



Commvault Names Karen Falcone Vice President, Worldwide Cloud and Service Providers

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-- Leading Exec Joins Partner Team to Drive Innovation and the Development of Joint Cloud Solutions while Helping Partners Expand Cloud Services Offerings --

TINTON FALLS, N.J., Feb. 27, 2019 /PRNewswire/ -- [Commvault](#) (NASDAQ: CVLT), a recognized global leader in the management of data for cloud and on premises environments, today announced industry veteran Karen Falcone as Vice President of Worldwide Cloud and Service Providers, responsible for executing Commvault's Cloud and Service Provider strategy. Falcone will identify opportunities for Commvault and its partners to develop joint solutions for the success of their mutual customers.



Recently honored by [CRN](#), a brand of The Channel Company, as one of its [100 Coolest Cloud Computing Companies of 2019](#), Commvault continues to strengthen its leadership team with industry talent that reinforces its commitment to partners. Reporting to Commvault's new Vice President of Worldwide Alliances, [Wenceslao Lada](#), Falcone is one of several industry veterans who have recently joined Commvault to focus on partners. Commvault recently announced Worldwide Vice President of Route Services [Carmen Sorice III](#), [Rick Fairweather](#), Vice President of Americas Channels and [Mark Fong](#), Vice President of Asia Pacific Channels and Alliances.

"Commvault is 100 percent committed to its partner driven strategy," said Falcone. "We have a tremendous opportunity to identify together with our Cloud and Service Provider partners, joint solutions where our combined technologies bring differentiation, competitive advantage and market relevance."

Falcone has an extensive background working with partners to drive joint go-to-market activities that generate revenue. Most recently she was responsible for developing and scaling Sungard Availability Services' EMEA Channel organization based in London. While there, she spearheaded the establishment and growth of alliance relationships with AWS and Dell|EMC and globalized the Sungard Availability Services channel partner program.

She has also served as Global Director Services GTM at Dimension Data and spent 19 years at Sungard AS, most recently as the Vice President of Strategic Alliances. She has been named one of the "100 Most Influential Women in the Channel" by CRN four times.

"Karen's role is crucial to helping Commvault grow its presence and leadership in the cloud," said Wenceslao Lada. "Her appointment reinforces our continued commitment to cloud and service provider partners and is yet another indicator of how the company is investing heavily in growing cloud revenue with innovations that help customers migrate data - not only to the cloud - but from the cloud and across multi-cloud environments."

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 its most critical asset — its data. Commvault software, solutions and services are available from the company and through a global ecosystem of trusted partners. Commvault employs more than 2,500 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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