# IA e Cyber Resiliency
# La nuova frontiera della Data Protection

Antonio Antonucci | Distinguished Sales Engineer, Cohesity

COHESITY | Red Hat

# Important Information:  Forward Looking Statements

IMPORTANT -- We're sharing the information on this roadmap to outline Cohesity's future product plans as they exist today. Cohesity continually seeks feedback from customers and partners and other stakeholders and we periodically update our plans.We do this to ensure we are always listening to your feedback and adjusting our plans based on overall stakeholder feedback.
As such, this roadmap is provided for INFORMATIONAL PURPOSES ONLY, is general in nature, and not intended to (and may not) be relied upon or construed as a binding commitment regarding any specific feature or date. Cohesity makes no guarantees regarding the accuracy of this information. Any features or enhancements described herein will be made available on an "if and when" available basis.
The development, release and timing of any products, features or functionality shall be made in Cohesity's sole discretion, and is subject to change. As a result, you are advised not to rely on this information to make planning/purchasing decisions.

# Cyberattacks continue to be the #1 threat to businesses globally

**Ransomware gangs continue to innovate**

- US$1B+ in payments annually
- AI-powered attacks
- 38% of attacks targeted vulnerabilities

**Data is proliferating, increasing the risk of leakage**

- 200 zettabytes of world's data to protect
- 46% of breaches involve customer personal data
- 2.9B records with highly sensitive personal data of up to 170M people in the US, UK, and Canada
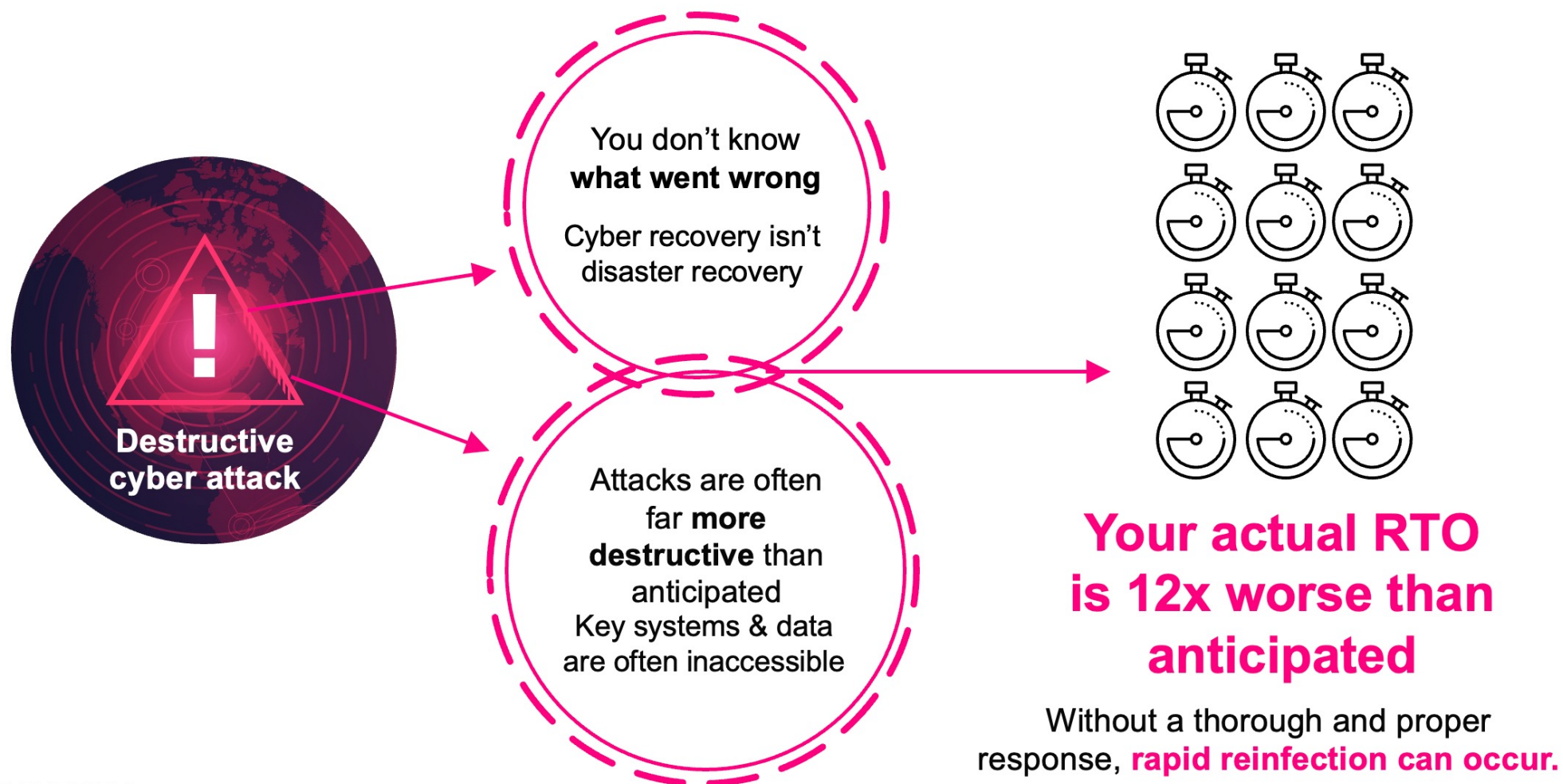
⚠️ **$540,00** lost for **each hour** of downtime

