



Commvault and Crayon Partner to Bring Best-in-Class Data Management Software to EMEA Cloud Service Providers

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- Simpana software solutions added to Crayon's service provider licensing portfolio
- Accelerates CommVault EMEA market growth in cloud hosting market

LONDON, Feb. 12, 2015 /PRNewswire/ -- [CommVault](#) (NASDAQ: CVLT) today announced that its data management platform would be available via EMEA cloud hosting partners through a new strategic aggregator partnership with Crayon, a global leader in service provider licensing, management and consultancy. Under the partnership, CommVault's industry leading data management software platform, Simpana, will be integrated into Crayon's portfolio of leased software solutions for EMEA-based cloud hosting service providers.



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With a history of helping companies more effectively manage software licensing, Crayon's strategy is to identify ways in which IT requirements in large organisations can be met more cost effectively. Working with some of the world's largest enterprise vendors, Crayon manages software licensing under 'Frame Agreements' -- also known as XSP agreements -- allowing hosting service providers to license software on a monthly basis from Crayon, saving them money and time. Crayon has a Services Provider License Agreement (SPLA) with Microsoft, Citrix (CSP) and VMware (VSPP), and is also one of the top three Microsoft SPLA partners globally.

CommVault's Simpana solution enables data-driven organisations to [analyse](#), [replicate](#), [protect](#), [archive](#), and [search](#) their data through a single, easy to use platform. It helps businesses manage data as a true strategic asset. Combined with CommVault's award-winning Microsoft Technology partner status, the addition of Simpana is an ideal fit for Crayon's service provider licensing portfolio.

"Crayon's focus on helping its customers get the best return of investment for the intelligent provision of IT services is perfectly aligned with CommVault's core values, making it an ideal partner for us," said Ankush Korla, Vice President Channel Sales EMEA at CommVault. "Through this strategic alliance, Crayon's EMEA cloud and hosting service provider customers will benefit from our industry leading Simpana software solutions, whilst CommVault can work with Crayon's existing customer base to expand its presence amongst the growing service provider market in the EMEA region."

"CommVault's excellent product portfolio and close integration with Microsoft platforms makes it a perfect partner for Crayon," said Michael Hoegh Vilain, VP xSP Licensing & Hosting Services, Crayon. "The addition of Simpana to our portfolio allows us to deliver an industry leading data management solution to our cloud hosting customers which can be easily integrated with their current systems. We are excited to be CommVault's first partner of this nature in EMEA and look forward to working closely together."

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 <http://www.commvault.com>. CommVault's corporate headquarters is located in Tinton Falls, New Jersey in the United States.

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About Crayon:

Crayon are experts at optimising client ROI from complex technology. We believe passionately that organisations should only pay for the IT resources they actually need and use, but we understand that in today's complex technology landscape that can be difficult to achieve. This is why we have developed a unique methodology to deliver on our belief for our customers.

As the global leader in software asset management (SAM), cloud and volume licensing, and associated consulting services, we are trusted advisors to many of the globe's leading organisations. Through our unique people, tools and systems we help optimise our clients' technology estates within the new hybrid cloud world.

Headquartered in Oslo, Norway, the company has over 750 teammates in offices worldwide.

Crayon at a glance:

<http://www.crayon.com>

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Microsoft Global No1 CA LSP Winner 2014

Microsoft Global No1 SAM Partner 2013

Top 10 Global LSP/LAR

Top 3 Global SPLA Partner

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