

# Top Reasons Veritas NetBackup Beats Cohesity

Veritas NetBackup™ 9.1 vs. Cohesity™ DataPlatform 6.6.

## Summary

### More predictable TCO that makes sense

Mature Disaster Recovery (DR) orchestration is included in the Veritas NetBackup license and enables customers to reuse their existing array and database replication investment. This capability offers better ROI, reduced downtime in case of a disaster and better automation during DR. With NetBackup, customers can reduce cloud costs by 50 percent compared to Cohesity's long-term retention costs and reduce OpEx costs by 50 percent versus performance-driven Cohesity configurations while avoiding software license charges for replicated backup copies. This NetBackup advantage translates to better ROI consolidation for customers.

### Proven recovery from ransomware attacks

Proven on-prem, cloud, and SaaS multi-petabyte scale with a continuous three-year 100 percent ransomware recovery rate delivers better ransomware recovery reliability. Multi-layered Veritas security offers better protection of backups against ransomware and human errors. With the new instant rollback recovery features in NetBackup 9.1, recovery from ransomware or other mishaps is faster than ever.

### Hybrid-cloud DNA

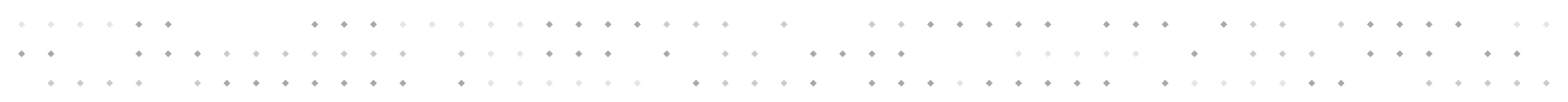
Veritas is the perfect companion for hybrid-cloud implementations because it is part of the solution's DNA and includes the ability to optimize cloud storage and compute costs with right-sized cloud deployments, abstract multi-cloud complexity with cloud intelligent policies and deliver simpler and broader SaaS workload coverage.

### Minimal-risk choice

Veritas is the choice of 15 of the 15 largest telecom, 20 of the 20 largest healthcare and 10 of the 10 largest pharmaceutical companies. An exemplary track record of 30+ years of experience and rigorous quality checks along with the ability to protect data from the core to the edge and the cloud make Veritas the obvious choice with the least possible risk.

### Legacy trust and innovation without complexity

From NetBackup 9 onwards, Veritas added software-defined scale-out capability implemented by the latest NetBackup Flex Scale hyperconverged scale-out Appliances, thereby help eliminating complexity from deployment and capacity expansions.



## Top Reasons Veritas NetBackup 9.1 Beats Cohesity DataPlatform 6.6



### Cost – Manage cloud costs better

Public cloud transitions come with a conscious responsibility to optimize resource use given the method used by public cloud service providers for billing. The last thing customers need is a starting footprint of a three-node cluster, which may be a larger footprint than necessary. Veritas, on the other hand, offers cloud deployments with a variable-size footprint. Another issue with Cohesity's rigid architecture is that its storage is hard dependent on block storage for primary backup storage. Although Cohesity started as a secondary storage solution and not a data protection solution, NetBackup, in comparison, was created as a data protection solution, thus avoiding hard dependencies on underlying storage types.



### Cost – Avoid third-party tool costs and configurations

For even basic use cases such as tape archival, granular recovery and bare metal recovery, Cohesity customers must learn third-party tools, deploy additional Windows servers and learn complex recovery workflows. With Veritas, there is no need to step outside NetBackup and no need for third-party tools, additional licenses or more paid apps from the marketplace.



### Cost – Reduce footprint, consolidate more

NetBackup Flex and NetBackup Flex Scale Scale-Out Appliances consolidate backup infrastructure and reduce OpEx costs better than Cohesity. A sizable deployment of NetBackup Flex Scale can cut your power/cooling bills in half while needing 10 percent less floor space and 4X less network. With Cohesity performance driving configurations, you can say goodbye to consolidation initiatives in terms of footprint, power use and costs. For Cohesity, it is critical to consider the licensing and footprint impact of even the 10 percent variation between the actual deduplication ratio vs. the promised deduplication ratio.