# Why cyber resilience remains challenging



**Destructive cyber attack**

You don't know **what went wrong**

Cyber recovery isn't disaster recovery

Attacks are often far **more destructive** than anticipated
Key systems & data are often inaccessible

**Your actual RTO is 12x worse than anticipated**

Without a thorough and proper response, **rapid reinfection can occur.**

# Hybrid and Multi-Cloud increase the Complexity

## Multi-Silo Cloud Environment

### Cloud Service Providers

- Different interfaces
- Different operating procedures
- None Compatible

## On-Prem Silo(s)

### On-Prem Data Protection

- On-prem infrastructure
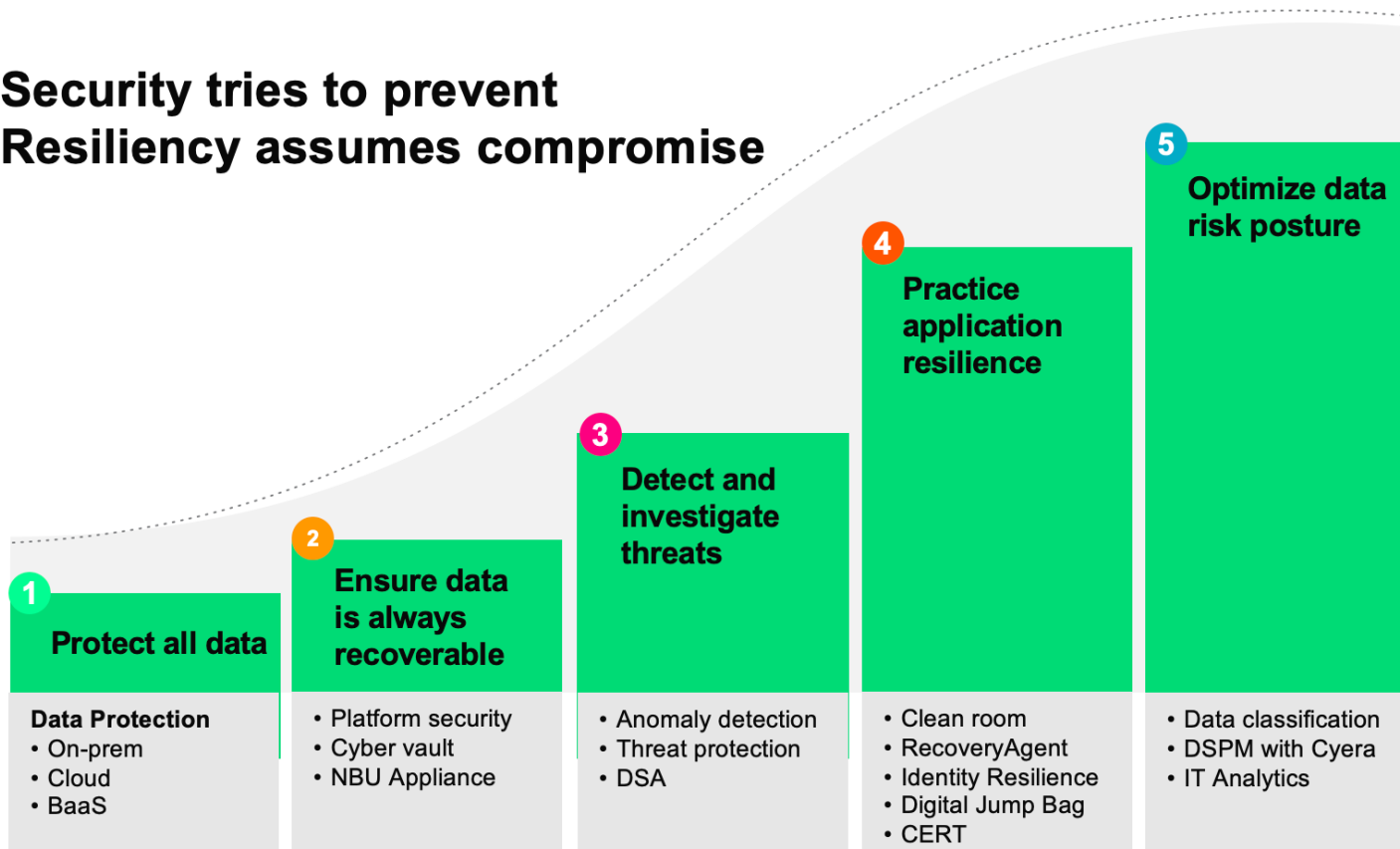- Enable cloud-like scale and automation
- Management complexity

Need to manage multiple requirements on architecture, strategy and operations
**Leads to Silo Sprawl**

# From Security to Cyber Resiliency

**The goal**: minimise impact, restore trust, and keep business running

**Security tries to prevent**
**Resiliency assumes compromise**

**1** Protect all data

**Data Protection**
• On-prem
• Cloud
• BaaS

**2** Ensure data is always recoverable

• Platform security
• Cyber vault
• NBU Appliance

**3** Detect and investigate threats

• Anomaly detection
• Threat protection
• DSA

**4** Practice application resilience

• Clean room
• RecoveryAgent
• Identity Resilience
• Digital Jump Bag
• CERT

**5** Optimize data risk posture

• Data classification
• DSPM with Cyera
• IT Analytics

The foundation of cyber resilience begins with protecting and securing all your data, wherever it lives.

