

# CRISTIE CYBER RECOVERY

## FOR MSP's

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*POWERED BY COHESITY®*

**COHESITY**

Premier | Service Provider



**DATA | RANSOMWARE | DISASTER**

**RECOVERY**

Cristie announces:

Cristie Cyber Recovery *powered by Cohesity®*

**Protection is one thing. Resilience is everything.**

# EXPECT THE UNEXPECTED.

Protection is one thing. Resilience is everything.



## Data resilience

Protect and manage your data from attacks and outages, across any environment.



## Cyber resilience

Respond and recover from cyberattacks with an industry-leading 10x faster recovery time.



## Business resilience

Respond quickly to disruptions that threaten your organization, your operations, and your reputation.

# COHESITY

## GET READY.

### UPDATE TO COHESITY – THE MARKET LEADING APPLIANCE-BASED DATA PROTECTION PLATFORM.

The solution is a complete appliance with unique features.

Cristie Cyber Recovery *powered by Cohesity* contains services, hardware, and value-adding features. Bundles are available across Europe.

The zero-trust data protection platform from Cohesity® and Cristie is available as pay-per-use based consumption model.

The solution is available to reseller partners & MSPs in our regions.

#### In your data center

Consolidate hardware and software components into a single platform.

#### At the edge

Extend data management to virtualized and physical remote and branch offices.

#### In the cloud

Deliver backup, replication, and disaster recovery for cloud-native apps.

# A TRUE OPERATIONAL COST MODEL

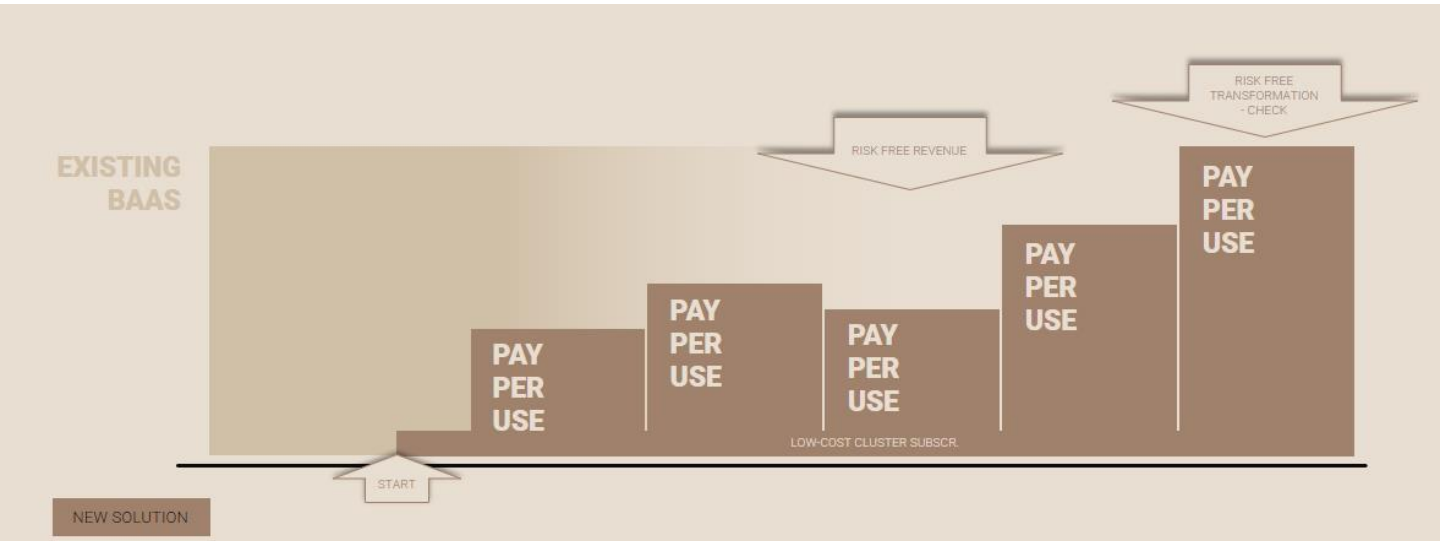
## CONSUMPTION: MONTHLY

With Cristie Cyber Recovery *powered by Cohesity*, our partners can easily start with a scaled designed hardware platform for at a narrow monthly subscription and then pay-per-use on actual usage of software, per TB and month.



This gives great financial benefits as well as cost savings around 20-40% based on model and usage for the partners.

