CommVault Attracting New Customers from Competing Solutions According to Independent Study

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CommVault Outperforms Peer Group in End-User Demand for Spending in TheInfoPro Storage Wave 12 Report & Earns A Top Spot in Vendor Conversions as Companies Continue to Switch to Simpana(R) Software

OCEANPORT, N.J.--(BUSINESS WIRE)--Jun. 16, 2009-- CommVault **(NASDAQ: CVLT)**

News Facts

- CommVault garnered a top spot in attracting new customers from competing solutions, according to TheInfoPro™ Wave 12 Storage Study. Twenty percent of respondents reported they had switched to CommVault from another vendor in the past year.
- Despite continuing downward budgetary pressure, CommVault remained one of the top vendors in end-user demand for increased spending in 2009.
- While nearly half of those polled cited budget cuts this year, 44 percent of current CommVault customers who took part in the study also reported plans to spend more money on CommVault® Simpana® software in 2009.
- CommVault continues to sustain strong customer loyalty as 100 percent of the current CommVault customers who took part in the study revealed no plans to replace Simpana software with an offering from a competing vendor.

Tweet This: @CommVault cited as top software vendor in end-user demand for spending among peers in 2009, according to independent survey http://bit.ly/iuT0u

TIP's Top Storage Initiatives and Challenges

- According to TheInfoPro's study of Fortune 1000 and Midsize Enterprise companies in North America and Europe, backup and recovery redesign has risen to the top of the list of key storage initiatives, surpassed only by consolidation. As companies continue to look for ways to solve their data management challenges with existing legacy solutions, they are recognizing that many of these solutions were architected, designed and deployed before new challenges associated with unprecedented data growth and advancements in infrastructure requirements, bandwidth and performance needs, emerged.
- Backup redesign was closely followed by tiered storage buildout, technology refreshes, virtualization adoption and archiving as priority initiatives according to the study. Staffing constraints, budget restrictions, technology complexity and the need for products that work were identified as the biggest barriers to the successful completion of these top initiatives.
- In the study's Storage Networking Technology Heat Index®, which gauges the immediacy of user need and forecasted spending, backup data reduction/deduplication ranked No. 1, followed by online data reduction/deduplication, VTL for open systems and 4 Gbps Fibre Channel.

Health Dialog Services Cures Faulty Backups by Switching to CommVault Simpana Software

- Companies of all sizes, including large, multi-national organizations and distributed enterprises, increasingly are selecting CommVault over competing solutions for its Singular Information Management® approach to data protection, disaster recovery, archiving, replication, deduplication, discovery and resource management.
- Health Dialog Services Corp., a leading provider of care management services, struggled with inadequate load balancing with Symantec Veritas NetBackup, which led to continuous backup job failures. According to Health Dialog, the troublesome process required one and a half full-time staffers up to 60 hours a week to manage and troubleshoot the backups of 135 TBs of critical data. Furthermore, Health Dialog's cost to renew its annual NetBackup maintenance contract exceeded $130,000, which prompted the company to seek a more reliable, robust platform with much lower maintenance fees.
- "We leverage CommVault's load balancing to safeguard 450 mission-critical servers," says Ken Holton, director of IT infrastructure for Health Dialog Services. "Backups no longer are on my radar. Plus, granular restores of SharePoint and Exchange files are among the best ROI in switching to CommVault."

Supporting Quotes

- "Our most recent storage study reinforces CommVault's continuing ability to generate end-user demand for spending while other vendors are showing flat performance for 2009," says Robert Stevenson, managing director of storage for TheInfoPro. "In looking at backup-related storage vendors, only CommVault sustained year-over-year spending increases for the past three years."

- "At a time when many end-users are forced to scale back their technology plans, it's gratifying to learn that organizations are continuing to allocate more IT budget dollars to CommVault," says [David West](#), vice president of Marketing and Business Development for CommVault. "The strong track record of end-users switching to CommVault to solve their legacy backup and recovery infrastructure problems as part of a much needed technology refresh further validates the clear cost savings and operational efficiency benefits of our unique next-generation Singular Information Management® approach."

Resources

- CommVault® Simpana® 8 Software

  http://www.commvault.com/products/

- More CommVault news

  http://news.commvault.com/

- Simpana 8 Webcast

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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® 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® 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.

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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