Cohesity Software Solution from Lenovo
Product Guide

Cohesity and Lenovo have been partnering for over five years. The integration of Cohesity DataProtect with industry-leading Lenovo ThinkSystem servers delivers the most comprehensive backup and recovery solution to protect cloud-native, SaaS, and on-prem data at scale and simplify hybrid cloud data protection across the enterprise and its multiple workloads, from legacy to containers.

Cohesity backup and recovery capabilities defend against ransomware attacks with comprehensive data security and management capabilities, including immutable backup snapshots, AI-based early detection, threat detection, user behavior monitoring, and rapid recovery at scale. Our enterprise backup software offers a full range of features to help facilitate data recovery processes, promote early threat detection, and keep enterprise data safe from continuously evolving ransomware threats.

Lenovo has a proven track record in delivering Cohesity-based solutions in dozens of customers around the world and these jointly validated solutions are available globally through select Lenovo and Cohesity partners, backed by collaborative, best-in-class support from both industry leaders.
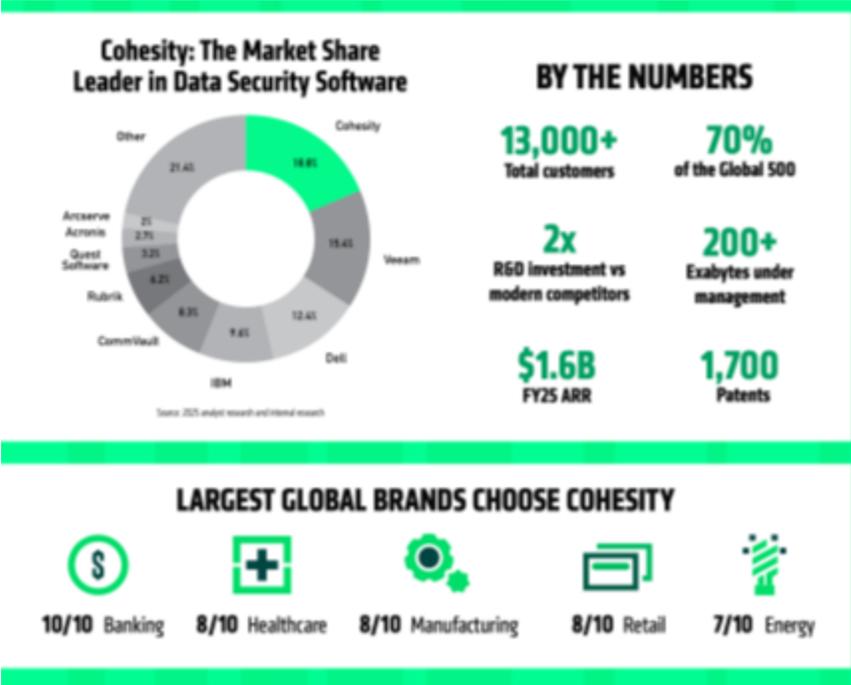

Figure 1. Cohesity Leader in Data Security Software.

Did you know?

Cohesity has been named as a leader in the Gartner Magic Quadrant for Backup and Data Protection for the sixth year. Through its recent combination with Veritas' enterprise data protection business, Cohesity is the only vendor Gartner has named a Leader in each of its last 20 backup and data protection platform reports.(read more).

Why buy Cohesity software from Lenovo?

Lenovo offers a comprehensive range of Cohesity solutions through flexible annual subscriptions for both public cloud and on-prem licenses. This empowers organizations and partners to fully leverage Lenovo's secure, high-performance server platforms—building agile and resilient IT infrastructures with flexible payment options tailored to their needs. For many customers, choosing a Cohesity OEM subscription through Lenovo is the most straightforward and cost-effective path forward.

Here are some of the key benefits of the Lenovo and Cohesity partnership:

- **Certified and pre-tested solution:** Cohesity and Lenovo have certified a number of solutions that combine Cohesity's software with Lenovo's hardware. These solutions are pretested and validated, ensuring they're both compatible and interoperable. This helps reduce deployment time and risk.

- **Best of both worlds:** With Cohesity now certified on a range of Lenovo ThinkSystem servers that are powered by both Intel and AMD processors respectively, our customers enjoy added resilience and improved security against ransomware threats while getting diverse choices for different sites.

- **Proven success and global support**: Many organizations across the globe have already benefited from Cohesity and Lenovo joint solutions. A world-class network of Lenovo and Cohesity experts provides global support for seamless deployment and operations.

- **Simplified procurement and support via Lenovo:** easily find Cohesity SKUS on Lenovo Data Center Solutions Configurator (DCSC) allowing for one stop configuring of certified solutions.

Together, Lenovo Data Center solutions and the Cohesity Data Cloud provide the simplicity, performance, and agility needed to meet the ever-growing demands of today's data-centric, Always-On world. Customers benefit from Lenovo's decades of data center expertise, industry-leading support services, and the option to engage Lenovo's consultative, professional, and managed services to accelerate their transformation.

Lenovo Cohesity licenses:

Cohesity DataProtect, SmartFiles, DataHawk, Fortknox, Gaia, and more
Cohesity Cloud Services for AWS and Azure
Cohesity Third Party Software and respective support
Cohesity Installation Services
Cohesity PS Dedicated Resources
Cohesity PS Shared Resources
Cohesity Other Professional Services
Cohesity Training Classes

Cohesity subscription & licensing model

This section provides an overview of Cohesity Cloud Services license model and how it works. It is designed to be an ongoing resource for Lenovo employees, partners, and customers, and may be updated from time to time.

Cohesity software is packaged as Services that can be run on any supported Cohesity cluster. Each Service entitles customers to all the cluster services, storage capacity, and data management features needed for the use case. Service licenses are licensed in backend terabytes (BETB) unless otherwise noted.

Customers can mix and match any Services on a cluster. Customers can also mix and match earlier Cohesity software licenses such as DataPlatform within a cluster since license usage measurements are done across clusters in Helios.

A Cohesity cluster requires a minimum of 3 Lenovo ThinkSystem server nodes and can be deployed on physical, public cloud, or virtual environments. For physical deployments, customers can run Cohesity software on certified ThinkSystem nodes from Lenovo.

Cohesity Cloud Service (Cohesity managed) means the customer can run the SaaS version of the product, on Cohesity Data Cloud, and Coheisty manages all overhead and operational costs and complexity.