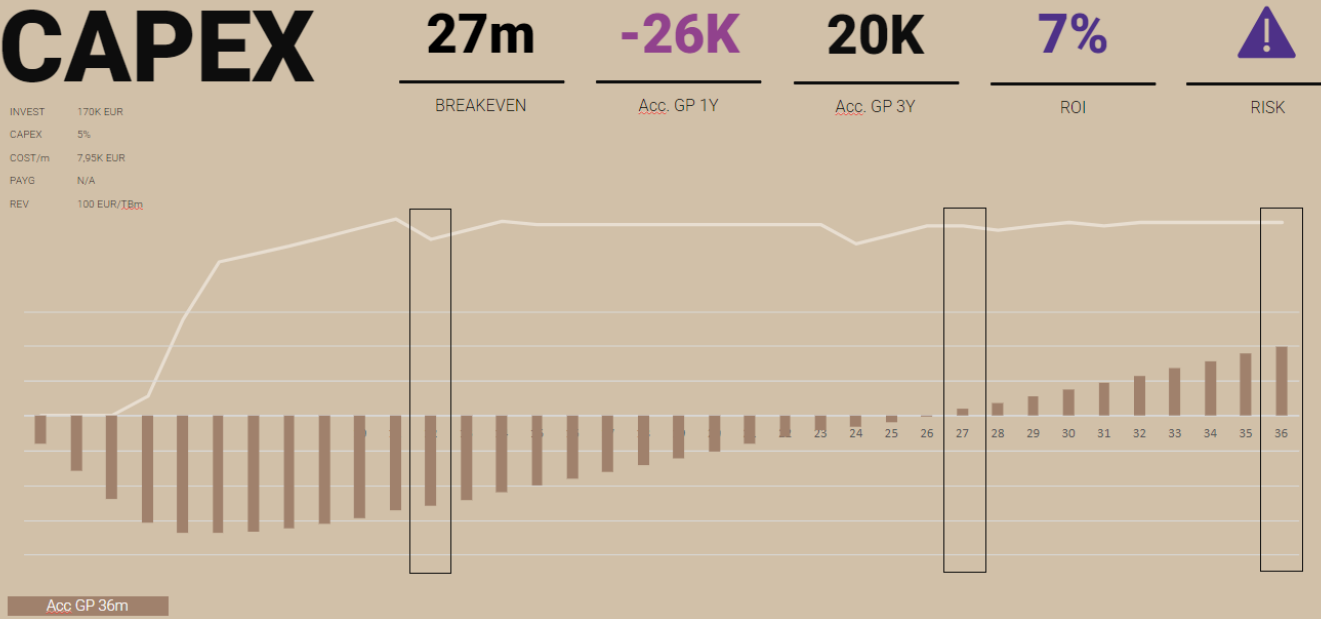
*One new client reported saving over 100 000 EUR with our solution. We have tools to predict savings and are happy to make the calculation together with you.*



# DON'T EXCHANGE, ADD.

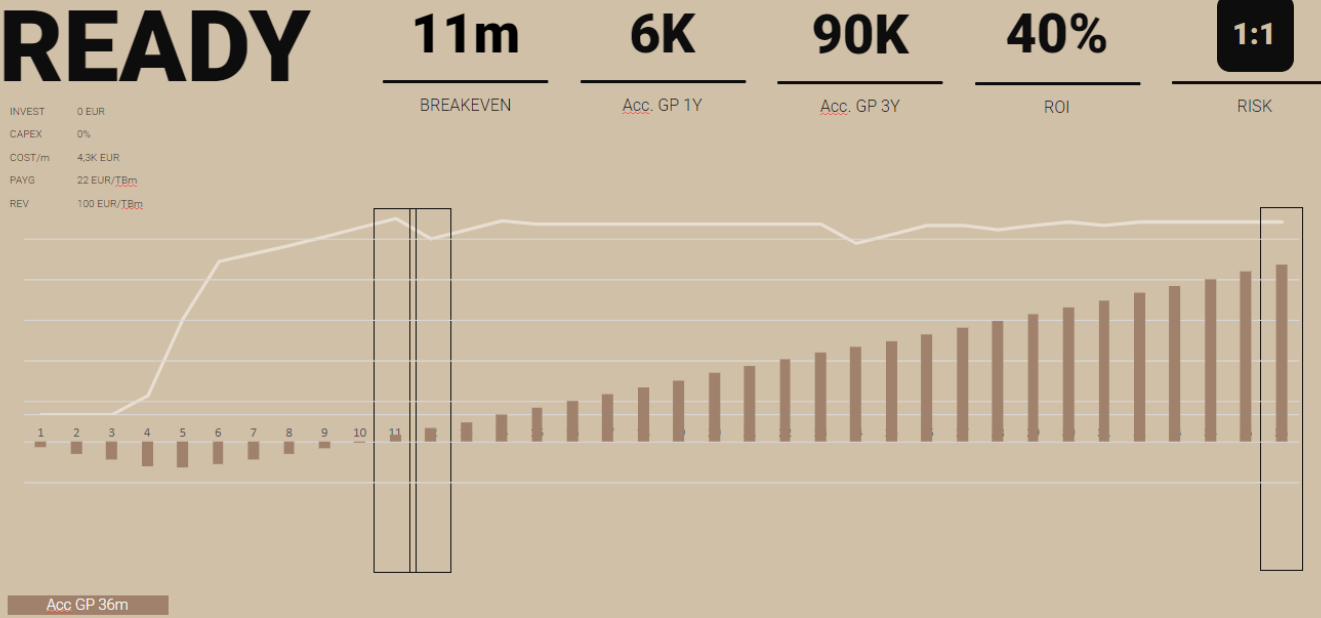
With Cristie Cyber Recovery *powered by Cohesity*, you will add latest cyber backup & recovery services to your portfolio - without any hassles. We are at your service – from design & sizing and basic installation to customer onboarding support – all in one service package!