**Google**       **NUTANIX.**       **COHESITY**

**2003** — Creation of the first distributed file system at Google

**2009** — Mohit co-founded Nutanix and introduced the concept of distributed file system to enterprises on a hyperconverged platform

**2013** — Mohit brings the concept of distributed file system to secondary data to modernise cyber resilience

## Top Tier Investors

DFJ     Google ventures     SEQUOIA     SoftBank

amazon     CISCO     Hewlett Packard Enterprise     IBM     NVIDIA.

**COHESITY** + **VERITAS**

**8 Feb 2024**

Cohesity and Veritas' Data Protection Business to Combine
Forming a New Leader in AI-Powered Data Security and Management

https://www.cohesity.com/newsroom/press/cohesity-and-veritas-data-protection-business-to-combine-forming-a-new-leader-in-ai-powered-data-security-and-management/

**10 Dec 2024**

Cohesity Becomes World's Largest Data Protection Software Provider after
Completing Combination with Veritas' Enterprise Data Protection Business

https://www.cohesity.com/newsroom/press/cohesity-becomes-worlds-largest-data-protection-provider-after-completing-combination-with-veritas-enterprise-data-protection-business/

COHESITY | Red Hat

https://www.cohesity.com/solutions/red-hat/
https://catalog.redhat.com/en/partners/detail/cohesity
https://www.youtube.com/watch?v=54fiYRT-ib0

## Our Partnership Means a Win for Cyber Resilience

- Cohesity and Red Hat are bringing great Innovation to our joint customers

- Red Hat approach allows customers to run and manage both virtualization and containers efficiently and securely in a single operating environment

- Cohesity ability to span across data + Red Hat ability to span across operating environment and runtime, brings that value really clearly to customers

**Sanjay Poonen**
CEO & President
Cohesity

**Matt Hicks**
CEO & President
Red Hat

# Cohesity Appliances

https://www.redhat.com/en/about/press-releases/cohesity-and-red-hat-enter-strategic-collaboration-embed-red-hat-enterprise-linux-cohesity-data-cloud

Scale Infinitely

Scale Infinitely

**DataPlatform for Edge**
1 Node
Up to 16TB
(capacity per node)

**Physical**

Hewlett Packard Enterprise

CISCO

DELL

**DataPlatform for Edge**
1 Node
Up to 16TB
(capacity per node)

**VE ROBO**

VM

**DataPlatform Virtual Edition**
3-24 Nodes*
Up to 16TB
(capacity per node)

**VE Clustered**

VM

vmware

Microsoft Hyper-v

NUTANIX

vmware

KVM

**COHESITY DataPlatform**
3+ Nodes
Heterogeneous Clusters
Hyperconverged | Rack Servers
Incremental Range of CPU, Memory, Storage

**All Flash Nodes**

All Flash Tier

**Hybrid Nodes**

Balanced Flash-to-HDD Ratio

**Archive Nodes**

Lower Flash-to-HDD Ratio

Hewlett Packard Enterprise

CISCO

COHESITY

DELL

FUJITSU

SUPERMICRO

intel

Lenovo

**DataPlatform for Cloud**
3+ Nodes
Small, Medium, Large, X-Large
(capacities per node)

**Cloud Edition**

aws

Azure

https://www.cohesity.com/products/certified-platforms/

*It is possible to scale beyond 24 nodes with support assistance

# NetBackup Appliances

## Flex 5260

- Small footprint
- ROBO
- Scale from 9TiB to 429TiB

## Flex 5360

- Mass & speedy recovery in parallel
- Multi-domain/Multi-Tenant & Highly available
- Datacenter consolidation
- Scale from 120TiB to 1920TiB

## Access

- On-prem long term retention
- Store more, longer, cheaper
- Scale from 255TiB to 2545TiB

Immutable Storage

Optimized Performance

Cyber Resiliency

Simplified Management

Proactive Support

COHESITY

# Zero Trust

Protect from unauthorized access
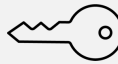
Protect from data breaches and leakage

Prevent from unauthorized access and time-based attacks

Protect from Unilateral actions from users

Protect from Data theft and APT attacks

Detect any misconfigurations, errors

| | USER ACCOUNTS | | | | AUTHENTICATION SOURCES | |
|---|---|---|---|---|---|---|
| **MFA** | Local Users | Support User | SSO Users | AD User | TOTP-based App | Email |
| **Granular RBAC** | Custom Roles | | System-defined Roles | | Operations Privileges | |
| **Secure Access** | Allow/Deny-IP/Ports | Cluster UI & CLI Session mgmt. | Secure Protocols-SMB/NFS | | PKI Management | Secure APIs |
| **Quorum** | Quorum Requestor | | Quorum Operations, Template/Lists | | Quorum Group | |
| **No Service Backdoor** | No Direct Access | | IPMI Split Key | Secure Shell | | Shared Access Token |
| **Continuous Monitoring** | Posture Advisor | | Audit Logs | | Syslog Server | |

# Kubernetes Support

## Leading the Industry

- Automated deployment with Helm
- Application consistent backups
- Portability across distributions
- Cross-platform restores including Instant and Granular Recovery
- Dedicated backup network support
- Optimized footprint with deduplication from cluster to target storage
- Elastic data movement for optimized performance
- RBAC enabled for self-service
- Incremental and Accelerator backups
- OpenShift/Kubevirt virtualization