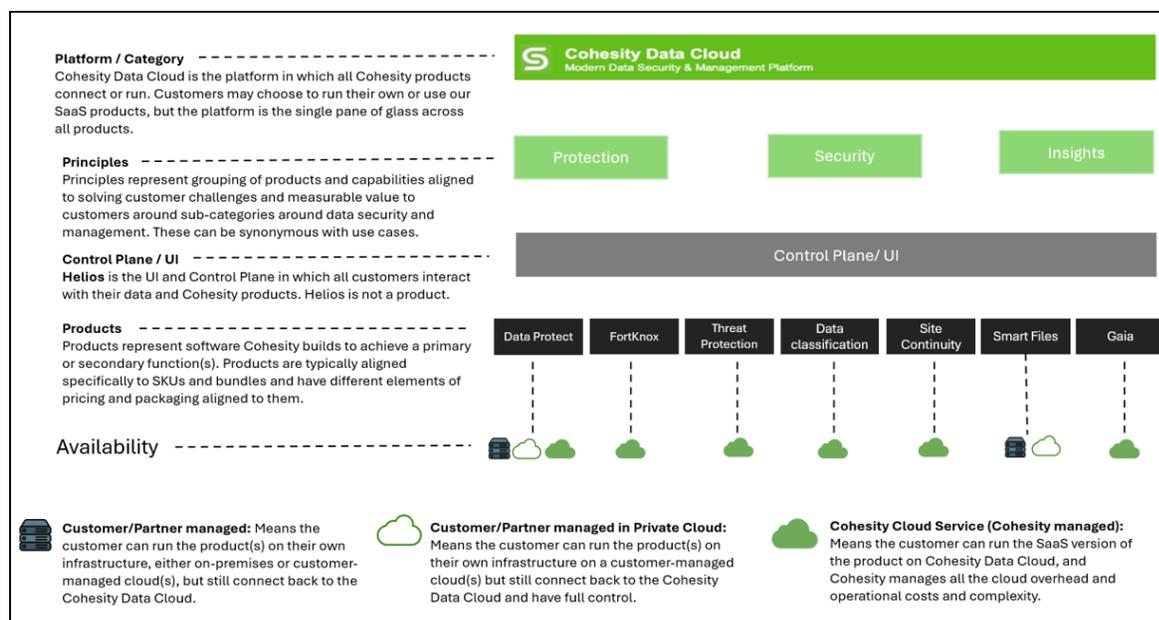The following is a high level of the Cohesity Platform

Figure 2. Cohesity Platform

Cohesity software

This section provides information on Cohesity software and subscriptions available from Lenovo.

Table 1. Cohesity Software (licensed by BETB)

Geo	Type	Product Name	Product Description	Lenovo SKU	Cohesity SKU	Term (Months)
WW	Subscription	Cohesity Archive Service Subscription (1TB)	Cohesity Archive Service Subscription (1TB). S3 target for cold data storage. Subscription per TB of usable storage capacity.	7S1H000DWW	SVC-ARCHIVE	12
WW	Subscription	Cohesity DataProtect Service Subscription (1 TB)	Cohesity DataProtect Service Subscription (1 TB). Backup and Recovery across on-prem and cloud workloads. Subscription per TB of usable storage capacity.	7S1H000GWW	SVC-DATAPROTECT	12
WW	Subscription	Cohesity Replica or Retention Service Subscription (1 TB)	Cohesity Replica or Retention Service Subscription (1 TB). Includes ability to replicate data backed up using DataProtect service to another Cohesity cluster. Subscription per TB of usable storage capacity.	7S1H003EWW	SVC-REPLICA	12
WW	Subscription	Cohesity SmartFiles Service Subscription (1 TB)	Cohesity SmartFiles Service Subscription (1 TB). File and object services across on-prem and cloud workloads, including tiering and SmartFiles apps. Subscription per TB of usable storage capacity.	7S1H003LWW	SVC-SMARTFILES	12

Cohesity Third Party Add-ons

This section provides information on Cohesity Third Party Add-ons and subscriptions available from Lenovo.

Table 2. Cohesity Third Party Software

Geo	Type	Product Name	Product Description	Lenovo SKU	Cohesity SKU	Term (Months)
WW	Subscription	Cristie Bare Metal Recovery Add-on License for Cohesity DataProtect for 1 year	Cristie BMR (Bare Metal Recovery) for Cohesity DataProtect provides the ability to recover the System State of a server (Physical / Virtual) from BMR enabled backups are performed using Cohesity Agent.	7S1H00A0WW	SUB-CRISTIE-BMR-TERM	12

Table 3. Cohesity Third Party Software Support

Geo	Type	Product Name	Product Description	Lenovo SKU	Cohesity SKU	Term (Months)
WW	Software	QStar Archive Manager add-on license for Cohesity DataProtect offline archival (1000TB)	QStar Archive Manager add-on license for Cohesity DataProtect offline archival. QStar Archive Manager provides tape management for long-term data retention on tape. License enables up to 1000TB of offline tape-out capacity under management. Licensed capacity needs to be on one QStar server	7S1H0084WW	SW-QSTAR-1000-OFFLINE	N/A

Cohesity Cloud Services

This section provides information on Cohesity Third Party Add-ons and subscriptions available from Lenovo.

Table 4. Cohesity Cloud Services

Geo	Type	Product Name	Product Description	Lenovo SKU	Cohesity SKU	Term (Months)
WW	SaaS	Cohesity DataClassification delivered as a service (per BETB)	Cohesity DataClassification delivered as a service for classification and discovery of sensitive and regulated data and for visualizing ransomware blast radius. Pre-paid subscription per BETB. Premium support	7S1H008DWW	SAAS-DATACLASSIFICATION	12
WW	SaaS	Cohesity Gaia Advanced LLM. Includes 1,000 generative answers	Cohesity Gaia LLM. Insights on the semantic index through Generative AI. Pre-paid subscription for 1,000 generative answers using an Advanced LLM. Premium support	7S1H008XWW	SAAS-GAIA-LLM-ADV	12
WW	SaaS	Cohesity Gaia Standard LLM. Includes 1,000 generative answers	Cohesity Gaia LLM. Insights on the semantic index through Generative AI. Pre-paid subscription for 1,000 generative answers using a Standard LLM. Premium support	7S1H008UWW	SAAS-GAIA-LLM-STD	12
WW	SaaS	Cohesity ThreatProtection delivered as a service (per BETB)	Cohesity ThreatProtection delivered as a service. Detects malware and prevents reinfection. Pre-paid subscription per BETB. Premium support	7S1H008GWW	SAAS-THREATPROTECTION	12

Table 5. Cohesity Cloud Services AWS

Geo	Type	Product Name	Product Description	Lenovo SKU	Cohesity SKU	Term (Months)
WW	Hybrid	Data Cloud ""Enterprise" (per TB) with FK cold; AWS data plane	Cohesity Data Cloud "Enterprise" bundle (per BETB). Includes software for data protection, cyber vaulting (cold storage on AWS data plane), threat protection, and data classification capabilities. Pre-paid subscription; Premium support	7S1H006PWW	HYB-DATACLOUD-ENTERPRISE-C-AWS	12