EXAMPLE



ROI – JUST COMPARE.

EXAMPLE



# WHAT.

READY 4 REVENUE ENGINE



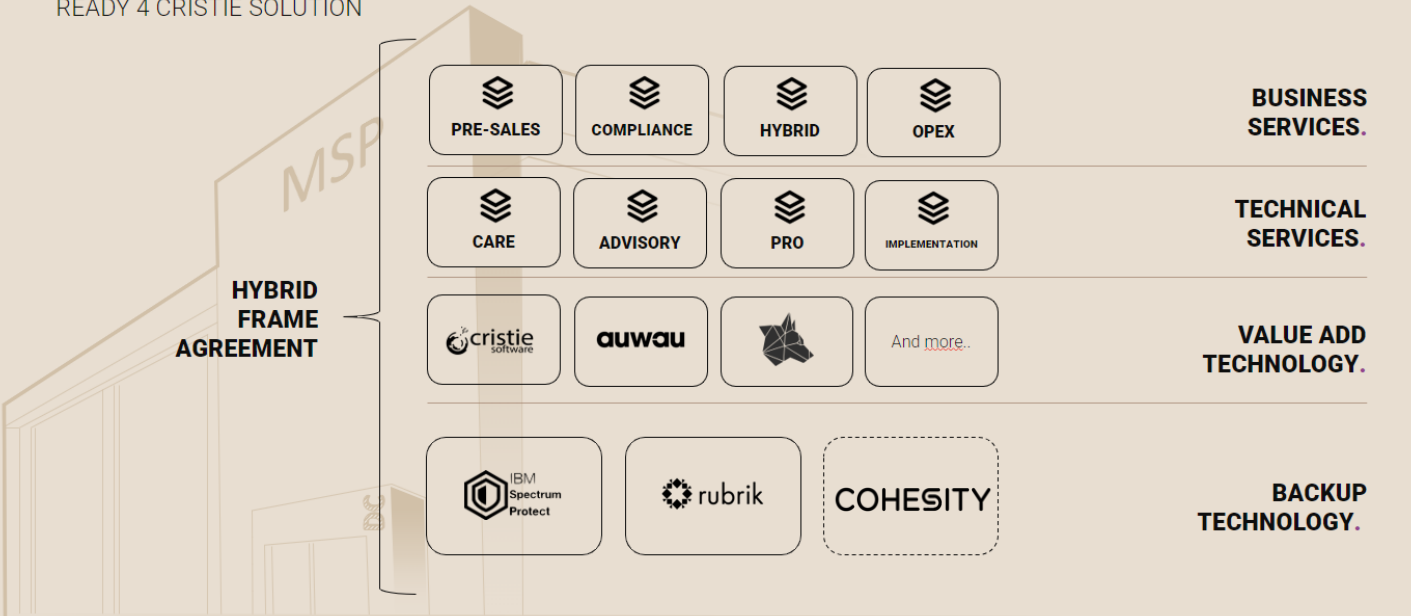
“A SERVICE WITHIN THE SERVICE”



