CommVault Formalizes Data Protection Program for Managed Service Providers

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CommVault Simpana Software Enables Managed Service Providers to Offer Cost-Effective Data Protection and Archive Software as a Service (SaaS) to Small and Mid-Sized Businesses

OCEANPORT, N.J.--(BUSINESS WIRE)--Dec. 6, 2007--As the popularity of SaaS continues to grow, CommVault(R) (NASDAQ:CVLT) today formalized a program for partners offering or planning to offer managed data protection services to small and mid-sized businesses (SMB). The program builds on CommVault's proven ability to meet the needs of managed service providers, and creates opportunities for new partners interested in delivering these services using CommVault Simpana(TM) software as part of a SaaS solution. With increasing emphasis on data storage requirements and regulatory pressures facing many SMBs, CommVault's managed services program offers service provider partners the ability to license market-leading enterprise software(1) and, in turn, create affordable, reliable online backup services tailored to their customers' disaster recovery, high availability and compliance needs.

"Over the last five years, we've seen increased traction in the managed services arena with those partners currently delivering backup service capabilities using CommVault technology as the engine," said David West, CommVault's vice president of marketing and business development. "Formalizing this program allows us to focus on our core competency of developing innovative software while working with partners to package and distribute it to the SMB market. Optimized with hundreds of features specifically to meet the needs of providers looking to offer data protection services, our software for managed service partners is secure, scalable, cost effective and easy to use."

To meet the specialized needs of service providers, CommVault Simpana software offers key reporting, security, performance and speed-to-implementation benefits, including:

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    -- Bandwidth throttling tailored to smaller network connections;

    -- Resumptive backups and operational windows to enable backups
       to be stopped and restarted from the point of interruption
       (for a priority restore) or network connectivity loss;

    -- Selective views so clients can log in via the web and see
       status on only their jobs and view only their data; and

    -- Image level backup for larger file systems.
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Push agent installs, selective pruning, flexible alerts, encryption, compression and many more features were driven or enhanced specifically with service providers' needs in mind. Additionally, unlike other software offerings, the scalability of CommVault's single platform architecture makes it possible for service providers to deliver data protection services and also seamlessly expand into other areas of data management including replication and archiving, all without having to modify their existing infrastructures to support multiple products, increasing customers, or capacity growth.

SaaS deployments have moved beyond supporting online functions such as CRM, communications, web analytics and e-services and now extend to information and data protection management. According to IDC predictions, SaaS will represent approximately 30 percent of the software market by 2007(2) and Gartner predicts it to top more than $19 billion by year-end 2011(3). Much of this growth is due to the fact that SMBs have needs that are analogous to larger organizations but don't have the resources or level of IT expertise of an enterprise. With a SaaS strategy for data protection, customers pay monthly for the services they need without having to purchase anything up front.

"As confidence levels increase, companies have really advanced in their maturity with respect to leveraging the Internet. So it's not surprising that IT managers are favoring SaaS solutions that store mission-critical data off-site," said Lauren Whitehouse, an analyst with Enterprise Strategy Group. "Now, with so many service providers actively selling the same type of SaaS products, innovation and competitive differentiation are critical. CommVault has been able to set itself apart with its unique, single platform and unified management console approach. CommVault Simpana software makes it easy for companies looking to implement a cost-effective, reliable data protection solution and simply add archiving or replication capabilities later as they need them."

For DBSi, a leading regional provider of high availability disaster recovery and secure managed hosting and data center services, CommVault helps DBSi offer customers SaaS data protection that is innovative, flexible and easy to use. "DBSi's managed hosting and disaster recovery customers seek a proven turnkey solution for core functions such as backup and recovery. CommVault has allowed us to quickly provision these service offerings, enabling us to focus on exactly what the client requires, when they require it," said Christopher Black, director of service delivery for DBSi. "By leveraging CommVault's technology we have been able to significantly reduce total cost of management and deliver a new level of service to our customers."

Program Benefits and Pricing

CommVault's data protection program is designed to help new and existing partners reach new customers through such benefits as:

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    -- Dedicated sales and technical resources;
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    --   "Tool bag" of partner marketing resources including public
         relations, educational seminars and direct mail campaigns;

    --   Awareness capabilities via www.commvault.com.
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With traditional software installations, set up and long-term ownership can be cost-prohibitive. The CommVault SaaS model operates on a subscription basis and can be based on the number of servers being protected. This frees up the service provider to customize billing for the customer to access the CommVault functionality and makes the reporting and management of the CommVault solution, simple and straightforward.

For more information on CommVault's data protection program for managed service providers, please visit http://www.commvault.com /saas_partners.asp.

About CommVault(R)

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(TM) 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(TM) 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. (cvlt-pt)

Safe Harbor Statement

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.

(1) Gartner Research, "Marketscope for Enterprise Backup/Recovery Software, 2006," by Dave Russell, Carolyn DiCenzo, September 16, 2006

(2) http://searchcrm.techtarget.com/sDefinition/ 0,,sid11_gci1170781,00.html (Due to its length, this URL may need to be copied/pasted into your Internet browser's address field. Remove the extra space if one exists.)

(3) Gartner Press Release, "Gartner Says Service Providers Must Prepare Now for the Software-as-a-service Wave," March 6, 2007

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