



CommVault Survey Reveals Growing Interest in Cloud Storage amid Security & Reliability Concerns

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-- More Than Half of Survey Respondents Are Considering Cloud Services to Reduce IT Costs, Address Growing Data Volumes, Replace or Supplement Tape & Bolster Offsite Disaster Recovery --

OCEANPORT, N.J., Jan 19, 2010 (BUSINESS WIRE) -- CommVault (NASDAQ: CVLT):

News Facts

- CommVault customers stress security/privacy as the overarching concern of moving to a cloud storage model according to a recent CommVault survey, which polled its customers worldwide to assess interest in cloud storage services as well as identify top concerns and considerations.
- The survey garnered 535 responses from companies of all sizes, with half of the responses representing enterprises with more than 1,000 employees. Nearly 60 percent of respondents manage between 6-75 TBs of data across a variety of small, medium and large-sized enterprises, reinforcing a growing trend among organizations of all sizes that they are seriously examining the key benefits of leveraging cloud storage services.
- According to the survey, 52 percent of respondents are considering the use of cloud storage services now or in the future. More respondents cited growing data volumes as the No. 1 reason to evaluate cloud services, followed by [storage capacity](#) limits, large [data center](#) footprints, lengthy retention requirements and costly storage infrastructures.
- CommVault's latest customer survey underscores the company's ongoing commitment to understanding the impact of ever-increasing data management requirements while ensuring that continual [Simpna\(R\) software](#) enhancements are designed specifically to solve customers' toughest business problems.

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Customers Cite Key Benefits & Top Concerns of Leveraging Cloud Storage Services

- In order of importance, 33 percent of those polled ranked offsite [disaster recovery](#) as the top overarching benefit of moving to cloud storage.
- Other potential advantages cited by the survey respondents include the ability to replace or supplement tape, as well as the opportunities to leverage flexible pricing models, lower overall costs due to decreased hardware capital expenses, decrease data center storage footprints and increase storage capacities.
- More than 75 percent of those surveyed expressed qualms about moving to a cloud storage model. Security/privacy was the number one concern as cited by 30 percent of survey participants that ranked security as their number one concern.
- While the industry continues to flag concerns about the cost of managing IT and on-premises storage (which also can be significantly reduced by moving data to the cloud), only 17% of respondents ranked the cost of deploying cloud services as their first concern. Reliability was a greater concern than cost and was rated as the number one concern by 20 percent of those surveyed; scalability ranked a close fourth overall to cost.

Setting Expectations--Customers Prepare for Cloud Storage

- According to CommVault's cloud survey, 43 percent of those responding expect to store between 6-75 TBs of data in the cloud while nearly 60 percent already manage in-house that same amount of primary data on a regular basis. Also, nearly half of the survey participants move between 6-75 TBs of storage to tape on a monthly basis for offsite vaulting.
- Once data is moved to the cloud, nearly a quarter of the respondents (24%) plan to retain it for more than six years, with eight percent of respondents expecting to keep data for more than ten years.
- For customers planning to use the cloud, 31 percent expect to dedicate between 1.6 and 30 Mb/s of network bandwidth exclusively to accessing cloud storage while 15 percent project dedicating between 31 and 130 Mb/s of bandwidth.

Supporting Quotes

- "CommVault continually surveys its global customer base to maintain an in-depth understanding of how we can help drive their business success and alleviate data management challenges," said David West, vice president of marketing and business development for CommVault. "From our latest survey, we know that many of our customers are considering cloud storage to keep pace with rapid data growth and reduce internal IT costs. Still, they're worried about security, complexity and reliability, especially since protecting their mission-critical data remains of paramount importance. To that end, CommVault is working diligently to ease their concerns and ensure that customers will be able to reap the maximum benefits of sound, secure and seamless cloud storage strategies."

Supporting Resources

- CommVault(R) Simpana(R) 8 Software <http://www.commvault.com/products>
- More CommVault news <http://news.commvault.com>
- Follow CommVault on Twitter <http://twitter.com/CommVault>

- Visit CommVault's delicious page <http://delicious.com/commvault>
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About the CommVault Cloud Survey

Conducted in December 2009, the CommVault Cloud Survey polled 10,411 CommVault customers worldwide in a 12-question online survey to gauge their views on cloud computing and storage. A complete copy of the survey results is available upon request.

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 <http://www.commvault.com>. CommVault's corporate headquarters is located in Oceanport, New Jersey in the United States. (cvlt-pd)

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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