# MINIMIZE YOUR RISK.

# HOW.

READY 4 CRISTIE SOLUTION

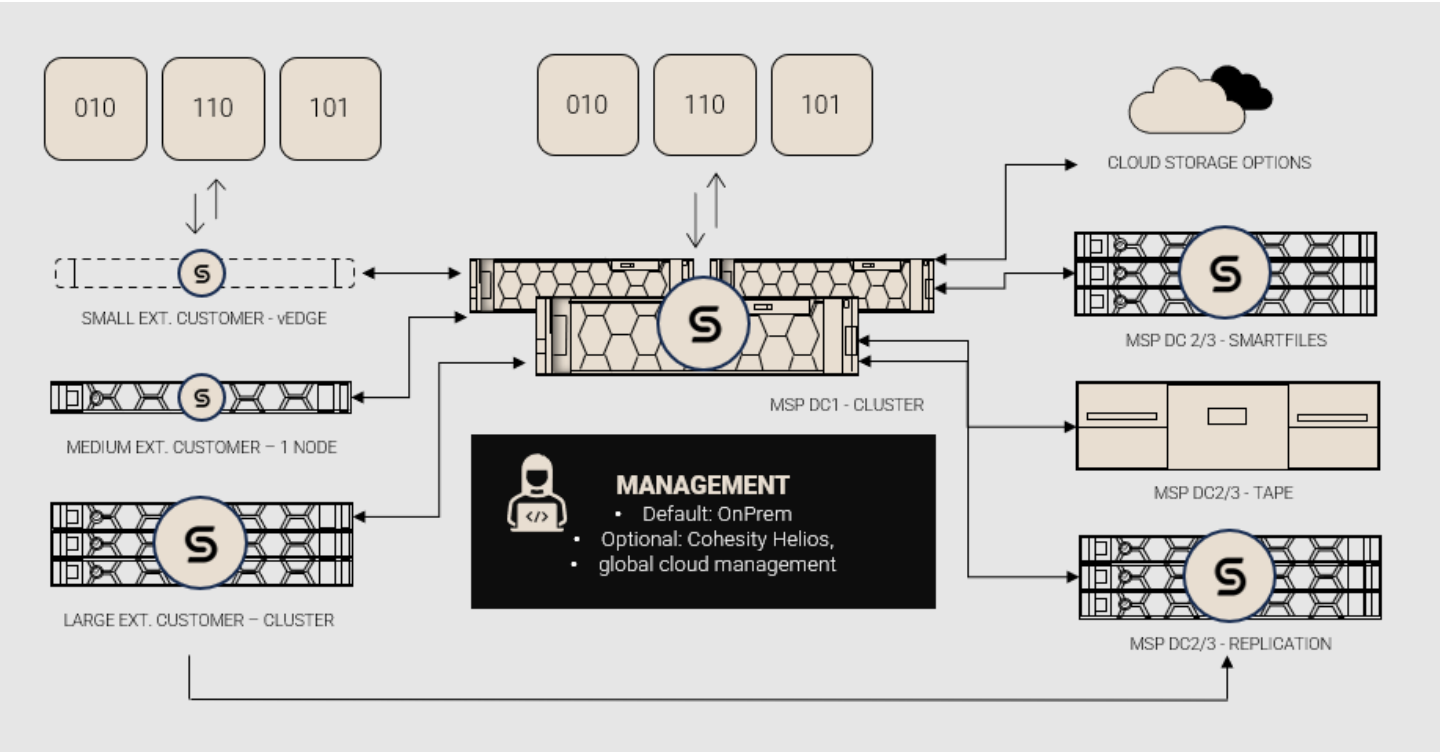


# COHESITY® CLUSTER.

# PRECONFIG MADE BY CRISTIE.

Cohesity has qualified a wide number of servers which can be used to form a Cohesity Data Protect Cluster, including Dell® PowerEdge or HPE Server platforms.

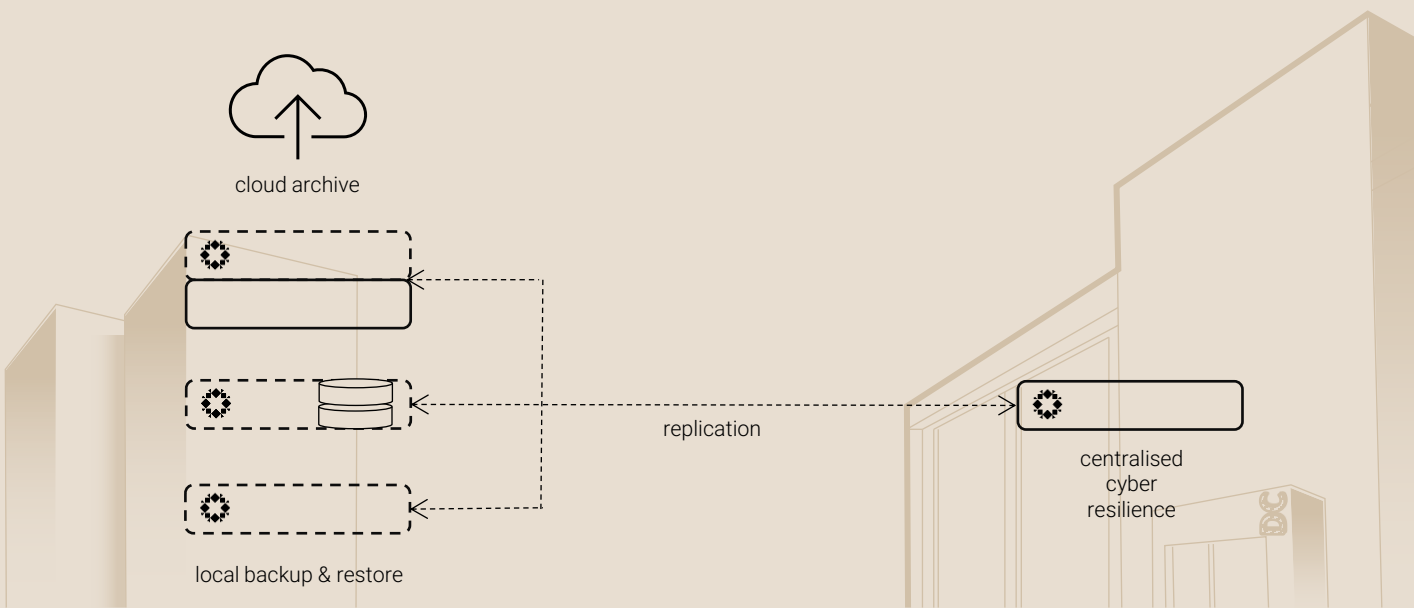
## OVERVIEW.





