 target for cold data storage. Subscription per TB of usable storage capacity.	Subscription

- Some items are invoiced by term.
- See options for Cloud Services and Pay Per Use subscriptions.
- See options for Installation Services.

Key Notes:

- Freight & Sales Tax are not included in pricing
- MSRP prices are subject to change

For quotes or more information, contact:Paula Sauls, Account Manager – Paula.Sauls@ProLogicITS.comTony Bailey, Government Manager – Tony.Bailey@ProLogicITS.com

NCSA Technology Procurement 2023-2024

Effective March 16, 2023 – March 15, 2024

For quotes or more information, contact:

Paula Sauls, Account Manager – Paula.Sauls@ProLogicITS.com

Tony Bailey, Government Manager – Tony.Bailey@ProLogicITS.com

Buyer's Guide

7 Attributes to Instant Recovery

Cohesity vs. Veritas



Today's Data Recovery Mandate

Perceptions about what constitutes a disaster changed dramatically in 2020. Suddenly and swiftly, business and IT leaders were forced to examine both business continuity and disaster recovery (BCDR) strategies as employees were mandated to shelter at home, assumptions around perimeter security models were flipped on their head, and ransomware threats exploded.

Any number of events can trigger data loss:

- Accidental data deletion through human error
- Data corruption
- Malicious data activities by cybercriminals (e.g., ransomware)

Yet, simply having an existing backup solution in place does not guarantee your organization can recover from such events. Your backup data must be easily and rapidly accessible, in the proper format, and uncompromised. That's why you need a modern solution that delivers predictable recovery at scale.

In production, legacy backup and recovery products—such as Veritas NetBackup—fail to provide peace of mind to executives that their organizations have the right capabilities to backup critical resources and, most importantly, instantly and predictably recover data at scale when needed. In contrast, modern data management solutions such as Cohesity include critical recovery at scale capabilities that make achieving business SLAs predictable.



A different business will fall victim to ransomware every 11 seconds this year, costing \$20 billion in global damages.

- Cybersecurity Ventures: Oct. 21, 2019

Instant & Predictable Recovery: 7 Cohesity Attributes

Business resiliency depends on your IT organization's ability to continue without interruption, which includes recovering lost or compromised data in a consistent, thorough, and predictable way. Predictable recovery bolsters confidence in your IT infrastructure and staff.

Unlike Veritas NetBackup and other traditional backup products, the modern Cohesity multicloud data platform has seven (7) built-in attributes powering instant and predictable recovery:

1. Meet predefined backup SLAs
2. Global actionable search
3. Snapshot health assurance
4. Data and application consistency
5. Recovery at scale
6. Restore to any point in time
7. Recovery anywhere

With all of these capabilities in one solution, Cohesity provides peace of mind that your data can be instantly and predictably recovered—when, where, and as needed without compromise.



Predictable recovery is the ability to recover your data confidently, when you need it and where you need it, without any compromises.

1. Meet Predefined Backup SLAs

Predictable recovery starts with a successful backup. If you are getting anything less than 100% backup success rates, how can you ensure instant recovery to meet your business service-level agreements (SLAs) predictably? The truth is, you can't.

Failed backup jobs and long backup windows that frequently bleed into impacting production performance will invariably force you to compromise and forgo protecting some mission-critical data. Data that is not protected cannot be recovered.

Cohesity enables you to consistently meet your predefined backup SLAs, which is the first thing your organization needs to achieve predictable recovery. Customers such as Schneider Electric told us they switched from Veritas NetBackup to Cohesity because a full backup on Veritas NetBackup took more than 40 hours—and they wanted to avoid the soaring cost of tape backup storage and maintenance. And AutoNation chose Cohesity after experiencing a host of issues, including up to 6,000 backup failures per month, requiring a dedicated employee taking over 70% of his time to address this continuous operational challenge.



“Cohesity has enabled us to shed the weight and challenges of our legacy backup environment.”

- Gary Jackson, Global IT Leader, Energy & Sustainability Services, Schneider Electric

2. Global Actionable Search

In order to predictably recover, IT team must be able to quickly locate the data that they need—wherever it's stored. Yet exponential data growth across data sources and geographical locations, combined with legacy siloed backup architecture, has continued to make the basic task of locating relevant data more challenging.