Granular recoverability

Single interface

Any workload

On-premises to cloud K8s backup

PLATFORM INDEPENDENCE

Centralized Management

Protection at scale

DISTRIBUTION MOBILITY

Disaster recovery

Private cloud

Hybrid cloud

aws

Public cloud
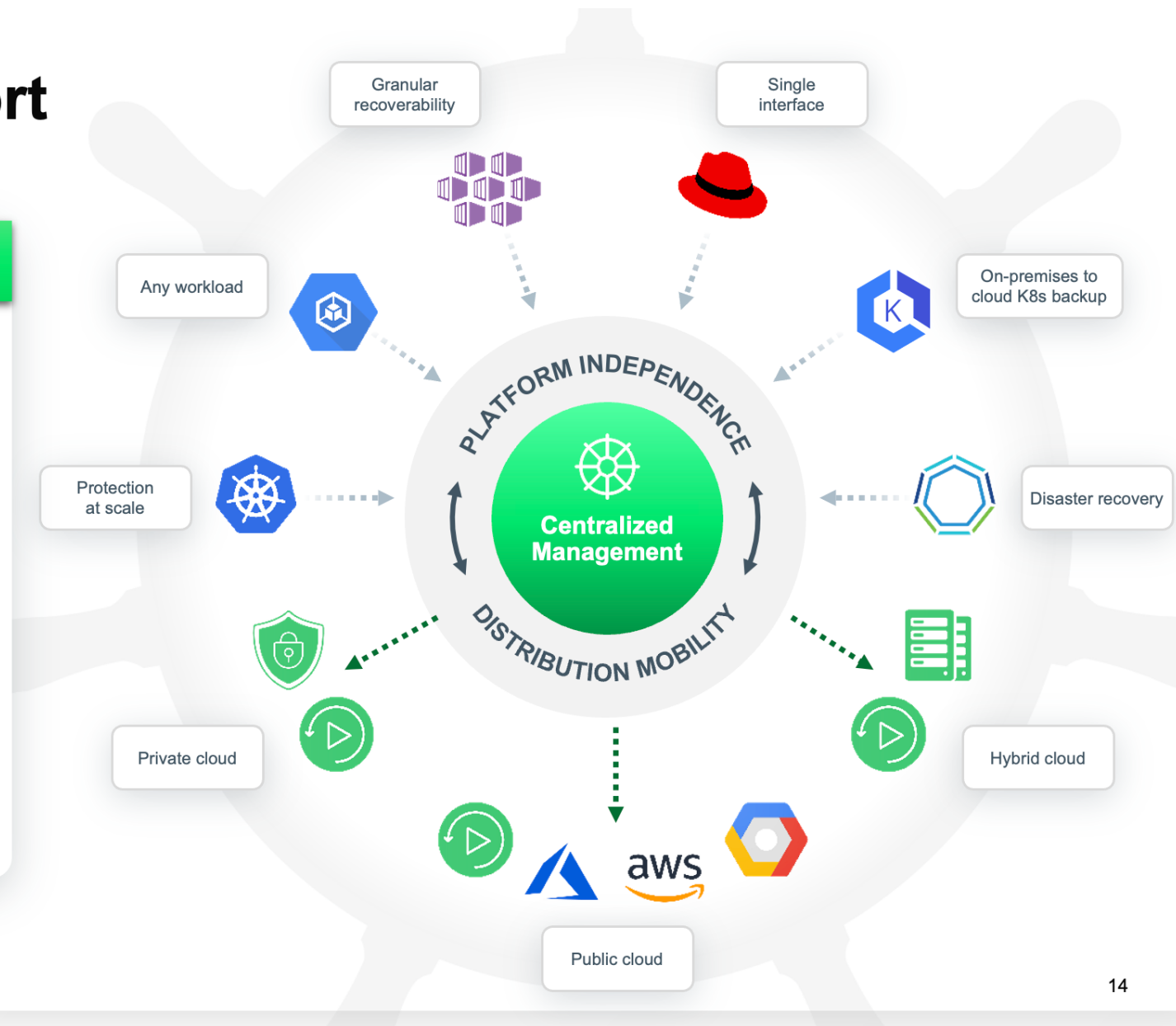
# DirectIO: The new NetBackup-SpanFS integration

**Backup Host**

Client Workload → SpanFS Client Dedupe **(1)**

SpanFS Client Dedupe → DirectIO Plug-in **(2)** → SpanFS **(3)** → NetBackup Image View