# COHESITY CLUSTER OPTIONS.

						750/900 TB
	EDGE	ROBO	STANDARD	PERFORMANCE	HIGH DENSITY	EXT. HIGH DENSITY
CPU	Req. 4-16 virtual CPUs	1 x Intel 12-Core 2.0GHz Xeon Silver	8 x Intel 12-Core 2.0GHz Xeon Silver	8 x Intel 12-Core 2.0GHz Xeon Silver	8 x Intel 16-Core 2.9GHz Xeon Gold	10-12*Intel 16-Core 2.9GHz Xeon Gold
RAM	Req. 24-64 GB	128 GB	4*128 GB	4*256 GB	4*512 GB	5-6*4*512 GB
SYS+CACHE DISK	Req. 128 GB SSD	2*960 GB SSD RAID-1	8*3.84TB SSD RAID-1	8*NVMe RAID-1 (3,84/7,86/15,36TB)	4*1.6TB NVMe + 8*240GB SSD RAID1	5-6*1.6TB NVMe + 10-12*240GB SSD RAID1
STORAGE (uTB)	5-30 TB	4/8/12/16/20/22	20/40/80/120/160/200/220	57,6 / 115,2 / 230,4	120/240/360/480 /600	750/900
Network / SFP	1 virtual network adapter	QuadPort x 10Gb / 25Gb SFP28 optical incl. 2*SFP	4*Quad Port x 10Gb SFP+ / 25Gb SFP28 optical incl. 8*SFP	4*Quad Port x 10Gb / 25Gb SFP28 optical Incl 8*SFP	4*Dual Port x 10Gb SFP+/25Gb SFP28 Incl 8*SFP	5-6*Dual Port x 10Gb SFP+/25Gb SFP28 Incl 8*SFP
UPGRADE	Singel node	Single node	+1 node per extension	+1 node per extension	+1 node per extension	+1 node per extension
UNITS	N/A	1U	4U	4U	8U	10-12U



# STREAMLINED: MANAGEMENT OF ROBO.

Using Cohesity VIRTUAL EDITION, a software appliance that enhances data protection and management in virtualised and physical remote and branch office (ROBO) environments. Install Cohesity VIRTUAL EDITION at remote locations for local backups, replication to a central data centre, and cloud archiving, all through a user-friendly interface.

## RECOVER AT THE EDGE

Cohesity VIRTUAL EDITION simplifies the intricacies of outdated solutions. Save time by centrally managing backup and replication policies instead of creating separate backup schedules. Swiftly recover your applications and access files by searching a comprehensive index that catalogues all data, regardless of its storage location.

**1**

## QUICK TO DEPLOY

Install VIRTUAL EDITION as a software appliance on virtualized servers or use appliance.

**2**

## EASY TO MANAGE

Gain operational agility with a simple management interface.


**3**

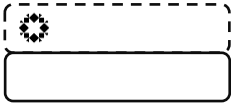
## FAST RECOVERY

Quickly recover failed applications or lost files with predictive search.

# COHESITY® ROBO HW OPTIONS.

Select the model that best suits your needs: fully virtual, virtual with local separated storage, or appliance-based.






	VIRTUAL EDITION	MiniSERVER
Local Backup & Restore	Yes	Yes
Replication to Centrized DC	Yes	Yes
Archive to Cloud	Yes	Yes
Install on Server	VM	Incl. Server
Local Storage	BYOS	5-30TB


## CRISTIE VALUE-ADDS.

Cristie provides value-added software tools & S3 archive space to COHESITY’s Data Protect Platform.




CRISTIE RECOVERY ASSURANCE

Provides disaster recovery automation and orchestration capabilities, as well as the ability to recover systems within a sandbox environment to validate recovery processes and RTO objectives.



SELF-SERVICE & BILLING PORTAL

Cloutility is a plug-and-play, on-premise, web-based cloud business extension for Rubrik. It provides multi-tenancy, end-user self-service, process automation and a host of other features related to delivering backup-as-a-service in private, public and hybrid cloud scenarios.



GREEN S3 CLOUD ARCHIVE

Green-S3 Cloud is optimized for Rubrik achives. Offering a safe, affordable and CO2 neutral place for storing Cohesity backup and achive data. Whether backing up via Cohesity Cluster or edge VMs with replication into a windmill cluster - the Green S3 Cloud is highly performant and stores regio-redundant on both disk + tape. Cohesity-certified consultants will support during design, sizing and onboarding.



WE ARE:  
AT YOUR SERVICE.

Save time with expertise collaboration. With our solution you always have direct contact with our experienced team to assist during your journey.

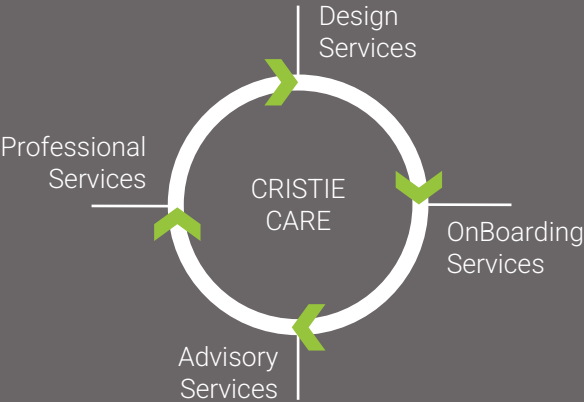
Cristie is a top-certified Cohesity® PREMIUM & MSP partner with fully certified & authorized support, providing support in English and German language.