### Cost – Unmatched, integrated, inclusive orchestration

NetBackup resiliency functionality has been available in NetBackup without additional licensing to enable DR orchestration. NetBackup resiliency supports many strategic sources and destinations with complete DR orchestration that goes beyond VMware. Customers have the choice of using backup-based replication, continuous replication, array replication and database replication methods, depending on their service-level objective (SLO) and varying RPO requirements. NetBackup also offers the ability to assign multiple SLOs on the same VMware assets, avoiding a forced choice of the most aggressive SLO. With the ability to insert code as an object in a ransomware recovery plan and rehearsal, customers can inject malware scanning by any product they choose. And because customers can leverage their existing array and database replication with NetBackup resiliency, they get better ROI and a TCO that makes sense. Cohesity, on the other hand, requires a separate license for site continuity, which only supports VMware on-prem-to-on-prem failover.



### Ransomware Recovery – Proven in multiple environments

Given its large customer base and the current climate for ransomware attacks, Veritas cannot claim none of its customers was ever threatened with ransomware. The more important question to ask, however, is how many of them were able to have their data restored without paying the ransom? If you know the answer, you'll stop looking at any other vendor. Veritas has proven ransomware recovery in multiple environments in addition to proven recovery at scale in large enterprises, acknowledged by analysts. It is important to note that Veritas has proven the ability to handle petabyte-scale for on-prem, cloud and SaaS deployments. Enterprise customers don't have to accept a vendor that may be proven in one environment but may not be proven in another environment. In essence, with other available complementary Veritas products, Veritas provides one-click unified recovery orchestration across multiple recovery tiers—a unique capability in the industry.



### **Ransomware Resiliency - Instant rollback recovery**

NetBackup 9.1 is a release of multiple innovations. Until now, it was possible to have incremental backups using NetBackup accelerator technology. With NetBackup 9.1, customers can trust Veritas to surgically restore only changed data directly onto VMs from backup to make the recovery from ransomware “an instant rollback.” And you don’t need to shut down your VMs for instant rollback recovery—NetBackup takes care of shutting down and powering those VMs back post-recovery. Remember that selective rollback of data is always going to be more efficient than complete overwrite or movement of VMs post-instant recovery. It’s as if you can UNDO the bad changes done by ransomware. Unbelievable, right? Well, it’s possible, and it’s here today. This is what Veritas innovation looks like.



### **Ransomware Resiliency - Secure OST, appliance, cloud and SaaS solutions**

In our changing world, customers have made significant moves in the remote working environment and cloud, almost in the blink of an eye. Unfortunately, this trend also means many customers may have overlooked some important aspects, unless they had not been both trained and careful. For instance, in today’s remote world, the Zero Trust policy for security is one of the safest. Zero Trust is a security concept centered on the belief that organizations should not automatically trust anything inside or outside their perimeters. Adhering to this policy, NetBackup Appliances are equipped with built-in Intrusion Prevention and Detection. Veritas purpose-built backup appliances not only protect immutability at the storage and software level but also help ensure that no external backdoors such as BIOS and vulnerable external clocks are left open. NetBackup 9.1 brings immutability to the cloud with support for S3 object locks to add to existing Open Storage Target-based third-party immutable storage support and built-in tape support. If customers want to use tape in their “3-2-1” backup strategy, they are forced by Cohesity to deploy a third-party tool on a separate server, which adds to the ransomware attack surface. Although Cohesity offers immutability in the cloud within its cloud cluster, a backdoor still exists. Specifically, Cohesity cloud clusters can be deleted by running CLIs outside the cluster. In comparison, data within S3 with object lock set in Compliance mode is a more secure solution because the lock cannot be removed by any user, including the root or admin account. NetBackup SaaS Protection offers built-in immutable storage and is deployed in a single-tenant environment to offer better security and zero “noisy neighbor” problem, something large enterprises desire. It makes sense to go with a vendor solution that features the least possible manual steps and the best possible security, and it should be evident by now that Veritas is the one offering such a solution.