Geo	Type	Product Name	Product Description	Lenovo SKU	Cohesity SKU	Term (Months)
WW	Hybrid	Data Cloud ""Enterprise" (per TB) with FK warm; AWS data plane	Cohesity Data Cloud "Enterprise" bundle (per BETB). Includes software for data protection, cyber vaulting (warm storage on AWS data plane), threat protection, and data classification capabilities. Pre-paid subscription. Premium support	7S1H006SWW	HYB-DATACLOUD-ENTERPRISE-H-AWS	12
WW	Hybrid	Data Cloud "Premium" (per TB) with FK cold; AWS data plane	Data Cloud "Premium" tier (per TB). Includes DataProtect, SmartFiles, and Replica (1 BETB) and DataHawk (FK cold storage (1 BETB), ThreatProtection (1 FETB), DataClassification (1 FETB)) and SiteContinuity (1 FETB) on AWS data plane. Premium support	7S1H005PWW	HYB-DATACLOUD-PREMIUM-C-AWS	12
WW	Hybrid	Data Cloud "Premium" (per TB) with FK warm; AWS data plane	Data Cloud "Premium" tier (per TB). Includes DataProtect, SmartFiles, and Replica (1 BETB) and DataHawk (FK warm storage (1 BETB), ThreatProtection (1 FETB), DataClassification (1 FETB)) and SiteContinuity (1 FETB) on AWS data plane. Premium support	7S1H005SWW	HYB-DATACLOUD-PREMIUM-H-AWS	12
WW	Hybrid	Data Cloud "Secure" (per TB) with FK cold; AWS data plane	Cohesity Data Cloud "Secure" bundle (per BETB). Includes software for data protection and cyber vaulting (cold storage on AWS data plane) capabilities. Pre-paid subscription. Premium support	7S1H006VWW	HYB-DATACLOUD-SECURE-C-AWS	12
WW	Hybrid	Data Cloud "Secure" (per TB) with FK warm; AWS data plane	Cohesity Data Cloud "Secure" bundle (per BETB). Includes software for data protection and cyber vaulting (warm storage on AWS data plane) capabilities. Pre-paid subscription. Premium support	7S1H006YWW	HYB-DATACLOUD-SECURE-H-AWS	12
WW	SaaS	Cohesity DataHawk FortKnox Cold Tier, ThreatProtection and DataClassification Delivered as a Service (1 TB)	Cohesity DataHawk FortKnox Cold Tier (1 BETB), ThreatProtection (1 FETB), and DataClassification (1 FETB) delivered as a Service on AWS data plane	7S1H004GWW	SAAS-DATAHAWK-C-AWS	12

Geo	Type	Product Name	Product Description	Lenovo SKU	Cohesity SKU	Term (Months)
WW	SaaS	Cohesity DataHawk FortKnox Hot Tier, ThreatProtection and DataClassification Delivered as a Service (1 TB)	Cohesity DataHawk FortKnox Hot Tier (1 BETB), ThreatProtection (1 FETB), and DataClassification (1 FETB) delivered as a Service on AWS data plane	7S1H004DWW	SAAS-DATAHAWK-H-AWS	12
WW	SaaS	DataProtect delivered as a service (1 BETB); AWS data plane	Cohesity DataProtect delivered as a service (1 BETB) on AWS data plane. Backup and recovery across on-prem and cloud workloads. Pre-paid subscription per Back End TB. Up to 3 AWS regions. Premium support	7S1H0064WW	SAAS-DPRT-AWS	12
WW	SaaS	DataProtect as a service (1 BETB) add-on; AWS data plane	Cohesity DataProtect delivered as a service (1 BETB) on AWS data plane. Backup and recovery across on-prem and cloud workloads. Pre-paid subscription per Back End TB. Up to 3 AWS regions. Premium support	7S1H0061WW	SAAS-DPRT-DATACLOUD-AWS	12
WW	SaaS	Cohesity FortKnox Cold Tier Delivered as a Service (1 BETB)	Cohesity FortKnox delivered as a service on AWS data plane. Provides a secure service for customers to vault their data into Cohesity-managed cold tier storage in the cloud. Provides data isolation, anomaly detection, and flexible recovery options to recover from ransomware or other data loss situations. 90 days retention. Subscription per BETB.	7S1H004NWW	SAAS-FORTKNOX-C-AWS	12
WW	SaaS	Cohesity FortKnox Hot Tier Delivered as a Service (1 BETB) on AWS Data Plane	Cohesity FortKnox delivered as a service on AWS data plane. Provides a secure service for customers to vault their data into Cohesity-managed hot tier storage in the cloud. Provides data isolation, anomaly detection, and flexible recovery options to recover from ransomware or other data loss situations. Min. of 30 days retention. Subscription per BETB	7S1H004KWW	SAAS-FORTKNOX-H-AWS	12

Geo	Type	Product Name	Product Description	Lenovo SKU	Cohesity SKU	Term (Months)
WW	SaaS	Cohesity Gaia bundle delivered as a service. Includes 100GB of index storage and 5,000 generative answers using an Advanced LLM. AWS data plane	Cohesity Gaia bundle delivered as a service on AWS data plane. Semantic index generation of backup data and insights through Generative AI. Pre-paid subscription per 100GB of index storage (back end) and 5,000 generative answers using an Advanced LLM. Includes 1 AWS region. Premium support	7S1H0093WW	SAAS-GAIA-ADV-BNDL-AWS	12
WW	SaaS	Cohesity GAIA "Indexing" delivered as a service (1GB of index storage); AWS data plane	Cohesity GAIA "Indexing" delivered as a service on AWS data plane. Semantic index generation of backup data. Pre-paid subscription per GB of index storage (back end). Includes 1 AWS region. Premium support	7S1H007KWW	SAAS-GAIA-INDEX-AWS	12
WW	SaaS	Cohesity Gaia Standard bundle delivered as a service. Includes 100GB of index storage and 10,000 generative answers using a Standard LLM. AWS data plane	Cohesity Gaia bundle delivered as a service on AWS data plane. Semantic index generation of backup data and insights through Generative AI. Pre-paid subscription per 100GB of index storage (back end) and 10,000 generative answers using a Standard LLM. Includes 1 AWS region. Premium support	7S1H0090WW	SAAS-GAIA-STD-BNDL-AWS	12
WW	SaaS	Cohesity M365 DataProtect Delivered as a Service (1 User) on AWS data plane	Cohesity M365 Delivered as a Service (1 User) on AWS data plane. Backup and recovery of M365 workload. Unlimited retention. Subscription per user. Must be purchased in increments of 10 users. User Band: SM = Up to 1K; MD = 1001-5K; LG = 5001-20K; XL = More than 20K	7S1H003YWW	SAAS-M365-UNL-AWS-LG	12
WW	SaaS	Cohesity M365 DataProtect Delivered as a Service (1 User) on AWS data plane	Cohesity M365 Delivered as a Service (1 User) on AWS data plane. Backup and recovery of M365 workload. Unlimited retention. Subscription per user. Must be purchased in increments of 10 users. User Band: SM = Up to 1K; MD = 1001-5K; LG = 5001-20K; XL = More than 20K	7S1H0041WW	SAAS-M365-UNL-AWS-MD	12