We provide a full organization to assist with design, implementation, domestic support, care-programs and professional services from a technical view. In the solution we also implemented consumption models, compliance, and license management.

This gives our partners and customers the possibility to benefit from the Cohesity® technology features with a very limited business risk.

CRISTIE  
SERVICES

COHESITY  
Premier | Service Provider



# HOW.

READY 4 REVENUE ENGINE

## CRISTIE BUSINESS SERVICES



**COMPLIANCE SERVICE**

- CRISTIE EULA
- NO VENDOR AUDIT

**HYBRID SERVICE**

- MIX & MATCH BACKUP SOLUTION

**PRE-SALE SERVICE**

- DESIGN
- TENDER ASSIST
- LEAD-GEN.

**OPEX SERVICE**

- MONTHLY PAYMENTS
- FLEX - PAY-PER-USE
- FIXED - SUBSCRIPTION

LESS BUSINESS RISK

A  
T

# HOW.

READY 4 REVENUE ENGINE

## CRISTIE TECHNICAL SERVICES



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R

YOUR TEAM

+

CRISTIE TEAM

**CARE SERVICES**

**#1 TOP CERTIFIED**

INSTALLATION SERVICE

ADVISORY SERVICE

PRE SALES ADVISORY

PRO SERVICES

LESS BUSINESS RISK

# PRE-SALES.

CRISTIE PRE-SALES SERVICE

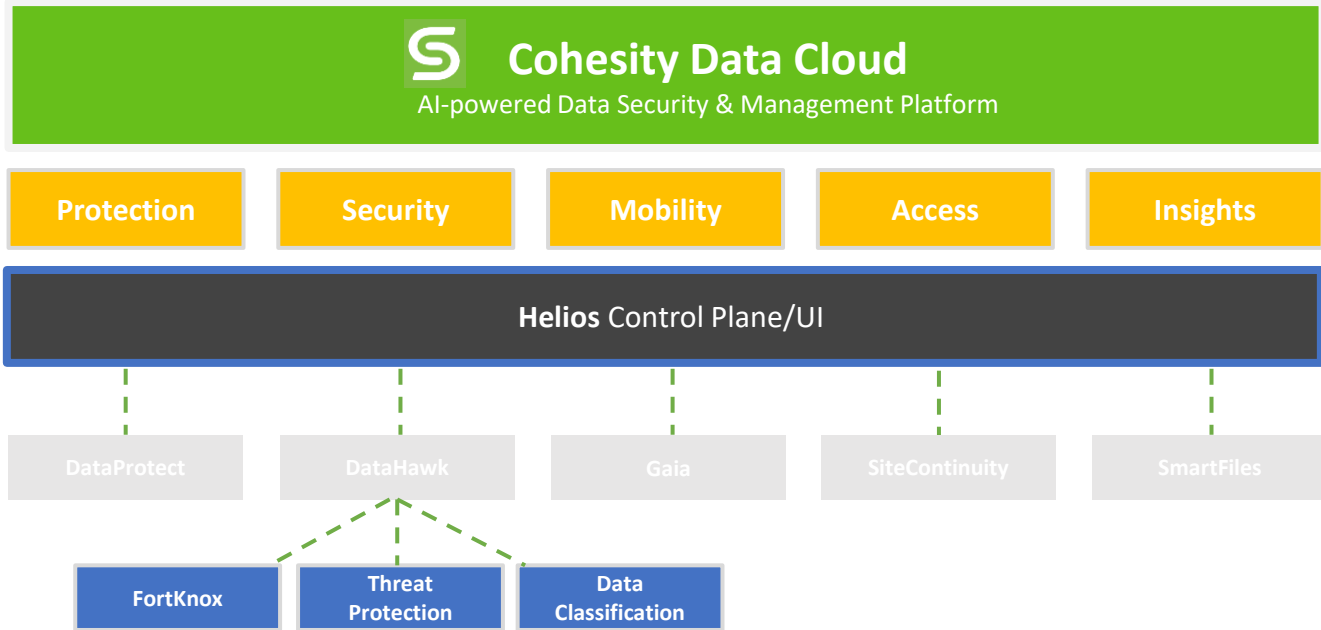


**SOLUTION**  
*technology, economics, business value*

- Share experiences
- Business values
- Tender assistance
- Presentations
- Design
- Demos
- Sizing