Cohesity enables IT staff to predictably meet recovery SLAs by providing an easy to use global actionable search to find any virtual machine (VM), file or object across all data sources and locations—using a single user interface (UI). In contrast, Veritas NetBackup requires users to know what VMs and files or objects are named and/or where they are stored for IT staff to initiate recovery. That takes valuable time when you have hundreds, even thousands, of siloed systems in your environment.

“We have seen tremendous transformation across all of our business since implementing Cohesity. Here at Air Bud Entertainment, not having a next-gen data management solution was costing us time and money, and even sometimes affecting our film production schedules. The Cohesity solution was key to our bottom line.”

- Tyson Clark, Technical Director, Air Bud Entertainment



3. Snapshot Health Assurance

If your team cannot quickly and automatically determine the recoverability and health status of your backup snapshot today, your backup technology is failing your organization.

Doing the manual backup verification to determine snapshot health is neither scalable nor conclusive. And manual processes required by Veritas NetBackup are error-prone and provide little visibility. They also can delay recovery time as IT staff works to identify the best backup copy.

With your legacy Veritas technology, you could accidentally make a bad situation even worse—recovering from an already compromised snapshot, which can accidentally lead to reintroducing previously known cyber threat and vulnerabilities into your production environment.

In contrast, Cohesity provides backup verification and snapshot health assurance with automated, policy-based visibility into your snapshot's health within the recovery workflow. This provides peace of mind that your recovery is more predictable and efficient.



4. Data and Application Consistency

You should be confident that your backup data and applications are indeed written and stored across the cluster in a consistent state. Inconsistent data backups from your existing tools like Veritas NetBackup can lead to a 'data not found error' when recovery is attempted—or a worst-case permanent data loss scenario that your business can't afford.

A scale-out backup and recovery solution, the Cohesity platform features **strict consistency**. Because of it, Cohesity always ensures that your data is first protected across the cluster *before* acknowledging the write back to the application. Think of it like an ATM transaction—Cohesity makes sure the transaction processes before it closes.



5. Recovery at Scale

Your enterprise must operate at the velocity and scale of business, but trying to recover at speed and scale without proper tools can cripple teams and business goal achievement. The business demands a no-compromise approach to recovery duration yet that is exactly what happens when IT teams are forced by legacy tools to recover just two or three VMs, objects or files at a time. So instead of business driving the SLAs, IT technologies extending recovery durations are driving your SLAs.

To predictably achieve recovery SLAs, Cohesity enables your business to recover any number of VMs, files, and objects instantly. In contrast to legacy Veritas NetBackup, the Cohesity multicloud data management solution doesn't wait to hydrate backup copies for recovery. Instead, it maintains an unlimited number of fully-hydrated backup snapshots that can be instantly mounted, making your data readily available (via direct mount) when you need it, while restoring data to production locations in the background. Additionally, Cohesity's distributed architecture and [MegaFile](#) capabilities intelligently chunks any data larger than 256GB and stream it across the entire Cohesity cluster for rapid restore.



“Cohesity made a big difference for the IT team and has enabled us to refocus on improving the user experience of our people. We can now perform a file restore in seconds where it previously could have taken hours or even days”