Red Hat is the 1st supported platform
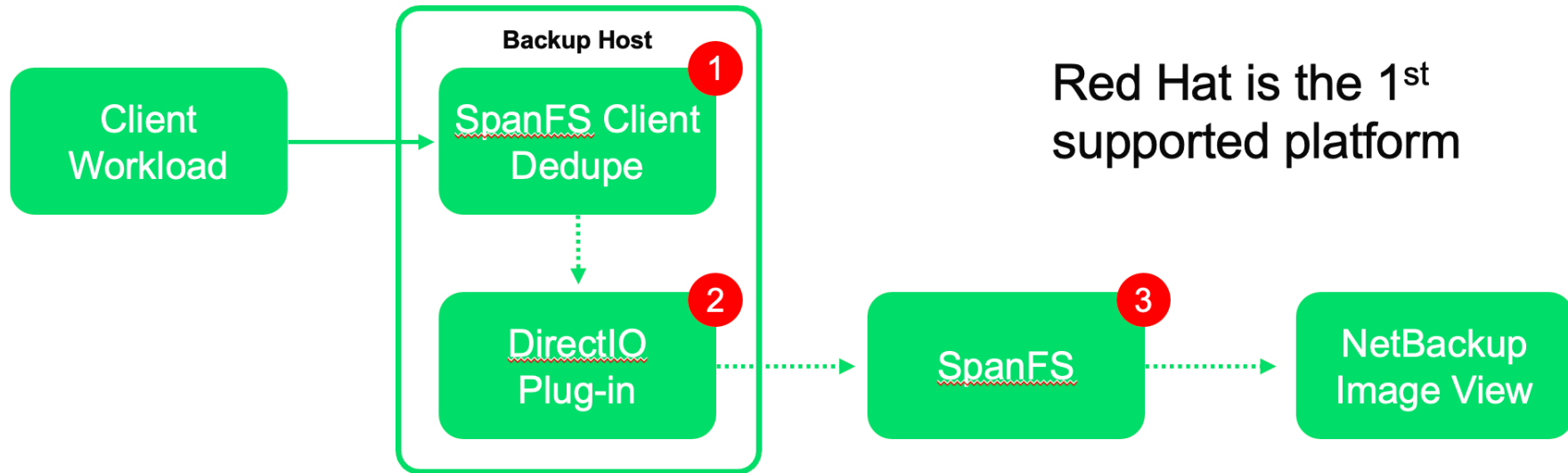
**1. SpanFS client deduplication**
- Perform deduplication for Linux, Windows, and NAS workloads.
- DirectIO deduplication works directly from the original host to optimize the payload at the source, reducing bandwidth requirements.

**2. DirectIO**
• Today, NetBackup's capabilities include optimized deduplication, optimized synthetic protection, auto image replication, immutability, and inline indexing for granular recovery.
• DirectIO will build on the features above with SmartFiles views of backup image content for secondary processing (read-only) from the stored backup data. This approach will make features like instant access for Vmware workloads and universal shares (for dump and sweep operations) highly scalable and immediately available at backup time.

**3. SpanFS**
• The SpanFS file system is integral for performing additional operations on backup data without changing its native format. NetBackup will "see" data stored in SpanFS as backup sets (backed up images), and DataProtect will "see" NetBackup data images as stored in SmartFiles, allowing both applications to access protected data. In this future state, data can be accessed in either NetBackup or DataProtect formats even though only a single optimized image of that data has been stored.

# Cohesity + Red Hat: Better Together

Cohesity Data Cloud runs on Red Hat Enterprise Linux

Seamless protection for OpenShift workloads (VMs & containers)

Unified policy-based management across hybrid environments

Integrated security aligned with Red Hat's zero-trust principles
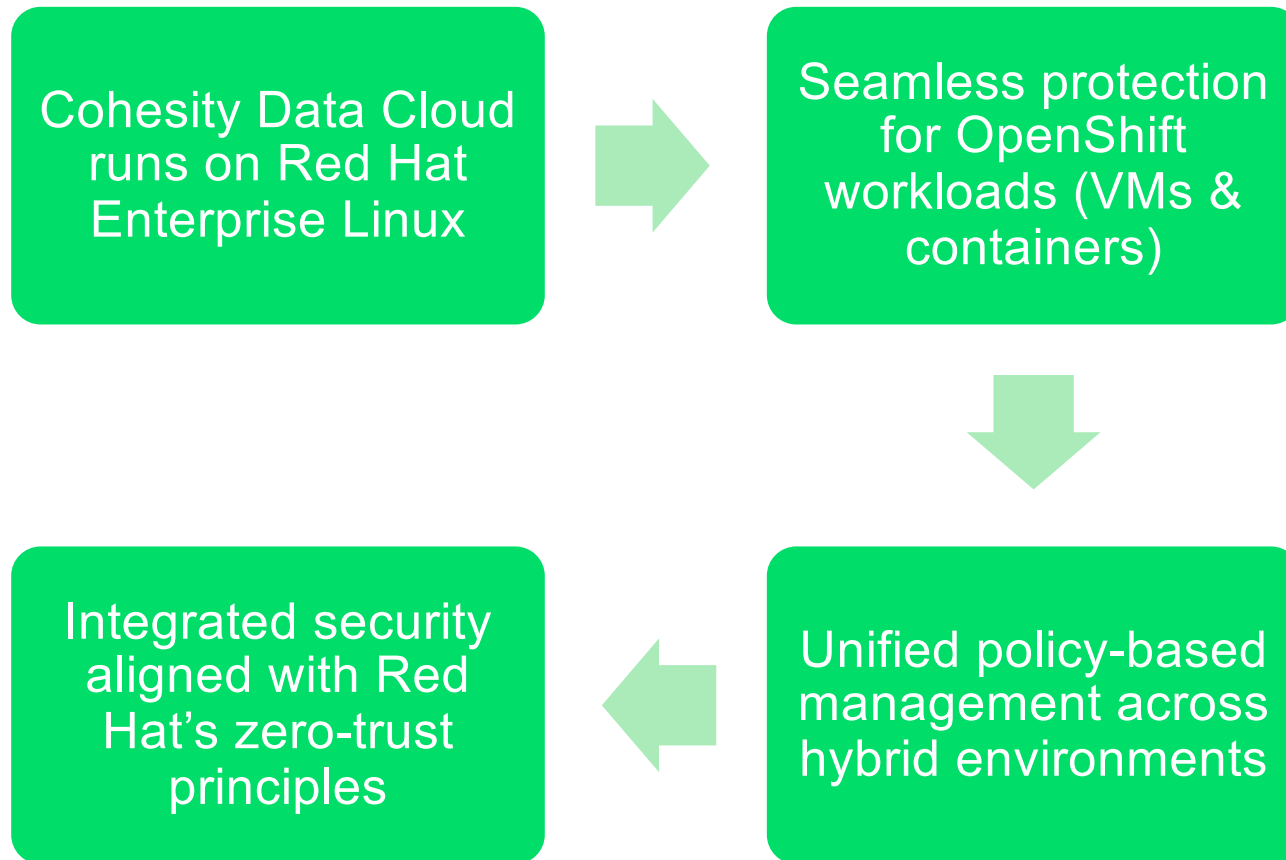
# The Role of AI in Cyber Resiliency