Geo	Type	Product Name	Product Description	Lenovo SKU	Cohesity SKU	Term (Months)
WW	SaaS	Cohesity M365 DataProtect Delivered as a Service (1 User) on AWS data plane	Cohesity M365 Delivered as a Service (1 User) on AWS data plane. Backup and recovery of M365 workload. Unlimited retention. Subscription per user. Must be purchased in increments of 10 users. User Band: SM = Up to 1K; MD = 1001-5K; LG = 5001-20K; XL = More than 20K	7S1H0044WW	SAAS-M365-UNL-AWS-SM	12
WW	SaaS	M365 DataProtect as a service (1 user) add-on; AWS	Cohesity M365 DataProtect delivered as a service (1 user) on AWS data plane. Backup and recovery of M365 workload. Unlimited retention. Pre-paid subscription per user. Up to 80FEGB per user on an average. Up to 3 AWS regions. Premium support	7S1H006AWW	SAAS-M365-UNL-DATACLOUD-AWS	12

Table 6. Cohesity Cloud Services AZURE

Geo	Type	Product Name	Product Description	Lenovo SKU	Cohesity SKU	Term (Months)
WW	SaaS	Cohesity DataProtect delivered as a service (1 BETB) add-on; Azure data plane	Cohesity DataProtect delivered as a service (1 BETB) on Azure data plane. Backup and recovery across on-prem and cloud workloads. Pre-paid subscription per Back End TB. Up to 3 Azure regions (as regions become available). Premium support	7S1H0074WW	SAAS-DPRT-DATACLOUD-AZURE	12
WW	SaaS	FK Warm Tier as a Service (1 BETB) on Azure	Cohesity FK on Azure data plane. Vault data into Cohesity-managed warm tier storage in the cloud. Provides data isolation, anomaly detection, and flexible recovery from ransomware or data loss situations. 30 days retention. Subscription per BETB.	7S1H0067WW	SAAS-FORTKNOX-H-AZURE	12
WW	SaaS	Cohesity Gaia bundle delivered as a service. Includes 100GB of index storage and 5,000 generative answers using an Advanced LLM. Azure data plane	Cohesity Gaia bundle delivered as a service on Azure data plane. Semantic index generation of backup data and insights through Generative AI. Pre-paid subscription per 100GB of index storage (back end) and 5,000 generative answers using an Advanced LLM. Includes 1 Azure region. Premium support	7S1H008NWW	SAAS-GAIA-ADV-BNDL-AZURE	12

Geo	Type	Product Name	Product Description	Lenovo SKU	Cohesity SKU	Term (Months)
WW	SaaS	Cohesity Gaia indexing delivered as a service (1GB of index storage); Azure data plane	Cohesity Gaia indexing delivered as a service on Azure data plane. Semantic index generation of backup data. Pre-paid subscription for 1GB of index storage (back end). Includes 1 Azure region. Premium support	7S1H008RWW	SAAS-GAIA-INDEX-AZURE	12
WW	SaaS	Cohesity Gaia Standard bundle delivered as a service. Includes 100GB of index storage and 10,000 generative answers using a Standard LLM. Azure data plane	Cohesity Gaia bundle delivered as a service on Azure data plane. Semantic index generation of backup data and insights through Generative AI. Pre-paid subscription per 100GB of index storage (back end) and 10,000 generative answers using a Standard LLM. Includes 1 Azure region. Premium support	7S1H008KWW	SAAS-GAIA-STD-BNDL-AZURE	12
WW	SaaS	Cohesity M365 DataProtect Delivered as a Service (1 User) on Azure data plane	Cohesity M365 Delivered as a Service (1 User) on Azure data plane. Backup and recovery of M365 workload. Unlimited retention. Subscription per user. Must be purchased in increments of 10 users. User Band: SM = Up to 1K; MD = 1001-5K; LG = 5001-20K; XL = More than 20K	7S1H0053WW	SAAS-M365-UNL-AZURE-LG	12
WW	SaaS	Cohesity M365 DataProtect Delivered as a Service (1 User) on Azure data plane	Cohesity M365 Delivered as a Service (1 User) on Azure data plane. Backup and recovery of M365 workload. Unlimited retention. Subscription per user. Must be purchased in increments of 10 users. User Band: SM = Up to 1K; MD = 1001-5K; LG = 5001-20K; XL = More than 20K	7S1H0050WW	SAAS-M365-UNL-AZURE-MD	12
WW	SaaS	Cohesity M365 DataProtect Delivered as a Service (1 User) on Azure data plane	Cohesity M365 Delivered as a Service (1 User) on Azure data plane. Backup and recovery of M365 workload. Unlimited retention. Subscription per user. Must be purchased in increments of 10 users. User Band: SM = Up to 1K; MD = 1001-5K; LG = 5001-20K; XL = More than 20K	7S1H004XWW	SAAS-M365-UNL-AZURE-SM	12
WW	SaaS	M365 DataProtect as a service (1 user) add-on; Azure	Cohesity M365 DataProtect delivered as a service (1 user) on Azure data plane. Backup and recovery of M365 workload. Unlimited retention. Pre-paid subscription per user. Up to 80FEGB per user on an average. Up to 3 Azure regions. Premium support	7S1H006DWW	SAAS-M365-UNL-DATACLOUD-AZURE	12

Cohesity Professional Services

This section provides information on Cohesity Installation, Shared and Professional Services available from Lenovo.

