



CommVault Unveils Enhanced PartnerAdvantage Program for Channel Partners

November 18, 2008

- New Program Offers Benefits for North American Channel Partners with Greater Margins, Deal Registration and Enhanced Training -

OCEANPORT, N.J., Nov 18, 2008 (BUSINESS WIRE) -- CommVault (NASDAQ: CVLT):

-- CommVault is announcing today enhancements to its North American PartnerAdvantage program designed to attract best-in-class channel partners and value added resellers (VARs) and accelerate adoption of CommVault solutions to support the company's aggressive growth plans.

-- These enhancements will provide new and existing channel partners and VARs with greater financial rewards, training and certification while offering resources to assist them in finding, qualifying and closing new business at an accelerated pace.

-- Today customers are facing exponential data growth, increasing regulatory scrutiny, greater need to meet compliance requirements and significant data management challenges. In addition, the weakening economic climate requires companies to find innovative ways to reduce costs and improve operational efficiencies. To address these issues, customers are looking for vendors to provide a complete offering of products and services, particularly for more complex data management environments. The new PartnerAdvantage program helps channel partners and VARs meet their customers' rapidly-changing data management needs, providing them with the necessary tools to broaden their product knowledge and implementation capabilities, and incentives to drive additional revenue opportunities.

-- CommVault's North American PartnerAdvantage program is part of the company's partner ecosystem and serves partners such as VARs, system integrators and corporate resellers. With more than 200 channel partners in North America, the new structure provides benefits built around newly organized tier levels -- Authorized, Gold and Platinum. PartnerAdvantage partners are now eligible for enhanced benefits including: -- Increased profit margins - Technically-proficient value-added partners will receive significantly improved margin profiles for both registered and unregistered opportunities.

-- In-depth training - Online, on-demand accreditation training is available providing a basic understanding of CommVault solutions, while more in-depth certification training is available via instructor-led, multi-day courses.

-- Deal registration - CommVault has now made two levels of registration available, which offer partners greater discount margins and bonuses.

-- To foster greater collaboration between CommVault and its channel partners, CommVault is also launching a Partner Council, comprised of a total of 10-12 individuals representing each tier level. The Partner Council will help to further emphasize and nurture program, product and company feedback to and from the partner community.

-- These program enhancements underscore CommVault's commitment to developing and maintaining strong channel partner relationships, and increasing the company's collaboration and activity level with its North American channel. Working with its exclusive distributor Alternative Technology, Inc., CommVault is committed to helping its partners, VARs and integrators meet the technology demands of end users, building on the success of the more than 9,000 companies that have already chosen CommVault software over competitive solutions.

Supporting Quotes

-- "With the launch of this new CommVault PartnerAdvantage program, we are investing heavily in our channel business and confident that we will attract best-in-class resellers. We're providing partners with new advantages including tools, training and deal registration, as well as improved profit margins and incentive programs all designed to reward partners who want to build or strengthen their CommVault business. The new program structure, together with these enhanced benefits, will enable partners to focus on increasing their close rate and driving additional business opportunities," said Ron Miiller, vice president of sales, Americas, CommVault.

-- "CommVault has done a great job in building a balanced registration program. The new PartnerAdvantage program rewards both new, enterprising CommVault partners and those that have steadily invested in their CommVault partnerships over the years. Companies like ours that have allocated time, resources and money to train and certify both the technical staff and sales staff will benefit by this new program. Likewise, a reseller just getting started with CommVault should have great success," said Dave Hiechel, CEO, EAGLE Software, Inc.

-- "As its exclusive distribution partner, Alternative Technology has worked closely with CommVault to establish a channel-centric business model that delivers growth, profitability and long-term customer satisfaction for our solution providers across North America. Together with CommVault, we have equipped the channel with state-of-the-art products, certified professional services and support, and sales and marketing tools to capitalize on this growing market opportunity," said Bill Botti, president and chief operating officer, Alternative Technology, Inc.

-- "CommVault's understanding of the channel and the company's desire to work with its partners is a real strength. The enhancements to its PartnerAdvantage program highlight CommVault's commitment to building its relationship with the channel, key partners and customers. Continued improvements like these will help CommVault further penetrate the market by delivering its Simpana(R) software solutions to customers via the channel community," said Paul Myerson, senior channel analyst, Enterprise Strategy Group.

Supporting Resources

-- Learn more about CommVault <http://www.commvault.com/>

-- Learn more about CommVault's PartnerAdvantage program <http://www.commvault.com/partners.asp>

-- Learn more about CommVault's reseller partners <http://www.commvault.com/resellers.asp>

-- Learn more about CommVault's news <http://www.commvault.com/news.asp>

-- Visit CommVault's delicious page <http://delicious.com/commvault>

-- Visit CommVault's Flickr page <http://www.flickr.com/photos/31256941@N06/>

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

Customers' results may differ materially from those stated herein; CommVault does not guarantee that all customers can achieve benefits similar to those stated above. 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.

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