Remember that ransomware has no sympathy towards back doors left open due to human errors.



### **Cloud Champion - Hybrid cloud in the DNA**

When it comes to proliferation, NetBackup 9.1 along with its inclusive and comprehensive DR orchestration is unique in the industry. With multiple cloud sources including Azure, Azure Stack as source and AWS, Azure including AWS GovCloud (US) and Azure Government as destinations, customers won’t feel compelled to rely on one cloud or the other and can avoid the risk of cloud vendor lock-in. When it comes to cloud tiering, NetBackup 9.1 covers different tiers of AWS and Azure, including Glacier and Azure Archive. With cloud intelligent policies and Kubernetes-native data protection, hybrid-cloud functionality is in NetBackup’s DNA of helping eliminate hybrid-cloud complexities. Customers have praised NetBackup 9.1 Kubernetes support as “impressive,” given NetBackup 9.1 is the first version to support Kubernetes-native data protection for production environments, which is aligned to the DevOps model. Note that for Veritas, this support is generally available in NetBackup 9.1, unlike Cohesity’s Kubernetes support, which is not ready for production deployment. Also, for those customers still in the middle of their hybrid-cloud journey, NetBackup resiliency covers most combinations of physical-to-virtual, virtual-to-cloud and physical-to-cloud built-in conversions, instead of just covering virtual-to-cloud conversions. Everything is included in the NetBackup license. For Cohesity, customers must pay additional licensing fees for site continuity, which only supports VMware on-prem-to-on-prem failover.



### **Cloud Companionship - Better optimization**

The Cohesity cloud solution starts with a heavy footprint, and although it is easy to scale out, it may not be easy to scale back. Elasticity is a key solution feature to provide maximum business flexibility. This is one of the drawbacks of scale-out-only and appliance-only solutions. If Cohesity is positioning its data management as a service (DMaaS) offering, be sure to read the FAQ. You'll find that although its appliance and data platform is sold with back-end (BETB) capacity licensing, Cohesity DMaaS licensing is based on front-end (FETB) capacity. This fact raises several questions. Is it because Cohesity's design is not optimized for the cloud and to sustain cloud costs it must require additional fees? Is it also because its multi-tenancy implementation somehow prevents Cohesity from using the solution efficiently in "as a service" deployments? The shift from BETB to FETB may also raise questions about Cohesity's overall financial stability. Whichever may be the answer, it may come as a sticker shock for customers subscribing to Cohesity's DMaaS.



### **Cloud Companionship - Comprehensive, cost-effective SaaS workload support**

Veritas has a SaaS solution that covers more workloads than Cohesity's solution, including Microsoft 365, Google Drive, Slack and Box workloads. Cohesity's SaaS workload support begins and ends at Microsoft 365. Cohesity forces customers to store Microsoft 365 backup on its data platform for both primary and backup copies while allowing only archived backups to be stored in cloud storage, which is provided by customers. With NetBackup SaaS protection, customers don't need to provide any on-prem or cloud resources. Although Cohesity notes there are no egress charges for backing up Microsoft 365 data on the Cohesity data platform, customers must consider the network bandwidth needed to support backup of large-scale Microsoft 365 environments. Because the minimum-footprint Cohesity cloud edition requires three nodes, it may be an overkill solution just for Microsoft 365 backups. Cohesity DMaaS could have been an alternative solution if it wasn't missing key features like agentless granular email recovery from a mailbox, granular file recovery from One Drive and backups of Teams channel conversations. For Cohesity customers, the choice is between wasting valuable resources for Microsoft 365 protection or waiting for DMaaS to come to par with the traditional data platform. Instead, NetBackup SaaS protection is a better choice, given its maturity.