Detect anomalies and ransomware activity in real time

Prioritize critical workloads for restore

Predict backup health and optimize resource usage

Turn data intelligence into proactive defense

# Cohesity Gaia

Cohesity is the ONLY company in the data protection that NVIDIA has invested in



GenAI

RAG

LLM

Insights

Customer

Cohesity Gaia

Cohesity Data Cloud

*Customer Data (Backups)*

Microsoft 365

NAS    ISILON    NetApp

Physical
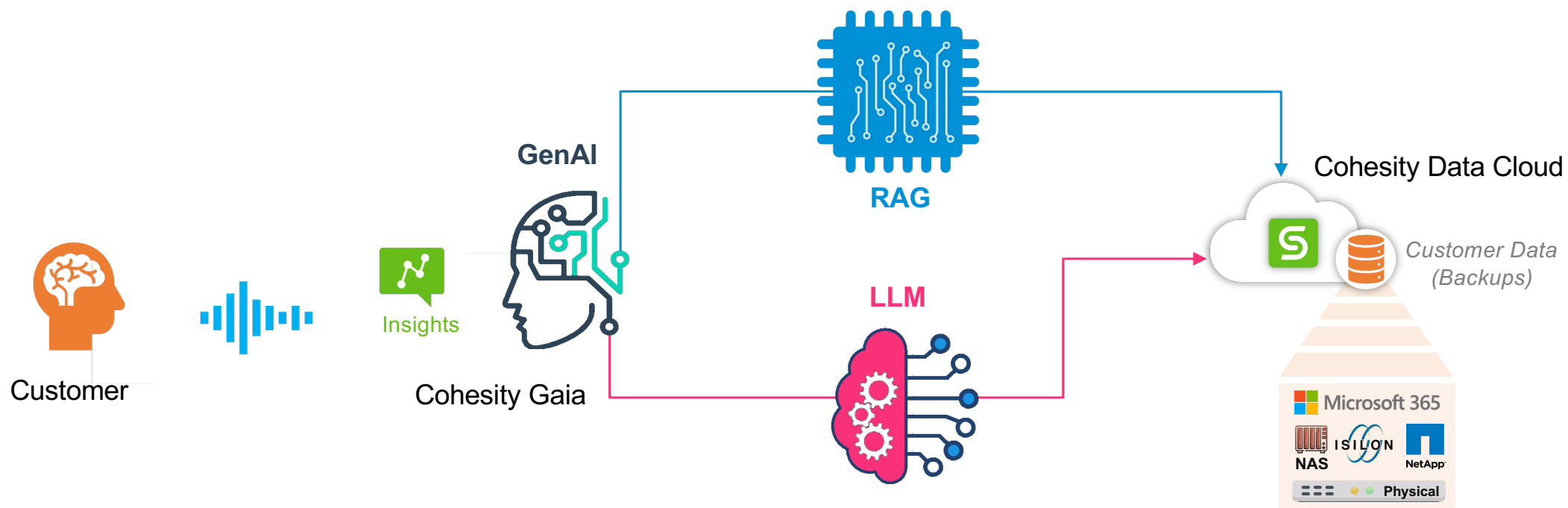
Cohesity Gaia is an AI conversational assistant that uses Generative AI along with Retrieval Augmented Generation (RAG) AI and Large Language Models (LLMs) on customer's backup data within Cohesity to unlock data insights

# Key Benefits of the Partnership

```
┌─────────────────────┐      ┌─────────────────────┐      ┌─────────────────────┐
│ Unified protection  │  →   │ Faster detection    │  →   │ Reduced RTO/RPO     │
│ for containers, VMs,│      │ and recovery with AI│      │ and business        │
│ and cloud workloads │      │ automation          │      │ disruption          │
└─────────────────────┘      └─────────────────────┘      └─────────────────────┘
                                                                     ↓
┌─────────────────────┐      ┌─────────────────────┐
│ Strengthened        │  ←   │ Hybrid cloud        │
│ security posture    │      │ freedom without     │
│ with immutable,     │      │ vendor lock-in      │
│ zero-trust,         │      │                     │
│ compliance backups  │      │                     │
└─────────────────────┘      └─────────────────────┘
```