Table 7. Cohesity Dedicated Resources

Geo	Type	Product Name	Product Description	Lenovo SKU	Cohesity SKU	Term (Months)
WW	Professional Services	PS Consultant prepaid day rate for engagements (6+ Days)	PS Consultant prepaid daily rate for longer-term engagements (6 Days or more) during business hours. Expires 1 year from PO.	7S1H002CWW	PS-CONSULTANT-BLOCK	N/A
WW	Professional Services	PS Consultant prepaid day rate for engagements under 6 Days	PS Consultant prepaid daily rate for short-term engagements (Less than 6 Days) during business hours. Expires 1 year from PO.	7S1H002DWW	PS-CONSULTANT-DAY	N/A
WW	Professional Services	PS Engineer prepaid day rate for engagements (6+ Days)	PS Engineer prepaid daily rate for longer-term engagements (6 Days or more) during business hours. Expires 1 year from PO.	7S1H002FWW	PS-ENGINEER-BLOCK	N/A
WW	Professional Services	PS Engineer prepaid day rate for engagements (under 6 Days)	PS Engineer prepaid daily rate for short-term engagements (less than 6 Days) during business hours. Expires 1 year from PO.	7S1H002GWW	PS-ENGINEER-DAY	N/A
WW	Professional Services	PS Engineer resident for 1-year onsite engagement	PS Engineer resident for 1-year onsite engagement	7S1H002WWW	PS-RESIDENT-1YRS	N/A
WW	Professional Services	PS Engineer resident for 6-month onsite engagement	PS Engineer resident for 6-month onsite engagement.	7S1H002XWW	PS-RESIDENT-6MOS	N/A

Table 8. Cohesity Installation Services

Geo	Type	Product Name	Product Description	Lenovo SKU	Cohesity SKU	Term (Months)
WW	Professional Services	Cloud Service deploy, install, config SaaS connectors, recover, validate	PS Deployment of Cohesity Cloud Services offering includes: Kick-off, Onboard & Tour, Verify Account, Select Region & Encryption Method, Review Super Admin User Account, Helios Dashboard & Feature Tour, SaaS Connector Management, Review Available Helios Reporting, Installation and Configuration of SaaS connectors, On-premise workload integration, and Recovery Validation	7S1H002EWW	PS-CCS-DEPLOY	N/A
WW	Professional Services	Deploy & configure DataHawk onto existing physical cluster.	Validate license; Upgrade (1) cluster to req'd OS. Install software/configure upto 2 App nodes. Configure DataHawk, validate Data Sensitivity sources; Initiate Threat Scan; Configure (1) FK vault; Review GUI & Best Practice. Expires 180 days from PO.	7S1H006HWW	PS-DATAHAWK-DEPLOY	N/A
WW	Professional Services	FortKnox deploy, install, config, create quorum, validate	Kick-off call, Pre-Integration Planning, Verification of Account access to Helios, Helios Guided Tour, Upgrade to required Cohesity version for FortKnox, Creation of Cloud Vaults, Selection of Region and Encryption Key Management System, Create Quorum Groups for recovery, Reporting, Recovery Validation	7S1H005GWW	PS-FORTKNOX	N/A
WW	Professional Services	End-of life hardware replacement, 1 chassis, up-to-4 nodes	End-of life hardware replacement, 1 chassis, up-to-4 nodes	7S1H0057WW	PS-HW-REFRESH	N/A
WW	Professional Services	Install one cluster (25-48 nodes). Cohesity software only.	Install one cluster (25-48 nodes). Cohesity software installation only. Ensure readiness to configure jobs. Installs must be same site. Expires 180 days from PO.	7S1H002HWW	PS-INSTALL-LG-CLUS	N/A
WW	Professional Services	Install one cluster (9-24 nodes). Cohesity software only.	Install a single cluster (9-24 nodes) Cohesity software installation only on physical hardware, OR 3 nodes of Cloud Edition (XL nodes). Ensure readiness to configure jobs. Pre-billed and expires 180 days from PO.	7S1H002JWW	PS-INSTALL-MD-CLUS	N/A

Geo	Type	Product Name	Product Description	Lenovo SKU	Cohesity SKU	Term (Months)
WW	Professional Services	Install one cluster (3-8 nodes) Cohesity software only.	Install a single cluster (3-8 nodes) Cohesity software installation only on physical hardware, Virtual Edition, or CloudEdition (3 - SM, MD, LG nodes only). Ensure readiness to configure jobs. Pre-billed and expires 180 days from PO.	7S1H002KWW	PS-INSTALL-SM-CLUS	N/A
WW	Professional Services	Install one cluster (49-72 nodes). Cohesity software only.	Install one cluster (49-72 nodes). Cohesity software installation only. Ensure readiness to configure jobs. Installs must be same site. Expires 180 days from PO.	7S1H002LWW	PS-INSTALL-XL-CLUS	N/A
WW	Professional Services	Install one cluster (3-8 nodes), create backups - up to 3 workloads	Install one cluster (3-8 nodes) Cohesity software only. Create backup jobs for up to 3 workloads - limited scope. See Terms & Conditions for additional details. Priced per site. Service days must be consecutive business days. Pre-billed and expires 180 days from PO.	7S1H002NWW	PS-JUMPSTART-SM	N/A
WW	Professional Services	Addition of up to 4 nodes to an existing cluster.	Addition of up to 4 nodes to an existing cluster. Includes preparation and configuration of 3rd party nodes, imaging nodes with desired release and validation that nodes are communicating across cluster and network. Expires 180 days from PO.	7S1H002SWW	PS-NODE-ADD	N/A
WW	Professional Services	Creation of backup jobs for up to 4 workloads (LARGE Tier).	Creation of backup jobs for up to 4 supported workloads (LARGE Tier). See Terms & Conditions for additional details. Priced per site. Requires purchase of installation SKU. Service days must be consecutive business days. Expires 180 days from PO.	7S1H0047WW	PS-QCKSTART-LG	N/A
WW	Professional Services	Creation of backup jobs for up to 4 workloads (MEDIUM Tier).	Creation of backup jobs for up to 4 supported workloads (MEDIUM Tier). See Terms & Conditions for additional details. Priced per site. Requires purchase of installation SKU. Service days must be consecutive business days. Expires 180 days from PO.	7S1H0048WW	PS-QCKSTART-MD	N/A

Geo	Type	Product Name	Product Description	Lenovo SKU	Cohesity SKU	Term (Months)
WW	Professional Services	Creation of backup jobs for up to 4 workloads (SMALL Tier).	Creation of backup jobs for up to 4 supported workloads (SMALL Tier). See Terms & Conditions for additional details. Priced per site. Requires purchase of installation SKU. Service days must be consecutive business days. Expires 180 days from PO.	7S1H0049WW	PS-QCKSTART-SM	N/A
WW	Professional Services	Remote Deployment Service for One (1) QStar Archive Manager	Remote Deployment Service for One (1) QStar Archive Manager for Cohesity Software	7S1H006GWW	PS-QSTAR-DEPLOY	N/A
WW	Professional Services	Add 5 clusters to PS-SECURITY-BASE SKU	Add up-to-5 clusters to existing PS-SECURITY-BASE Service Scope.	7S1H0059WW	PS-SECURITY-BASE-ADDON	N/A
WW	Professional Services	Deploy Site Continuity on primary and secondary cluster	Deploy & configure Site Continuity on (1) prod and (1) DR cluster; backup/replication; DR plans; test, failover/failback for 50 VMs; review UI and best practices. Remote delivery ONLY. Pre-billed and expires 180 days from PO. Installation NOT included.	7S1H007CWW	PS-SITECON-DEPLOY-MD	N/A
WW	Professional Services	Deploy Site Continuity on primary and secondary cluster	Deploy & configure Site Continuity on (1) prod and (1) DR cluster; backup/replication; DR plans; test, failover/failback for 10 VMs; review UI and best practices. Remote delivery ONLY. Pre-billed and expires 180 days from PO. Installation NOT included.	7S1H007BWW	PS-SITECON-DEPLOY-SM	N/A
WW	Professional Services	Install one file management cluster (25-48 nodes), software only.	Install one file management cluster (25-48 nodes), Cohesity software only. Create views, and mount points. Integrate S3, and Active Directory. Limited scope, see Terms & Conditions for additional details. Priced per site. Service days must be consecutive business days. Pre-billed and expires 180 days from PO.	7S1H002ZWW	PS-SMART-START-LG	N/A