- Hugo Evans, IT Platform and Security Manager, Sparke Helmore

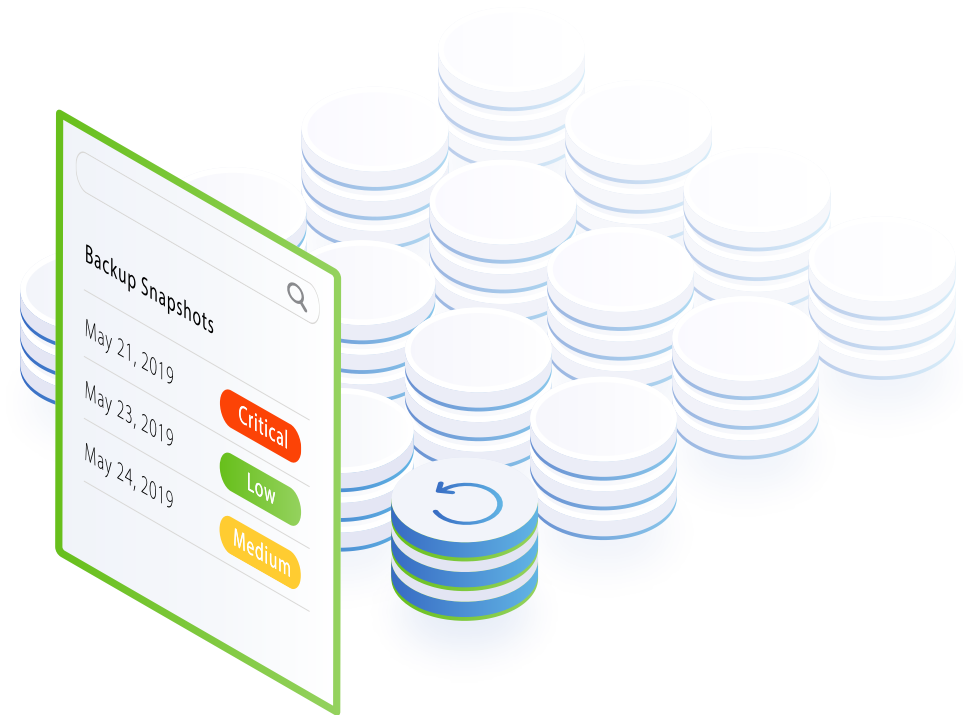
6. Restore to Any Point in Time

It may seem logical to always look to restore from your latest backup, however, this may not always be a best practice. This is especially true after a ransomware attack when you might need to recover from an older, cleaner copy that was written prior to the attack.

No matter your situation or business need, Cohesity gives you the flexibility to restore to any previous point in time. Rapid recovery point objectives (RPOs) powered by Cohesity provide the needed flexibility for you to choose which recovery point might best be suited for your organization to recover predictably. In case of a ransomware attack on your IT production environment, Cohesity provides a machine-driven recommendation of a clean point in time.

Nearly two-thirds of senior executives surveyed confirmed to have business continuity plans in place before the pandemic but less than half reported that their plans were adequate to ensure they could predictably recover from disasters.

- MIT Technology Review Insights Study



7. Recovery Anywhere

Because every lost data event is different, your recovery options should be flexible, too. While legacy backup tools such as Veritas NetBackup limit recovery to the original location, Cohesity backup provides a broader set of recovery options.

In today's global environment, data and applications live in multiple locations. To predictably meet recovery SLAs, you require a solution like Cohesity that has built in the flexibility to recover data and applications anywhere: on-premises or in the public cloud—and to do so without compromise. This gives IT and users confidence that their data and applications aren't and won't be confined to a single location; that data can be moved whenever to wherever it's needed to meet business SLAs.



“In contrast to legacy products, Kyriba can use Cohesity to restore an entire cluster in a region of AWS or Azure, as well as another virtual machine (VM) or physical data center without an issue”

- Matthew Darte, Director of Devops and Infrastructure, Kyriba

Instant and Predictable Recovery Audit Checklist

2020 was a wake-up call for business and IT leaders to reexamine BCDR strategies. Use this checklist to conduct an audit of your current backup solution.

Attribute	Benefit	Capability of existing solution? (Yes No)
1. Meet predefined backup SLAs	Ensure all mission-critical data is protected. No backup windows bleed into production time. No backup failures.	Yes No
2. Global actionable search	Search for any VM, file or object across workloads and locations from within the recovery workflow.	Yes No
3. Snapshot health assurance	Automatically assess snapshot health and recovery status. Discover known and published vulnerabilities and cyber threats in a consistent way without disrupting backup or recovery workflows. Automatically alert when anomalies are found and identify the impacted machines for quick restore.	Yes No
4. Data and application consistency	Support strict consistency to ensure data is first protected before being written back.	Yes No
5. Recovery at scale	Restore any number of VMs, files or objects within a few minutes.	Yes No
6. Restore to any point in time	Flexibly perform recovery to any point in time.	Yes No
7. Recovery anywhere	Flexibly recover to any target—original or alternate.	Yes No

Is your organization on the right path to predictably meet your recovery SLAs with your legacy environment or would you be better positioned for instant, predictable recovery with Cohesity?

Learn more at cohesity.com.