



## CommVault Enhances PartnerAdvantage Channel Program with Online Accreditation & Training to Accelerate Simpana Software Traction

July 14, 2009

-- Continued Channel Investment Benefits North American Channel Partners by Providing Highly Cost-Effective and Convenient Online Sales Training & Easy Access to Professional Services Tools --

OCEANPORT, N.J.--(BUSINESS WIRE)--Jul. 14, 2009-- [CommVault](#) (NASDAQ: CVLT):

### News Facts

- CommVault continues to expand its [North American PartnerAdvantage program](#) with the addition of new online sales and technical accreditation capabilities. The enhancements reinforce the company's ongoing commitment to building and maintaining a robust channel by continually investing in cost-effective yet powerful tools and solutions that help channel partners drive revenue from [CommVault® Simpana® 8 software](#).
- More than 300 channel partners, including value-added resellers (VARs) and system integrators, now have access to self-paced, multi-media instructional modules, a downloadable MP3 podcast and supporting documents designed to broaden their CommVault product knowledge, as well as identify and close business at an accelerated pace.
- CommVault's online accreditation system is easily accessed through the company's InnerVault partner portal, which enables new and existing channel partners to complete the required accreditation process at their convenience and without additional training or travel-related expenses. Partners simply assess their product knowledge through a series of online tests that gauge competency in the following areas: [CommVault and its single platform approach](#), [Simpana 8 Backup and Recovery](#), [Simpana 8 Deduplication](#), [Simpana 8 Virtualization](#) and [Simpana 8 Content Management](#).
- CommVault is dedicated to working with its channel partners in building on the success of more than 10,000 companies that have [chosen Simpana software](#) over competing solutions. Using Simpana software, customers have been able to better streamline data growth management, lower overall costs, increase operational improvements and reduce compliance risks.

Tweet this: [@CommVault offers more than 300 channel partners access to on-demand multimedia training content through PartnerAdvantage program http://bit.ly/iuT0u](#)

### Reinforcing CommVault's Channel-Centric Business Model

- These latest enhancements further extend the benefits of [CommVault's Partner Advantage program](#), which was introduced to partners in October 2008. The addition of online accreditation bolsters CommVault's overall channel training by offering partner sales and technical personnel with a highly economical, streamlined approach for mastering product fundamentals. For more in-depth training, CommVault also offers instructor-led, multi-day certification courses.
- A variety of benefits, which are particularly useful during budget-constrained times, include discounted and complementary certification training across all tier levels comprising Authorized, Gold, National and Platinum partners. Existing and prospective partners will be able to leverage the new online tools to reduce training time and expenses while also facilitating faster sales cycles, entry into new markets and greater access to new, profitable business opportunities.
- Access to CommValue professional services tools and implementation guidelines also are available online to provide channel partners with innovative solutions for helping their customers reduce costs and increase operational efficiencies.

### Supporting Quotes

- "We're committed to giving our best-in-class channel partners the right tools, training and deployment techniques they need to elevate their technical and sales proficiencies to the level where they can clearly articulate all the advantages of CommVault's singular approach to information management," explains Mark Conley, director, North American Channels, CommVault. "In today's tightened economy, it's imperative that CommVault makes it easy and affordable for our partners to attain the product knowledge and training they need to assist their customers with innovative solutions that reduce costs and increase operational efficiencies."
- "We look forward to leveraging CommVault's latest online training tools to quickly and efficiently expand our knowledge of all the different ways that Simpana software can meet our customers' rapidly changing data management needs," says Bret Osborn, executive vice president at Lilien, a value-added reseller based in San Francisco. "As a result, we'll be able to access markets and potential customers previously unavailable to us while facilitating a faster path to more profitable Simpana software business."

### Resources

- More information on CommVault Partner *Advantage* Program  
<http://partners.commvault.com/>
- 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](http://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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