



Commvault Adds 2 Industry Veterans To Lead Channel Sales Teams Across The Americas And Asia

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-- Industry Veterans from Oracle, Veritas and Microsoft Join Commvault to Increase Partner Focus and Expand Partnerships to Drive Revenue Growth --

-- Commvault Continues to Attract Executive Talent to Build Global Partnership Program --

TINTON FALLS, N.J., Oct. 25, 2018 /PRNewswire/ -- Commvault (NASDAQ: CVLT), a global leader in enterprise backup, recovery, archive, the cloud and data management across any hybrid environment, today announced the appointments of two new executives to its global partner program by naming Rick Fairweather as Vice President of Americas Channels and Mark Fong as Vice President of Asia Pacific Channels and Alliances.



As Vice President of Americas Channels, Fairweather will be responsible for Commvault's ecosystem of resellers and distributors throughout North and South America. He comes to Commvault from Veritas where he served as the VP of the Americas Partner Organization. Prior to Veritas, he spent 22 years in various sales and channel leadership roles at Cisco.

In Fong's new role with Commvault, he will be responsible for Commvault's ecosystem of resellers, distributors and alliance partners throughout the Asia Pacific region. Fong comes to Commvault from Equinix where he led channel and alliance sales throughout the Asia Pacific and Japan regions. Prior to Equinix, he has had leadership roles in both channel and direct selling capacities within Asia Pacific at Progress Software, Symantec, Oracle, and Microsoft.

Fairweather and Fong will focus on delivering innovative programs that help channel partners differentiate Commvault's solutions in the market and deliver value to their customers, while helping Commvault drive growth across the company's solution portfolio.

The appointment of Fairweather and Fong into their roles is the latest in a string of new executives joining Commvault's partner and alliances organization. As an example, the company recently named [Wenceslao Lada](#) as Vice President, Worldwide Alliances.

"Senior executive leaders with proven experience are joining Commvault to drive our partner-led strategy at Commvault," said Owen Taraniuk, Head of Worldwide Partnerships and Market Development, Commvault. "These newest leaders demonstrate Commvault's continued commitment to partners and is yet another indicator of how the company is working to be the partner of choice for our growing ecosystem."

New Executive Appointments Build on Commvault's Partner-led Strategy

The executive appointments of Fairweather and Fong to lead the Commvault channel sales teams across the Americas and Asia build on the company's strategic commitment to become a more partner-led business. In July, Commvault [broadly expanded its dedication to partners](#) through significant commitments to personnel, programs and resources, all of which put partners firmly at the center of Commvault's go-to-market strategy with an even stronger foundation for the mutual success of Commvault and its worldwide partner network. As part of these changes, Commvault has undertaken a major redeployment of resources across its sales, partner and field marketing organizations to create new teams dedicated to Commvault's four routes to market: Alliance Partners, Value Added Resellers (VARs) and Distributors, Service Providers and Global Systems Integrators (GSIs). As a result, Commvault has improved all aspects of partner engagement to make it easier to do business with Commvault, understand Commvault's [product offerings](#), and take full advantage of the growing opportunities with customers in the backup & recovery and data management markets.

About Commvault

Commvault is the recognized leader in data backup and recovery. Commvault's converged data management solution redefines what backup means for the progressive enterprise through solutions that protect, manage and use their most critical asset — their data. Commvault software, solutions and services are available from the company and through a global ecosystem of trusted partners. Commvault employs more than 2,600 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 visit www.commvault.com

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