LESS BUSINESS RISK

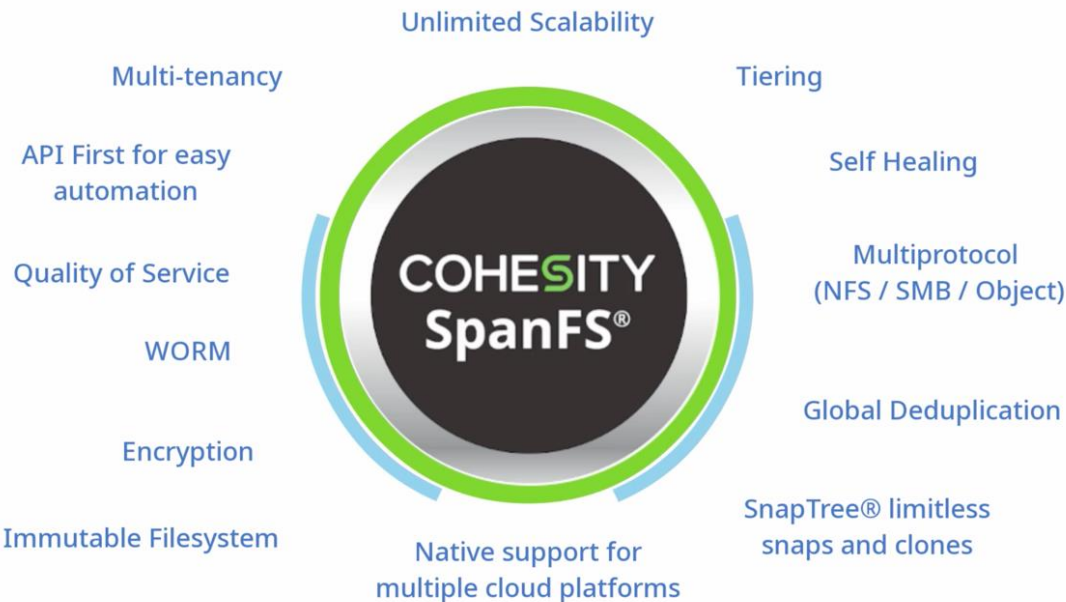
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# PROTECTION.

Cristie have chosen Cohesity® to be our major technology partner for ZeroTrust Data protection. The reason is that we find the Cohesity® technology, approach and development to be market leading as well as trusted to ensure customer data availability.

The Cohesity® technology keeps your data secure and quickly recovers your data, wherever it lives. Cristie Cyber Recovery *powered by Cohesity®* provides the next frontier in cybersecurity and data security:



Zero Trust Principles

RBAC

No Backdoor Access

Quorum

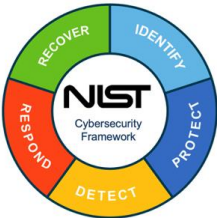
Encryption In-Flight

Encryption At-Rest

# SECURITY.

A single software platform that securely delivers backup, recovery, analytics, data governance, and compliance across data centers and clouds.

## Cohesity's Data Security Approach



-----Before Attack-----		-----During Attack-----		----- After Attack -----
IDENTIFY	PROTECT	DETECT	RESPOND	RECOVER
Identify sensitive data & exposure	Data recoverability & safeguards	Detect threats & responses	Contain & isolate threats	Recover & restore operations
<ul style="list-style-type: none"><li>Proactive Data Classification</li><li>Data Asset Discovery</li><li>Posture Advisor</li></ul>	<ul style="list-style-type: none"><li>Encryption</li><li>Immutability</li><li>Data Isolation</li><li>Zero Trust Principles</li><li>Separation of Duties</li></ul>	<ul style="list-style-type: none"><li>Reactive Hunting</li><li>Comprehensive IOC Scanning</li><li>Ransomware Anomaly Analysis</li></ul>	<ul style="list-style-type: none"><li>Instant Clean Room</li><li>Forensic Threat Hunting</li><li>Point in Time Vulnerability Scan</li><li>Incident Timeline Analysis</li></ul>	<ul style="list-style-type: none"><li>Instant Mass Restore</li><li>Clean Room Data Recovery</li><li>Cloud Vault Recovery</li></ul>

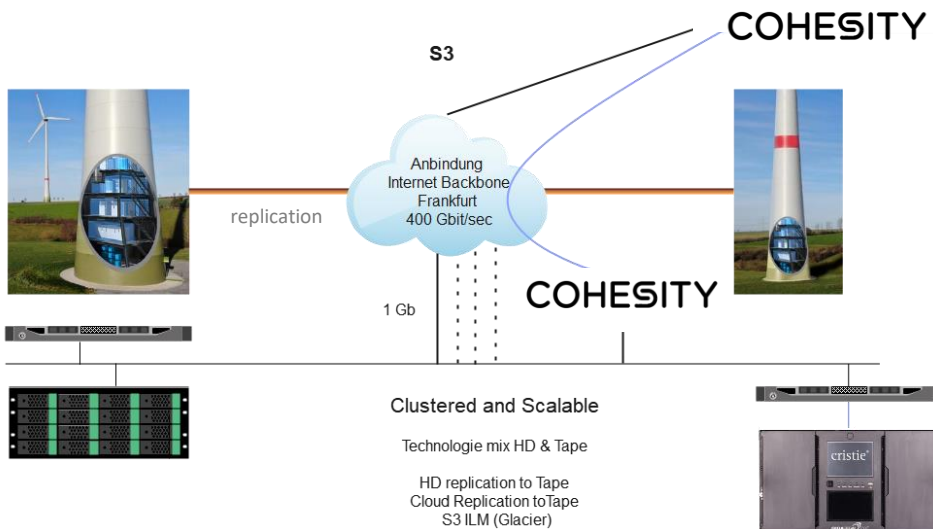


# THE GREEN S3 CLOUD. YOUR CLOUD ARCHIVE.

The CO2-neutral cloud, optimized for your Cohesity archive.

