



CommVault's Stephen Matheson Recognized as a Channel Chief by CMP Media's CRN

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Leading Storage Channel Executive Honored for Advocacy and Influence

OCEANPORT, N.J.--(BUSINESS WIRE)--Feb. 25, 2008--CommVault (NASDAQ:CVLT) today announced that Stephen Matheson, vice president, Americas Channel Sales, has been named a 2008 Channel Chief by CMP Media's CRN, a leading publication that provides vital information for VARs and technology integrators. CRN Channel Chiefs are recognized as influential executives who consistently defend, promote and execute effective channel partner programs and strategies.

Matheson was selected as a Channel Chief for his achievements in driving notable growth and revenue in CommVault's channel. Under his leadership, CommVault instituted a comprehensive point system for giving credit to any type of revenue contributed by channel partners, and also established better communication and support for channel teams selling CommVault(R) Simpana(R) data management software together with storage hardware solutions. In addition, CommVault streamlined many of its sales processes, procedures and field-engagement practices in a concerted effort to become easier to do business with and ensure mutual sales success.

"It's a great honor to be recognized by CRN," said Stephen Matheson. "Reseller partners are critical contributors to CommVault's business, and I'm excited that they are responding positively to the changes that we've made so far and that we're going to continue making. Communication, response and execution on both sides are critical to ensuring mutual success. By investing in our channel program and offerings, we are readying our partners for success and making it easier for them to grow their business with us."

This is the sixth consecutive year that CRN has developed the Channel Chief list. Top Channel Chiefs were chosen based on criteria including policy and program innovations made during the past year, the amount of revenue their company generates through partners, their willingness to speak out publicly on behalf of the channel, and the number of years they have dedicated to channel activities.

"Effective channel executives consistently ensure that the Channel's voice is heard when strategic decisions are being made and continually nurture mutually profitable relationships," said Dan Dignam, senior vice president and publisher, CMP Channel. "This year's winners are strong channel advocates and we applaud them for their successful partner programs and strategies."

Since joining CommVault in August, 2006, Matheson has been instrumental in moving CommVault's channel business to a distributor model by signing with the premier distributor organization, Arrow Electronics. This move simultaneously lowered CommVault's operational costs while providing expanded infrastructure for marketing programs, lead generation and communications to CommVault Americas partners. Bi-weekly communications with recorded sales training and encapsulated sales kits are now published to partners on topics ranging from extending services with CommVault's latest Software-as-a-Service offering to adding value to VMware, Oracle and Microsoft environments, just to name a few.

Prior to CommVault, Matheson held a number of executive sales positions at Cambridge Computer, EMC, Legato and Precise Software where he developed a strong track record of effective leadership and straight talk inside and outside the channel.

To read more about Stephen Matheson's philosophy and straight talk on working with the channel, see his interview published at: <http://www.crn.com/crn/chiefs/2008cc.jhtml?c=23>.

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(R) 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)

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