



## CommVault Launches Managed Service Partner Program in EMEA

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READING, England--(BUSINESS WIRE)--Apr. 29, 2009-- [CommVault](#) (NASDAQ: CVLT)

- Looking to take advantage of opportunities in the accelerating storage software Managed Service Provider (MSP) market in Europe, Middle East and Africa, CommVault is launching an EMEA Managed Service Partner Program (MSPP).
- The program is designed to extend the reach of CommVault® [Simpana® software](#) into CommVault's EMEA partner community and broaden its customer base.
- The company's MSPP provides CommVault partners and customers with access to the entire suite of its award-winning Simpana software which includes [Backup](#), [Replication](#), [Archive](#), [Storage Resource Management](#) and [Search](#) capabilities. CommVault's unified, single platform approach is conducive to the MSP model, since it allows customers to quickly and easily deploy any one of the five unified modules and seamlessly add other modules as their technology needs change. The Simpana suite also extends to partners and customers other critical data management capabilities including [Remote Site Disaster Recovery](#), [Compliance Archiving](#), Encryption and [Deduplication](#).
- According to IDC, European organizations are increasingly looking to hand over responsibility for non-core IT processes, like storage, to managed service providers in an attempt to reduce CAPEX. As businesses look to increase the efficiency of their storage infrastructures and contain costs, many are turning to MSPs for their storage and data management needs.
- Designed to accommodate these changing customer buying patterns, the CommVault program provides value to the MSP community by extending marketing, sales and services resources to support MSP partners and help them grow.
- The program consists of three key elements:

- **Partnership model:**

A joint business plan is developed with each individual partner. The plan is based on the MSP's customer profile, required service offerings and preferred buying method. The CommVault MSP team provides access to collateral, joint marketing and resources to assist partners in driving their service offerings.

- **Commercial Framework:**

CommVault will provide flexible licensing and payment schemes that reflect the business model of each partner. The ongoing discount structures are based on factors which include partner growth and market adoption.

- **Solutions & Services Program:**

Partners will have access to the entire Simpana software portfolio. Service offerings tailored to address specific industry needs such as protection of virtual server environments, compliance and business continuity, simplify and speed the engagement process, while also allowing CommVault partners to build independent price books based on ratified solutions.

- For those partners looking to operate, manage and implement data and information management solutions, CommVault offers the MSP training and partner accreditation program. For those partners simply looking to offer the platform on which customers can operate data management solutions, CommVault has specific services packages to assist partners in building scalable solutions. A series of services to accommodate differing levels of CommVault skills within each partner will also be available.

### Availability

- The CommVault Managed Services Partner Program is in operation now and application for partnership is open to all hosted and Managed Service Provider partners.
- In order to ensure a premium service, CommVault only will be offering limited opportunities to adopt this model so that partners accepted to offer the scheme can be sure of providing a value added service to customers.
- For more information on MSPP, contact +44 (0) 1189 516580 or email [mspp-int@commvault.com](mailto:mspp-int@commvault.com).

### Supporting Quotes

- "The market for managed storage services has great potential as customers are trying to optimise storage infrastructures and reduce both CAPEX and OPEX for storage. In a recent survey, IDC found that reliability of the solution and the provider is the key decision criteria for European organisations in choosing a storage service provider. By launching this MSP program, CommVault enables partners to provide a reliable and secure offering to their customers and reach new market segments," said Carla Arend, Program Manager, European Infrastructure Software, IDC EMEA.
- "As the IT market has matured, so have the needs and demands of the customer. Simply providing a hosted data service

is no longer enough, as resellers today are expected to add value by managing applications and providing clear strategies for the recovery and archiving of data. The CommVault Managed Service Partner Program will address these needs head on, creating deeper partnerships and leveraging joint technical expertise in the design and building of data management solutions for businesses of all sizes," said Vince Blackall, EMEA Channel Director at CommVault.

#### Supporting Resources

- CommVault Simpana 8 Software  
<http://www.commvault.com/products/>
- CommVault Partner *Advantage* Program  
<http://www.commvault.com/partners.asp>
- CommVault CommValue Program  
[http://services.commvault.com/commvalue\\_program.asp](http://services.commvault.com/commvalue_program.asp)
- CommVault news  
<http://news.commvault.com>
- CommVault on Delicious  
<http://delicious.com/commvault/simpana>
- CommVault images on Flickr  
<http://www.flickr.com/photos/31256941@N06>
- CommVault videos on YouTube  
<http://www.youtube.com/commvaultsystems>

#### About CommVault

A singular vision — a belief in a better way to address current and future data management needs — guides CommVault in the development of Singular Information Management® solutions for high-performance data protection, universal availability and simplified management of data on complex storage networks. CommVault's exclusive single-platform architecture gives companies unprecedented control over data growth, costs and risk. CommVault's Simpana® software suite of products was designed to work together seamlessly from the ground up, sharing a single code and common function set, to deliver superlative Data Protection, Archive, Replication, Search and Resource Management capabilities. More companies every day join those who have discovered the unparalleled efficiency, performance, reliability, and control only CommVault can offer. Information about CommVault is available at [www.commvault.com](http://www.commvault.com). CommVault's corporate headquarters is located in Oceanport, New Jersey in the United States. (cvlt-pt)

#### 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.

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