Geo	Type	Product Name	Product Description	Lenovo SKU	Cohesity SKU	Term (Months)
WW	Professional Services	Install one file management cluster (9-24 nodes), software only.	Install one file management cluster (9-24 nodes), Cohesity software only. Create views, and mount points. Integrate S3, and Active Directory. Limited scope, see Terms & Conditions for additional details. Priced per site. Service days must be consecutive business days. Pre-billed and expires 180 days from PO.	7S1H0030WW	PS-SMART-START-MD	N/A
WW	Professional Services	Install one file management cluster (3-8 nodes), software only.	Install one file management cluster (3-8 nodes), Cohesity software only. Create views, and mount points. Integrate S3, and Active Directory. Limited scope, see Terms & Conditions for additional details. Priced per site. Service days must be consecutive business days. Pre-billed and expires 180 days from PO.	7S1H0031WW	PS-SMART-START-SM	N/A
WW	Professional Services	Install one file management cluster (49-72 nodes), software only.	Install one file management cluster (49-72 nodes), Cohesity software only. Create views, and mount points. Integrate S3, and Active Directory. Limited scope, see Terms & Conditions for additional details. Priced per site. Service days must be consecutive business days. Pre-billed and expires 180 days from PO.	7S1H0032WW	PS-SMART-START-XL	N/A

Table 9. Cohesity Other Professional Services

Geo	Type	Product Name	Product Description	Lenovo SKU	Cohesity SKU	Term (Months)
WW	Professional Services	Cluster Health Check on up-to 2 clusters, 4 workloads.	Professional Services Cluster Health Check includes cluster configuration, release and patch version, networking, fault tolerance, storage domain and data protection workload configuration. Remote delivery only. Pre-billed and expires 180 days from PO.	7S1H0083WW	PS-CLUS-HEALTH	N/A

Geo	Type	Product Name	Product Description	Lenovo SKU	Cohesity SKU	Term (Months)
WW	Professional Services	Migrate SMB/NFS data from Isilon/NetApp/Generic NAS to Cohesity (LARGE Tier)	Migrate SMB/NFS data from Isilon/NetApp/Generic NAS to Cohesity (LARGE Tier). Register source workloads, configure data protection, backup jobs and replication. Pre-billed and expires 180 days from PO. Includes cutover testing, execution, verification and TOI.	7S1H002PWW	PS-NAS-FILEMIGRATE-LG	N/A
WW	Professional Services	Migrate SMB/NFS data from Isilon/NetApp/Generic NAS to Cohesity (MEDIUM Tier)	Migrate SMB/NFS data from Isilon/NetApp/Generic NAS to Cohesity (MEDIUM Tier). Register source workloads, configure data protection, backup jobs and replication. Pre-billed and expires 180 days from PO. Includes cutover testing, execution, verification and TOI.	7S1H002QWW	PS-NAS-FILEMIGRATE-MD	N/A
WW	Professional Services	Migrate SMB/NFS data from Isilon/NetApp/Generic NAS to Cohesity (SMALL Tier)	Migrate SMB/NFS data from Isilon/NetApp/Generic NAS to Cohesity (SMALL Tier). Register source workloads, configure data protection, backup jobs and replication. Pre-billed and expires 180 days from PO. Includes cutover testing, execution, verification and TOI.	7S1H002RWW	PS-NAS-FILEMIGRATE-SM	N/A
WW	Professional Services	Security health check and recommendations on up to 5 clusters	Professional Services Security Health Check and analysis. Includes cluster, security and cybersecurity health checks, scored findings and remediation recommendations on up to 5 clusters. Pre-billed and expires 180 days from PO.	7S1H002YWW	PS-SECHLTHCHK	N/A

Geo	Type	Product Name	Product Description	Lenovo SKU	Cohesity SKU	Term (Months)
WW	Professional Services	Qtrly SecHlthChk, up to 5 clusters + cyber event support	Quarterly PS Security Health Check analysis and report on up-to-5 clusters. Includes health checks, scored findings and recommendations,and limited cyber-event cluster recovery services on up to 5 clusters. See Terms & Conditions. Pre-billed and expires 365 days from PO.	7S1H0058WW	PS-SECURITY-BASE	N/A

Table 10. Cohesity Shared Resources

Geo	Type	Product Name	Product Description	Lenovo SKU	Cohesity SKU	Term (Months)
WW	Support	Regional TAM + Designated SRE - Shared resources for 1-year engagement	Regional TAM + Designated SRE - Shared resources for 1-year engagement. Operates during local business days/hours.	7S1H0024WW	CS-PLATINUM-1YR	12
WW	Support	Regional TAM + Designated SRE - Shared resources for 1-year engagement	Regional TAM + Designated SRE - Shared resources for 1-year engagement. Operates during local business days/hours.	7S1H0085WW	CS-PLATINUM-2YR	N/A
WW	Support	Regional TAM + Designated SRE - Shared resources for 3-year engagement	Regional TAM + Designated SRE - Shared resources for 3-year engagement. Operates during local business days/hours.	7S1H0025WW	CS-PLATINUM-3YR	36
WW	Support	Regional TAM + Designated SRE - Shared resources for 1-year engagement	Regional TAM + Designated SRE - Shared resources for 1-year engagement. Operates during local business days/hours.	7S1H0086WW	CS-PLATINUM-4YR	N/A
WW	Support	Regional TAM + Designated SRE - Shared resources for 5-year engagement	Regional TAM + Designated SRE - Shared resources for 5-year engagement. Operates during local business days/hours.	7S1H0026WW	CS-PLATINUM-5YR	60
WW	Support	Regional Technical Account Manager - Shared resources for 1-year engagement	Regional Technical Account Manager - Shared resources for 1-year engagement. Operates during local business days/hours.	7S1H0028WW	CS-TAM-1YR	12
WW	Support	Regional Technical Account Manager - Shared resources for 3-year engagement	Regional Technical Account Manager - Shared resources for 3-year engagement. Operates during local business days/hours.	7S1H0029WW	CS-TAM-3YR	36

Geo	Type	Product Name	Product Description	Lenovo SKU	Cohesity SKU	Term (Months)
WW	Support	Regional Technical Account Manager - Shared resources for 5-year engagement	Regional Technical Account Manager - Shared resources for 5-year engagement. Operates during local business days/hours.	7S1H002AWW	CS-TAM-5YR	60

Cohesity Training

This section provides information on available Cohesity Training.

