



CommVault Honors Key Partners In First Annual Worldwide PartnerAdvantage Awards

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News Facts

- CommVault recently honored several valuable partners in a variety of categories in its first annual worldwide [PartnerAdvantage](#)(TM) Awards program.
- The CommVault *PartnerAdvantage* Awards recognize partners that have exceeded sales and business goals, made significant contributions to customers' success and demonstrated its highest commitment to providing superior sales and support of [CommVault® Simpiana® software](#). The winners were announced during CommVault's worldwide Sales Kick-off Meeting held this week in Orlando.
- CommVault's *PartnerAdvantage* program serves the company's partner ecosystem, which includes OEMs, resellers, value-added distributors and system integrators, by providing them with the necessary tools to broaden their product knowledge and implementation capabilities as well as incentives to drive additional revenue opportunities.
- As one of the world's fastest growing data storage software companies, CommVault's continued growth and success in the market can be attributed to its robust and highly-effective *PartnerAdvantage* program as well as contributions, commitment and support of the company's partners.
- Historically, more than 80 percent of CommVault's worldwide software revenue is transacted through channel partners. As a global company, CommVault's commitment in building mutually-beneficial partner relationships is stronger than ever.
- The 2012 *PartnerAdvantage* Awards recipients are:
 - Global
 - Compugen - Support Partner of the Year
 - Dell - OEM Partner of the Year
 - Americas
 - Arrow Enterprise Computing Solutions - Distributor of the Year
 - CDW - Reseller of the Year
 - EAGLE Software - Professional Services Partner of the Year
 - AE Business Solutions - Trusted Advisor of the Year
 - EMEA
 - Avnet - Distributor of the Year
 - Fujitsu - Reseller of the Year
 - Gabsten Technologies - Professional Services Partner of the Year
 - Solid State Solutions (S3) - Trusted Advisor of the Year
 - APJ
 - Avnet - Distributor of the Year
 - Dell S&P - Reseller of the Year
 - Macro Data Solutions - Professional Services Partner of the Year
 - Southern Cross Computer Systems - Trusted Advisor of the Year
- Recognizing the contributions of its partners in accelerating sales of Simpiana software reinforces CommVault's strong commitment to building and sustaining a strong channel program.

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Channel Focus Fuels Aggressive Growth

- Through its *PartnerAdvantage* Program, CommVault is dedicated to helping partners drive high-margin revenue from Simpiana software. With its latest software release, CommVault offers partners next-generation [Singular Information Management® innovations](#) that lower data management costs, reduce business and compliance risks and easily extract data for better decision-making with anytime, anywhere information access.
- Over the past year, CommVault has bolstered its channel program with the addition of a service provider partner component designed to assist [managed service providers](#) in streamlining the deployment and management of cloud-based services.
- CommVault also launched the VIRAL program to give resellers a simple solution for deploying scalable virtual

infrastructures along with data protection best practices to safeguard VMware environments.

- In addition, CommVault introduced Application Data Management (ADM) bundles for SharePoint, Exchange and VMware. Available in a flexible capacity licensing model, the ADM bundles provide integrated backup, recovery and archive functionalities in a single solution and include reference architectures and best practices guidelines to help channel partners easily match their customers' data management needs with appropriate hardware and services.
- The company also recently appointed Scott Skidmore as its vice president of channel sales for the Americas to further strengthen CommVault's partner ecosystem. Skidmore joined CommVault in 2010 and previously served as sales director for its South Central region.

Supporting Quotes

- **Ron Miiller, senior vice president of worldwide sales, CommVault** "CommVault partners are essential to our business and represent the most dedicated and knowledgeable solution providers in the industry. The thirteen partners honored have gone above and beyond over the last year to meet the ongoing demands of their customers. We applaud our partners for their commitment to excellence, quality and service in helping our customers embrace change and transformation on the path to modern data management."
- **Sean Kerins, president, North America, Arrow ECS, a business segment of Arrow Electronics** "As CommVault's first value-added distributor in North America, Arrow ECS has supported CommVault's tier-two growth strategy for the past five years. We continually strive to increase the value we provide to CommVault and its solution providers each year. For this reason, we are honored to be recognized as CommVault's Distributor of the Year in the Americas."
- **Matt Troka, senior vice president of product and partner management, CDW** "We are proud to be recognized as CommVault's Reseller of the Year for the Americas. Our longstanding partner relationship with CommVault is critical to our ability to consistently and effectively present solutions that solve our customers' technology needs as they address critical data management issues within their physical and virtual environments. We look forward to continued collaboration with CommVault."
- **Dave Hiechel, president and CEO, EAGLE Software** "We're honored to be selected as CommVault's Professional Services Partner of the Year for the Americas. This is great recognition and validates our investments in becoming experts in Simpana software. Simpana software offers exceptional investment protection for our customers, and CommVault's business model allows us fill the role of 'valued storage advisor.' We've been in business for 30 years, and our partnership with CommVault has been an important part of this success."

Resources

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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. CommVault's corporate headquarters is located in Oceanport, New Jersey in the United States.

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