



CommVault Names New North American Channel Chief

September 10, 2008

With 25 Years of Industry Experience, Mark Conley Joins CommVault Focused on Enhancing Partner Communication, Education and Revenue Opportunities

OCEANPORT, N.J.--(BUSINESS WIRE)--Sept. 10, 2008--CommVault (NASDAQ: CVLT):

- As part of CommVault's stated corporate objective to move an increasingly higher percentage of its revenue through its North American channel, CommVault is committing more resources in order to enable its channel partners to be more effective. To help lead this effort, Mark Conley has joined CommVault as the company's new director of North American channel sales reporting to Ron Miiller, CommVault's vice president of sales, Americas.
- In his new role, Conley will work with CommVault's executive sales organization in the design, implementation and management of CommVault's indirect North American sales channel. Conley's priorities will center on increasing partner revenue and margin opportunities, improving partner motivation and education, as well as enhancing communications with partners. Conley will also focus on expanding CommVault's current channel business relationships, while re-architecting CommVault's Channel Partner programs to improve partner adoption of CommVault(R) Simpana(R) software solutions to drive additional revenue.
- The move is part of CommVault's overall strategy to capitalize on its market recognition and become more relevant to its channel partners while expanding its routes-to-market during the current fiscal year--an initiative that has included increased activity with its US distribution partner, Alternative Technology, Inc. and increased field headcount dedicated to partner engagement. Alternative Technology is a wholly owned subsidiary of Arrow Enterprise Computing Solutions, which is a business segment of Arrow Electronics, Inc. (NYSE: ARW). As CommVault looks to expand its market footprint, the indirect sales channel, which currently represents 84 percent of revenues worldwide, has become increasingly more important to its business.
- Conley has more than 25 years of experience in high technology channel sales, most recently in positions at Polycom and Sun Microsystems. Conley began his career leading district sales organizations for Novell in Chicago, Minneapolis and Detroit before assuming the position of vice president in charge of the United States Automotive Practice and Michigan International Business School for Cap Gemini.

Supporting Quotes

- "We're very focused on our channel program and we are taking additional steps to make our partner program, and a relationship with CommVault, more attractive to current and prospective solution providers. The appointment of Mark Conley to drive this next phase in our North American program is part of this effort. With 25 years of experience and results that speak for themselves, I'm confident that Mark's leadership and execution will have a positive impact and drive long-term value for CommVault and our partners," said Ron Miiller, CommVault's vice president of sales, Americas.
- "I am excited and honored to join an already outstanding channel sales team at CommVault. Building on the foundation we've already laid, I am eager to bring new, innovative strategies to the channel sales program. CommVault is a rapidly growing company, but the key to our future success is investing in a channel that will help us scale and drive incremental revenue not just for CommVault, but for our partners, too," said Mark Conley, director of North American channel sales, CommVault.

Supporting Resources

- Learn more about PartnerAdvantage programs
- Learn more about CommVault's reseller partners

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(R) 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)

Safe Harbor Statement

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