Table 11. Cohesity Classes

Geo	Type	Product Name	Product Description	Lenovo SKU	Cohesity SKU	Term (Months)
WW	Training	Access to up to 12 virtual instructor-led class and interactive eCourse(s) for one (1) individual up to one (1) year	Access to entire curriculum (up to 12 virtual instructor-led or eCourse) for one (1) individual for one (1) year. Contact academy@cohesity.com for a schedule of course offerings. Access to labs for one year. Expires 365 days from PO	7S1H005FWW	TR-ALLACCESSPASS-1C	N/A
WW	Training	Two (2) day instructor-led onsite class dedicated to single company (1-12 students)	Two (2) day dedicated instructor-led onsite class for up to 12 students. Includes access to hands-on labs. For a single company at a single customer-provided site on consecutive days. Contact academy@cohesity.com to schedule. Expires 365 days from PO.	7S1H0039WW	TR-SITECLASS-2DY	N/A
WW	Training	Three (3) day instructor-led onsite class dedicated to single company (1-12 students)	Three (3) day dedicated instructor-led onsite class for up to 12 students. Includes access to hands-on labs. For a single company at a single customer-provided site on consecutive days. Contact academy@cohesity.com to schedule. Expires 365 days from PO.	7S1H003AWW	TR-SITECLASS-3DY	N/A
WW	Training	Four (4) day instructor-led onsite class dedicated to single company (1-12 students)	Four (4) day dedicated instructor-led onsite class for up to 12 students. Includes access to hands-on labs. For a single company at a single customer-provided site on consecutive days. Contact academy@cohesity.com to schedule. Expires 365 days from PO.	7S1H003BWW	TR-SITECLASS-4DY	N/A

Geo	Type	Product Name	Product Description	Lenovo SKU	Cohesity SKU	Term (Months)
WW	Training	Five (5) day instructor-led onsite class dedicated to single company (1-12 students)	Five (5) day dedicated instructor-led onsite class for up to 12 students. Includes access to hands-on labs. For a single company at a single customer-provided site on consecutive days. Contact academy@cohesity.com to schedule. Expires 365 days from PO.	7S1H003CWW	TR-SITECLASS-5DY	N/A
WW	Training	One (1) day instructor-led virtual webinar class dedicated to single company (1-12 students)	One (1) day dedicated buy-out instructor-led virtual online webinar class for up to 12 students. Includes access to hands-on labs. For a single company. Contact academy@cohesity.com to schedule. Expires 365 days from PO.	7S1H0038WW	TR-VIRTCLASS-1DY	N/A
WW	Training	One (1) student seat for one (1) day of instruction in an instructor-led online webinar class or interactive eCourse.	One (1) student seat for one (1) day of instruction in an instructor-led virtual online webinar class or interactive eCourse. Contact academy@cohesity.com for a schedule of course offerings. Expires 365 days from PO.	7S1H0037WW	TR-VIRTSEAT-1DY	N/A

Cohesity Data Cloud Licensing Summary

The following figure shows the Cohesity Data Cloud licensing and software subscriptions currently available.

	Cohesity Data Cloud Bundles (core, enterprise)	Cohesity Software Services (Customer/Partner-managed)				Cohesity Cloud Services (Cohesity-managed)					
		DataProtect	SmartFiles	Replica	Archive	DataProtect as a Service	FortKnox	Threat Protection	Data Classification	Site Continuity	Gaia
License Model	Subscription	Subscription Consumption*	Subscription Consumption*	Subscription Consumption*	Subscription Consumption*	As-a-Service Subscription Consumption*	As-a-Service Subscription	As-a-Service Subscription	As-a-Service Subscription	As-a-Service Subscription	As-a-Service Subscription
Minimum Terms	1 Year	1 Year	1 Year	1 Year	1 Year	1 Year	1 Year	1 Year	1 Year	1 Year	1 Year
License Measure	BETB	BETB	BETB	BETB	BETB	BETB Users (M365, Entra ID)	BETB	BETB	BETB	BETB	BEGB & # of Generative Answers
Storage / Data Plane	—	—	—	—	—	AWS / Azure (Entra ID**)	AWS / Azure	—	—	—	AWS / Azure

BETB: Back-end capacity-based offering
*Consumption based pricing is available under PPU program or AWS marketplace; contact your sales account manager for more details
**Entra ID is available only on azure

Figure 3. Cohesity Data Cloud Licensing Summary.

Promo Terms & Conditions

Promos are with Enterprise Edition for 1 year only - Cohesity has the right to delete the customer data if the product is not renewed after the promo ends (within the standard grace period).

Promo is one time and not extendable at renewal.

Promo is only for customers with no existing vaulting or data insights entitlements.

Promo offered only once per SFDC account – multiple purchases by the same SFDC account will not be eligible for multiple promos.

Only one promo option per customer. 200 TB Cyber Vaulting capacity is not allowed to be split between warm/cold storage and/or AWS/Azure data planes. Same applies to Data Insights.

DataProtect

Cohesity's converged backup and recovery software that provides instant mass restore, asynchronous replication and continuous data protection among other features.

The following table lists the DataProtect licensing.

Table 12. DataProtect

Licensing Model	Subscription	Subscription SKU	Included
Minimum Terms	1 Year	Sold thru Partners and AWS/Azure/Google Marketplace • SVC-DATAPROTECT	DataPlatform Helios Platform CloudArchive Cloud Snapshot Manager CloudSpin Cloud Archive Direct (CAD) Office 365
License Measure	BETB*	Sold thru Partners and AWS/Azure/Google Marketplace • PPU-SVC-DATAPROTECT	

* The following are offered in BETB:

- Unlimited use of CloudArchive, CloudSpin and Cloud Snapshot Manager
- Supports multiprotocol Views with NFS, SMB, S3
- Each 1 BETB of this license may be used either for the purpose of 1 BETB of standard adapter-based backups OR 4 BETB of CAD
- Archive to tape requires a separate QStar license
- If replicating from DataProtect to elsewhere, purchase a corresponding Replica Service license for the replicated data

SmartFiles

SmartFiles is Cohesity's file and object services with integrated data management applications. Appropriate for file shares, object stores, actively-used archives, backup targets, and application dumps.

The following table lists the SmartFiles licensing.