**COHESITY**
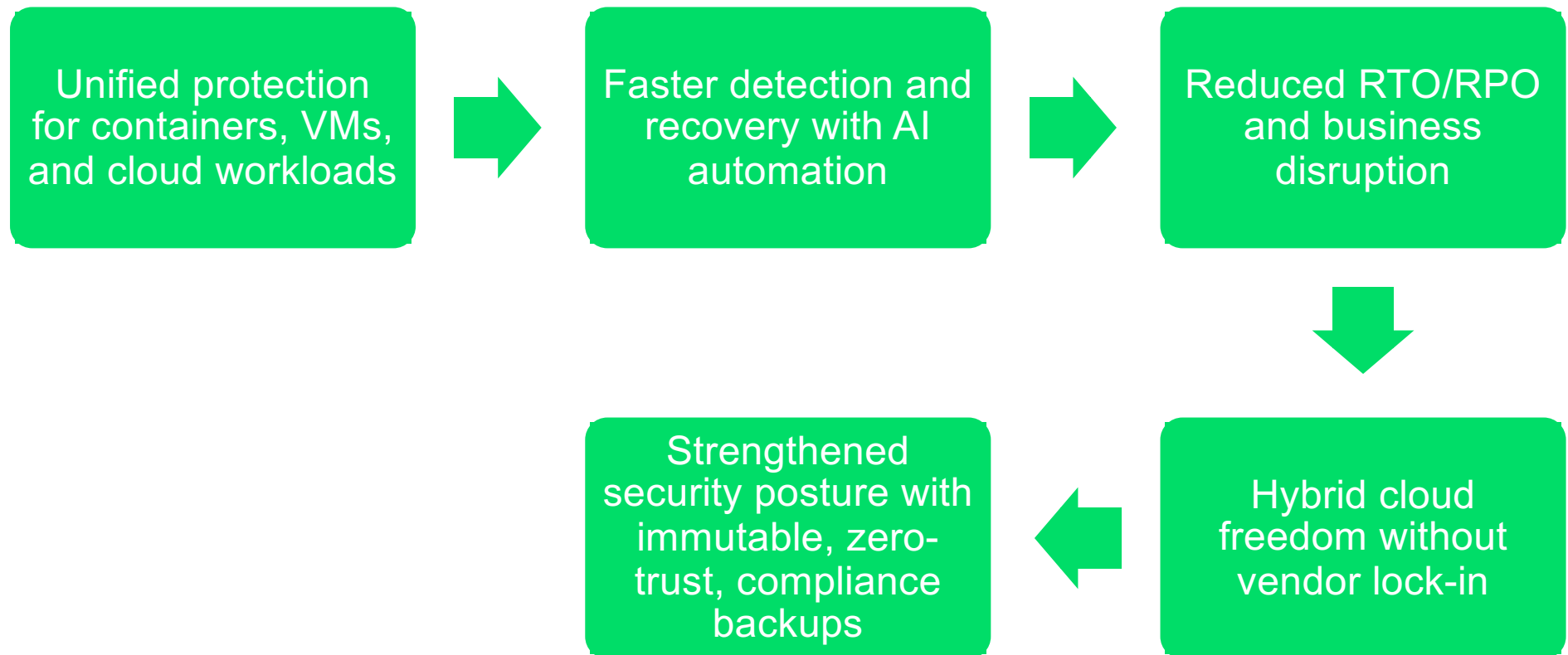
# Innovation Capacity

## 2x We're doubling our engineering capacity and unifying our investments

We'll be able to innovate faster and bring you more value in these areas:

### Data Protection

- Expansion of data protection for a new set of SaaS Sources: Salesforce, Google Workspace, Slack, Box
- A common connector framework that expands connectors to more data sources, including GCP
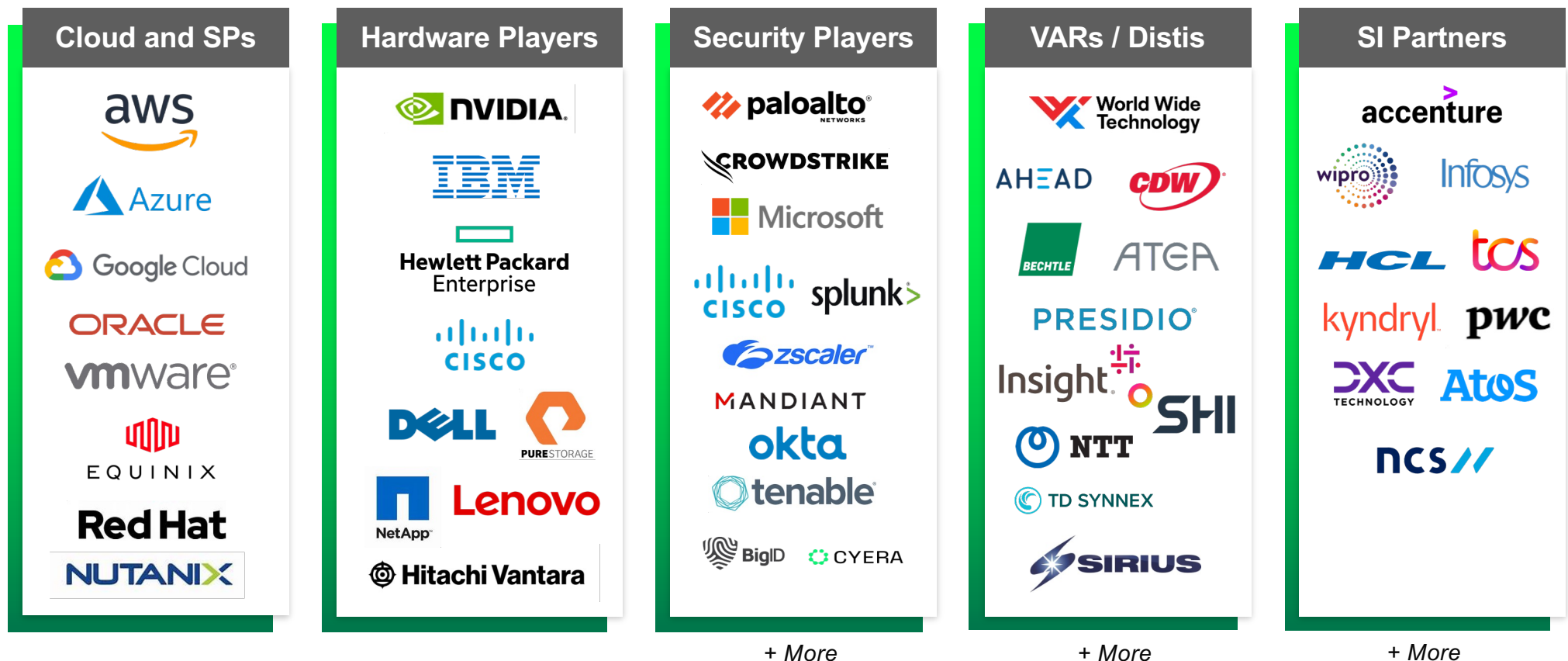
### Data Security

