



Commvault Names Andy Vandeveld, Vice President, Worldwide Alliances

February 22, 2018

**-- Continues to Attract Major Executive Talent to Expand Global Partner Alliances Program --
-- Vandeveld to drive growth by deepening and expanding Commvault's strategic alliances with cloud and other enterprise technology leaders --**

TINTON FALLS, N.J., Feb. 22, 2018 /PRNewswire/ -- [Commvault](#) (NASDAQ: CVLT), a global leader in enterprise backup, recovery, archive and the cloud, announced today that it has named Andy Vandeveld as Vice President, Worldwide Alliances, effective immediately. In this new position, Vandeveld will be responsible for strengthening Commvault's current alliances, and building new alliances, with cloud and other enterprise technology industry leaders. In addition, Vandeveld will align Commvault's alliance strategy with the efforts of its field sales teams, helping to significantly expand revenue and market share for Commvault and its worldwide network of channel partners.



"Andy's expertise in building strong partnerships with technology and channel leaders will enable us to further accelerate our move to a partner-led strategy designed to grow and scale our global business," said Owen Taraniuk, Head of Worldwide Partnerships and Market Development at Commvault. "By strengthening our current alliances, developing innovative new partnerships and interlocking our alliance strategies with our sales efforts, Andy will play a key role in creating new revenue opportunities for both Commvault and its partners."

Vandeveld brings to Commvault two decades of experience in developing and implementing successful OEM and channel strategies for technology industry leaders. Prior to joining Commvault, he served as Vice President of Global Strategic Alliances at VEEAM Software, where he led the company's alliance and partnership strategy. His experience also includes senior leadership roles running businesses approaching half a billion dollars in revenue at Citrix, Brocade Communications, Juniper Networks and IBM. He holds a Bachelor of Arts in English degree from San Diego State University and a Juris Doctor degree from the University of San Diego School of Law.

"I'm excited to help lead the effort to bring Commvault's 'powerful simplicity' to increasingly complex enterprise IT environments -- environments comprised of dozens of applications, multiple clouds, diverse types of on-premises infrastructure, and thousands of endpoints," said Vandeveld. "With the industry's leading platform for backup and data protection in these complex environments, I look forward to deepening and expanding Commvault's already extensive global partner ecosystem to empower enterprises to manage data for any purpose, across all its environments."

Reporting to Taraniuk, Vandeveld will head Commvault's new Worldwide Alliances team, which merges its current OEM and Alliances teams.

Commvault Driving Global Growth through a Partner-Led Strategy

Vandeveld's appointment comes on the heels of new partnerships and other recent news demonstrating Commvault's success and momentum in building a more partner-led growth strategy, including:

- The Commvault Data Platform being [selected by Hewlett Packard Enterprise \(HPE\)](#) to power its new HPE GreenLake Backup solution.
- Commvault's [new strategic partnership with Google Cloud](#) to help enterprises leverage the range of cloud services available on the Google Cloud Platform™.
- Commvault joining [Cisco's Solutions Plus program](#), which now makes it easier for Cisco and its powerful network of resellers to sell and deliver Commvault's market-leading data management solutions.
- The launch of [Commvault ScaleProtect™](#) with Cisco UCS.
- Recently extended strategic partnerships with [Microsoft](#), [Oracle](#), AWS, INFINIDAT and other industry leaders.

The industry is recognizing Commvault's success in its partner-led strategy:

- Commvault was named one of the [20 Coolest Cloud Storage Vendors on the 2018 Cloud 100](#) by CRN®, a brand of The Channel Company.
- Commvault's Ralph Nimergood was named a [CRN Channel Chief](#) for the fourth year in a row.
- Commvault's Regina Wood was recognized as a 2017 Woman of the Channel by CRN.
- Commvault received a 5-star rating in CRN's 2017 Partner Program Guide.

Vandeveld's appointment will help Commvault build on its success in developing a partner-led strategy that delivers enterprises the industry's best data management and protection offerings for on-premises, hybrid and multi-cloud environments.

About Commvault

Commvault is a leading provider of data protection, cloud and information management solutions, helping companies worldwide activate and drive more value and business insight out of their data. With solutions and services delivered directly and through a worldwide network of partners and service providers, Commvault solutions comprise one of the industry's leading portfolios in data protection and recovery, cloud, virtualization, archive,

file sync and share. Commvault has earned accolades from customers and third party influencers for its technology vision, innovation, and execution as an independent and trusted expert. Without the distraction of a hardware business or other business agenda, Commvault's sole focus on data management has led to adoption by companies of all sizes, in all industries, and for solutions deployed on premise, across mobile platforms, to and from the cloud, and provided as-a-service. Commvault employs more than 2,700 highly- skilled individuals across markets worldwide, is publicly traded on NASDAQ (CVLT), and is headquartered in Tinton Falls, New Jersey in the United States. To learn more about Commvault — and how it can help make your data work for you — visit www.commvault.com.

Safe Harbor Statement

Customers' results may differ materially from those stated herein; Commvault does not guarantee that all customers can achieve benefits similar to those stated above. This press release may contain forward-looking statements, including statements regarding financial projections, which are subject to risks and uncertainties, such as competitive factors, difficulties and delays inherent in the development, manufacturing, marketing and sale of software products and related services, general economic conditions and others. Statements regarding Commvault's beliefs, plans, expectations or intentions regarding the future are forward-looking statements, within the meaning of Section 27A of the Securities Act of 1933, as amended and Section 21E of the Securities Exchange Act of 1934, as amended. All such forward-looking statements are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Actual results may differ materially from anticipated results. Commvault does not undertake to update its forward-looking statements. The development and timing of any product release as well as any of its features or functionality remain at our sole discretion.

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