

THE POWER OF PARTNERS

Decisive Group/Cohesity: Delivering the “power of three.”

Channel partners come in many forms, but at the heart of every successful partnership is a shared goal of what they want to deliver to customers, and how they ensure those users get the biggest benefits possible.

In the case of Decisive and Cohesity—a Silicon Valley-based company that was founded in 2013 to help enterprises simplify data management—they’ve built a strong relationship on an unwavering focus to allow customers to achieve three critical goals: manage complexity, reduce cost, and mitigate risk.

Unifying data. Unlocking value.

What do you want in a data management solution? Chances are, you look for the best technology, combined with the best knowledge about how to use that technology to full advantage. You score the trifecta if those two things come with superior service.

As they build their partnership, Decisive Group and Cohesity aim to deliver all three. Every time.

What drew Decisive to Cohesity was the fact that the latter view its platform as a true data management platform, allowing for backup and recovery, files and object services with a simple approach to disaster recovery, security, compliance, and analytics. Cohesity’s

unified approach to data removes traditional silos and unlocks the value of your data.

Both Decisive and Cohesity aim to deliver clarity and simplicity to customers who are on their path to digital transformation. Together, the two companies help organizations consolidate their data, realize more value from it, and protect it at all times. From Decisive’s perspective, Cohesity provides the right tools and platform to allow customers to find the balance between accumulating and leveraging data and enables a deeper engagement with customers who are seeking better outcomes.

Scalability and security.

For Cohesity, Decisive acts like a subject matter expert, providing insights into customers' network challenges, and enabling the partners to work together regardless of what other technology is in place or the size of the environment. What the two companies provide can scale easily, whether just a few terabytes or multiple petabytes are involved. Decisive's ability to develop deep insight into enterprise networks enables it to understand how Cohesity's software can fit in, and their expert oversight and customer service ensure that the technology continues to deliver value.

Of course, Decisive's ability to see an entire network, and understand any usage anomalies, is most valuable when cybersecurity is involved. Because Cohesity's technology allows users to locate and recover data and workloads instantly from a specific point in time, it adds an extra measure of security related to ransomware.

Should a bad actor manage to deny access to any data, Cohesity users can pinpoint where and when the attack occurred, and then recover what the intruder is attempting to block. Business continuity ceases to be at risk when the data can be quickly located, retrieved, and restored.

Building on trust.

Technology aside, what Decisive and Cohesity jointly deliver is trust.

Their success is predicated on the reality that technology buying decisions are made by people and, regardless of the hype surrounding any particular software product, people buy from other people. Trust is a bedrock principle in that transaction.

When either Decisive or Cohesity has an established relationship with a customer there is a halo effect, which goes to the essence of why strong channel partnerships deliver benefits to all involved. With its extensive oversight of enterprise networks, Decisive can pinpoint where Cohesity's approach to data silo consolidation would be an effective strategy, and the customer benefits from having lower TCO, in addition to less data complexity.

Call that a win-win-win—in this case, that phrase is an ideal fit. Decisive and Cohesity call it "the power of three," with the customer being the biggest winner.

How to contact us



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Enterprise IT. Customized for you.

Decisive Group designs, builds, and maintains enterprise IT infrastructure and hybrid cloud, as well as managing and protecting data.

We engage with customers through our hands-on approach, providing guidance and highly personalized service. Solutions-driven, we partner with the world's leading providers of standards-based hardware, software, networking, security, and cloud products with one aim: to optimize processes and improve outcomes for medium and large enterprises.

In 2001, Decisive Technologies was founded as a professional services company in Canada's National Capital Region, and we began offering data centre solutions in 2010. We expanded our offerings in 2013 with the addition of BriteSky Technologies, which originally focused on cloud storage, and in 2021, the companies amalgamated their products and services under the Decisive Group banner.