- Acceleration of Cyber Recovery and Incidence Response capabilities.
- Data classification to ensure your sensitive data is protected, secured, and recoverable.

### Data Insights

- Expansion of investment in AI-driven insights and Reporting on all data
- IT Analytics and insights across multi-cloud heterogeneous environments

# Strong Ecosystem as a Force Multiplier



| Cloud and SPs | Hardware Players | Security Players | VARs / Distis | SI Partners |
|---|---|---|---|---|

**Cloud and SPs:** aws, Azure, Google Cloud, ORACLE, vmware, EQUINIX, Red Hat, NUTANIX

**Hardware Players:** NVIDIA, IBM, Hewlett Packard Enterprise, CISCO, DELL, PURE STORAGE, NetApp, Lenovo, Hitachi Vantara

**Security Players:** paloalto NETWORKS, CROWDSTRIKE, Microsoft, CISCO, splunk>, zscaler, MANDIANT, okta, tenable, BigID, CYERA

*+ More*

**VARs / Distis:** World Wide Technology, AHEAD, CDW, BECHTLE, ATEA, PRESIDIO, Insight, SHI, NTT, TD SYNNEX, SIRIUS

*+ More*

**SI Partners:** accenture, wipro, Infosys, HCL, tcs, kyndryl, pwc, DXC TECHNOLOGY, Atos, ncs
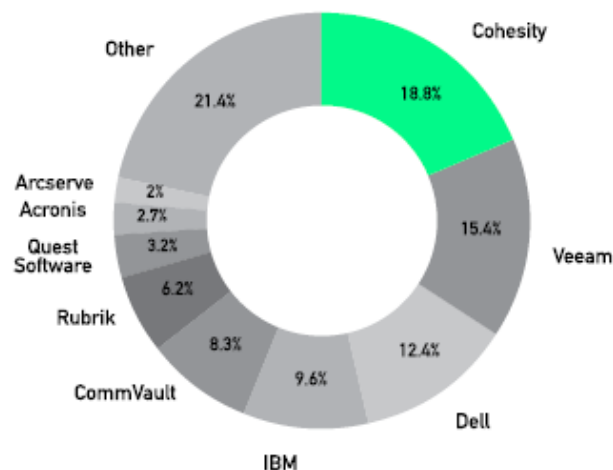
*+ More*

# COHESITY
## RESILIENCE EVERYWHERE

"

*Our mission is to protect, secure and provide insights into the world's data. We are honored that the world's leading enterprises and governments rely upon Cohesity for resilience. This is fueled by our people-first culture and our breakthrough innovations across cloud, security and AI."*

**SANJAY POONEN**
CEO & President
Cohesity

## Cohesity: The Market Share Leader in Data Security Software



- Other 21.4%
- Cohesity 18.8%
- Veeam 15.4%
- Dell 12.4%
- IBM 9.6%
- CommVault 8.3%
- Rubrik 6.2%
- Quest Software 3.2%
- Acronis 2.7%
- Arcserve 2%

Source: 2025 analyst research and internal research

## BY THE NUMBERS

**13,000+**
Total customers

**70%**
of the Global 500

**2x**
R&D investment vs modern competitors

**200+**
Exabytes under management

**$1.6B**
FY25 ARR

**1,700**
Patents

## LARGEST GLOBAL BRANDS CHOOSE COHESITY

**10/10** Banking   **8/10** Healthcare   **8/10** Manufacturing   **8/10** Retail   **7/10** Energy

# THANK YOU

**COHESITY**

**Red Hat Summit**

# Connect

| | |
|---|---|
| in | linkedin.com/company/red-hat |
| f | facebook.com/redhatinc |
| ▶ | youtube.com/user/RedHatVideos |
| 🐦 | twitter.com/RedHat |