You will be supported by our certified team of Cohesity support specialists during solution design, sizing and onboarding.

With “pay-as-you-go” you only pay for the storage space actually used and only for the effective duration of its use, without any contractual obligation.



With Cohesity's Zero-Trust Data Security technology, archiving scenarios such as:

1. Your on-premises instances manage an S3 data copy in the Green S3 Cloud.
2. You host your virtual environment in the windCORES RZ and save it in the powerful Instance category directly in the RZ and keep additional copies in the GREEN S3 Cloud.
3. Your on-premises Instances category uses the Instance category in the windCORES RZ as a replication target and this archives your data in the GREEN S3 Cloud.

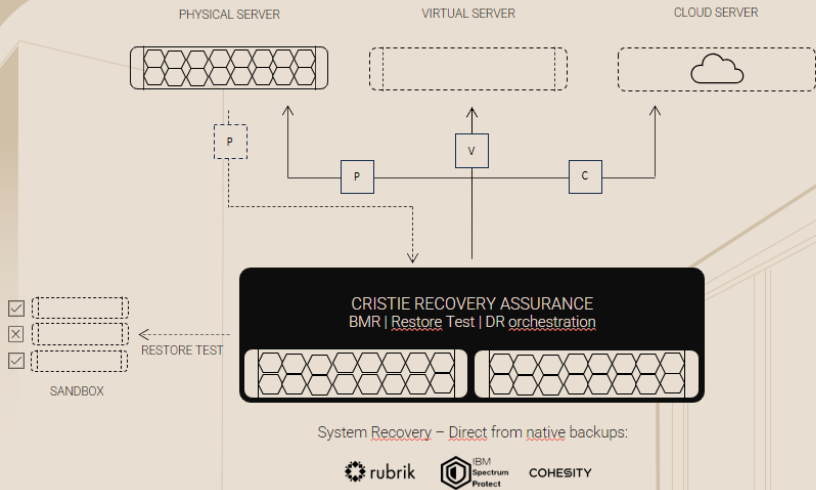
For DR precautions, the GREEN S3 Cloud keeps the data regionally and technologically redundant, i.e. simultaneously on disk in the windCORES RZ and on tape at another windCORES location in the region.

By replicating the data into an independent S3 bucket on tape, **the Green S3 Cloud solution creates a logical and physical air gap** to protect your data against ransomware attacks.



READY 4 VALUE ADDS

# RECOVERY ASSURANCE.



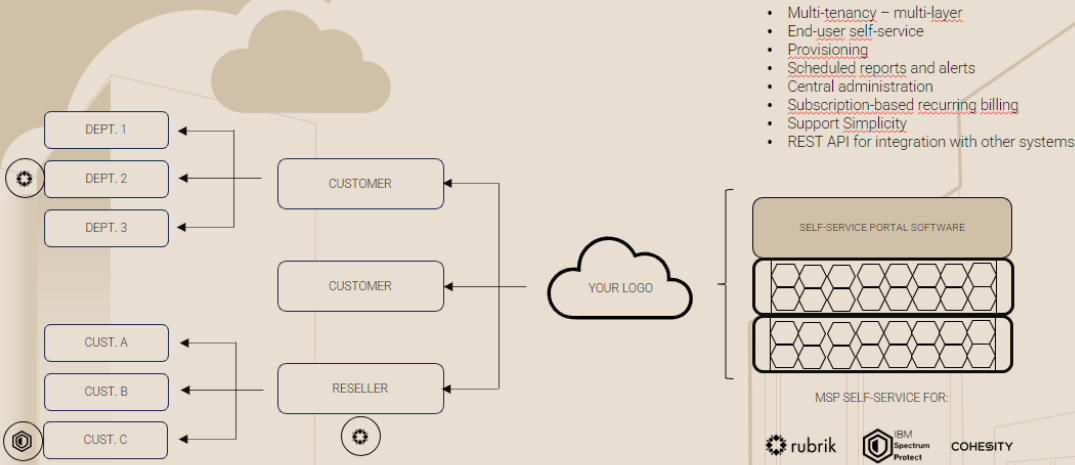
# CRISTIE VALUE-ADDS.

With Cristie’s **RECOVERY ASSURANCE** you will be recovering complete systems from your native backups – no matter what. To dissimilar hardware, into a hypervisor or to a cloud provider – fully automated. Migrations have never been easier!

With Auwau’s **CLOUTILITY** on-prem cloud solution you are in full control. And your cutomers are as well – for their organization. Trusted by MSPs and large enterprises for many years. Administration and monthly billing has never been easier!

READY 4 VALUE ADDS

# SELF SERVICE.



Cristie have provided solution for data availability since 1969. Our focus ever since have made us specialist in the area of backup & recovery, long-time data retention & archive and primary storage. Our team is recognized as experts, awarded with top certifications and authorizations from our technology-partners.

COHESITY

Premier | Service Provider

 **cristie**  
PROTECTING DATA SINCE 1969

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