Table 13. SmartFiles

Licensing Model	Subscription	Subscription SKU	Included
Minimum Terms	1 Year	Sold thru Partners • SVC-SMARTFILES	DataPlatform Helios Platform Cloud Archive
License Measure	BETB*	Sold thru Partners • PPU-SVC-SMARTFILES	

* The following are offered in BETB:

- Supports multiprotocol Views with NFS, SMB, S3, and/or Swift
- Unlimited Cloud Archive
- Supports external NAS tiering

Replica

Replica can be used for the following:

- The replication target cluster—for data backed up with DataProtect
- Restore and clone from backup or CDP requires DataProtect or SmartFiles license.

The following table lists the Replica licensing.

Table 14. Replica

Licensing Model	Subscription	Subscription SKU
Minimum Terms	1 Year	Sold thru Partners • SVC-REPLICA
License Measure	BETB*	Sold thru Partners • PPU-SVC-REPLICA

* There must be a corresponding DataProtect license for the primary copy of data for backup use case

Archive

Archive Service is a basic file or object storage service for the storage of cold, inactive data. Appropriate for use cases such as cold archives and video surveillance.

The following table lists the Archive licensing.

Table 15. Archive

Licensing Model	Subscription	Subscription SKU
Minimum Terms	1 Year	Sold thru Partners • SVC-ARCHIVE
License Measure	BETB*	Sold thru Partners • PPU-SVC-ARCHIVE

* Supports uni-protocol views with NFS, SMB or S3

General Licensing FAQs

Additional information about Lenovo resale of Cohesity products.

Q: A customer has both perpetual and subscription self-managed products. How is license consumption calculated?

A: License consumption is aggregated across subscription SKUs and perpetual SKUs and shown under the SUB SKUs in Helios license dashboard.

Q: A customer has both the SUB and SVC SKUs under their entitlement. How is license consumption calculated?

A: License consumption is calculated by applying a pecking order where the usage is first attributed to SVC SKUs and then SUB SKUs. Overages are attributed to SVC SKUs after all entitlement quantities are consumed.

Q: A customer has SUB, SVC, and PPU SKUs under their entitlement. How is license consumption calculated?

A: License consumption is calculated by applying a pecking order, where the usage is first attributed to SVC SKUs and then SUB SKUs. Overages are attributed to PPU SKUs after all entitlement quantities are consumed.

Q: Are subscription licenses tied to specific clusters in an account?

A: No, subscription licenses are entitled at the account level and are applicable for all clusters under a given account.

Q: Are there any trial licenses for Cohesity Data Cloud bundles?

A: No, however customers can request a trial license for each individual SaaS product.

Q: I need to protect my M365 workloads only. What license should I purchase?

A: You can purchase per-user licensing in the appropriate user band (SAAS-M365-UNL).

Q: I have both M365 and Non-M365 workloads to be protected. What license should I purchase?

A: You should purchase capacity-based licensing (SAAS-DPRT-AWS or SAAS-DPRT-AZURE) for Non-M365 workloads, and per-user licensing (SAAS-M365-UNL-AWS or SAAS-M365-UNL-AZURE) for M365 workloads.

Q: Can I purchase capacity-based licensing for Entra ID?

A: No. Only per-user licensing is allowed for Entra ID. Note that Entra ID is supported only on Azure.

Q: Can I move data from FortKnox warm storage to cold storage? What are the licensing implications?

A: There is no direct tiering supported. Customers can stop vaulting to warm storage and start vaulting to cold storage by purchasing a cold storage entitlement. Customer will need to have entitlements to both products during transition period.

Q: Is there a trial license for FortKnox cold storage?

A: No. The functionality between FortKnox warm and cold tiers is similar, with the only difference being lower SLA to recovery and longer retention on FortKnox cold tier.

Q: Why am I not seeing the following SKUs in the list of SKUs for DataProtect-as-a-Service?

SAAS-DPRT-30, SAAS-DPRT-30-AWS, SAAS-DPRT-FLEX, SAAS-RET-FLEX, SAAS-DPRT-FLEX-AWS,

SAAS-RET-FLEX-AWS

A: The above SKUs can no longer be quoted, except for existing customer amendment or expansion scenarios. All customers should move to the new BETB-based SKU at the point of renewal.

Cohesity Data Cloud Licensing Policies

This section provides information on Cohesity Data Cloud Licensing Policies.

Cohesity-Managed Cloud Products:

- For M365 workload, customers can purchase either the BETB SKU or the per-user SKU but not both.
- For Entra ID workload, customers can only purchase the per-user SKU; no BETB option is available.
- ThreatProtection, FortKnox, DataClassification, and SiteContinuity cannot be purchased with DataProtect-as-a-Service.

Cohesity Data Cloud Bundles:

- All products within a Cohesity Data Cloud bundle need to be licensed at the same capacity.
- Customers can purchase different Cohesity Data Cloud packages on the same contract (e.g., 50TB of Core edition & 100TB of Enterprise edition).
- If customer requires additional capacity for one or more of the capabilities within the bundle, they should purchase additional bundle licenses (Enterprise edition or the upgrade SKU).

Additional Resources

Useful resources:

- Cohesity DataProtect overview:
  https://www.cohesity.com/platform/dataprotect/

- Cohesity SmartFiles overview:
  https://www.cohesity.com/platform/smartfiles/

- Cohesity Archive overview:
  https://www.cohesity.com/solutions/long-term-retention-and-archival/

- Cohesity Replica overview:
  https://www.cohesity.com/solutions/data-replication/

- Cohesity DataProtect as a Service overview:
  https://www.cohesity.com/platform/dataprotect-as-a-service/

- Cohesity ThreatProtection overview:
  https://www.cohesity.com/platform/threat-protection/

- Cohesity DataClassification overview:
  https://www.cohesity.com/platform/data-classification/

- Cohesity FortKnox overview:
  https://www.cohesity.com/platform/fortknox/

- Cohesity Gaia overview:
  https://www.cohesity.com/solutions/ai-conversational-search/

- Lenovo Press solution briefs and validated guides:
  https://lenovopress.lenovo.com

- Cohesity and Lenovo:
  https://www.cohesity.com/partners/lenovo/

- Cohesity data security and management multicloud:
  https://www.lenovo.com/content/dam/lenovo/dcg/global/en/alliances/cohesity/modern-data-security-and-management-with-lenovo-cohesity-nutanix.pdf?refId=d443ec6b-e97c-44a3-9bbe-931da27fb3f9

- Cohesity enhances cyber resilience:
  https://www.lenovo.com/content/dam/lenovo/dcg/global/en/alliances/cohesity/ai-powered-cyber-resilience-with-lenovo-and-cohesity.pdf?refId=6187d50f-fe98-44eb-951f-e8a553425d25

- Cohesity and Lenovo partnership:
  https://www.youtube.com/watch?v=OSA-yzat2ZY

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