### **Lower Risk - One of the most trusted solutions**

Although data center consolidation is important, customers need a trustworthy solution to receive the benefits of consolidation. In this era of 5G technology, Veritas is the choice of the 15 largest telecom, the 20 largest healthcare and the 10 largest pharmaceutical companies. It's probable that the same companies you rely on to get your integral products and services also rely on Veritas one way or the other. Veritas practices rigorous quality control and performs four different security scans before it releases new versions. Given this approach, the smart and safe choice is Veritas innovation over Cohesity's legacy scale-out solution.



### **Lower Risk - Authority to operate in the public sector**

It is well-known that the public sector faces stringent compliance and regulation requirements. The dedicated Veritas Public Sector Product Compliance Program provides a system so these agencies can work with Veritas seamlessly, confidently and quickly. Veritas has always been and remains highly focused on the public sector space. Veritas solutions and tools can help you satisfy procurement requirements, including FAR/DFARS awareness, Section 508 VPAT, Foreign Ownership, Control, or Influence compliance, the Trade Agreements Act and operational requirements and/or certification programs for DISA STIG, AWS GovCloud, AWS C2S, Azure Government Cloud, NIST SP 800-53, NIST SP800-37, RMF, ICD 503, NIST 800-171, FIPS 140-2, IPv6/USGv6, Energy Star Certified, Verified U.S. Support, Common Criteria and the DSCA Agreement. Because of Cohesity's many third-party dependencies for a total solution, public sector customers will need additional verification these third-party vendors also meet regulatory requirements, which may create additional challenges around compliance.



## Options for Scaling - Not a one-trick pony

Veritas offers its customers a choice to scale according to their environment with an optimized deployment solution. Many customers want to diversify between long-standing workloads, which need scalability addressed with scale-up solutions, and dynamic workloads such as virtualization, which need scale-as-you-grow scale-out solutions. For this reason, Veritas offers NetBackup Flex and NetBackup Flex Scale Appliances with the option to deploy one or both as needed. With NetBackup Flex Scale, customers can deploy containerized, highly resilient, hyperconverged NetBackup software, thereby eliminating any complexities of deployments, capacity expansions and upgrades. With 2X faster low latency network protocol, NetBackup Flex Scale can offer better efficiency and performance than Cohesity, at much lower OpEx.

In a nutshell, customers have many strong reasons to choose Veritas over Cohesity.

## Comparison Table

Feature	Veritas	Cohesity
Zero licensing overhead for multiple backup copies	✓	✗
OpEx-friendly appliances with granular scaling	✓	✗
Secure internal immutable clock	✓	✗
External WORM primary backup storage support on-prem and in the cloud	✓	✗
Fast and resource-efficient rollback VM recovery	✓	✗
Leverages array and database replication for DR	✓	✗
Time and resource-efficient checkpoint restarts for NAS	✓	✗
2X faster scale-out low latency network protocol	✓	✗
Auto-scaling of cloud resources (add and reduce)	✓	✗
Orchestrated recovery on-prem and in the cloud	✓	✗
Purpose-Built Backup Appliance Market leader	✓	✗

## About Veritas

Veritas Technologies is a global leader in data protection and availability. Over 80,000 customers—including 87 percent of the Fortune Global 500—rely on us to abstract IT complexity and simplify data management. The Veritas Enterprise Data Services Platform automates the protection and orchestrates the recovery of data everywhere it lives, ensures 24/7 availability of business-critical applications, and provides enterprises with the insights they need to comply with evolving data regulations. With a reputation for reliability at scale and a deployment model to fit any need, Veritas Enterprise Data Services Platform supports more than 800 different data sources, over 100 different operating systems, more than 1,400 storage targets, and more than 60 different cloud platforms. Learn more at [www.veritas.com](http://www.veritas.com). Follow us on Twitter at [@veritastechllc](https://twitter.com/veritastechllc).

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