



## CommVault's Scott Skidmore Named a CRN Channel Chief for Second Consecutive Year

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- CommVault PartnerAdvantage program expansion drives double-digit sales growth
- Partner University grows by more than 500 accredited individuals worldwide since July 2013

OCEANPORT, N.J., March 12, 2014 /PRNewswire/ -- [CommVault \(NASDAQ: CVLT\)](#) today announced that Scott Skidmore, the company's vice president of Americas channel sales, has been named a CRN Channel Chief for 2014, an honor which Skidmore has received for the second year in a row.



**commvault**  
*solving forward*

This prestigious list of the most powerful leaders in the IT channel recognizes those executives directly responsible for driving channel sales and growth within their organization, while evangelizing the importance of the channel throughout the entire IT Industry. CRN Channel Chiefs were selected by the CRN editorial team based on channel experience, program innovations, channel-driven revenue, and public support for the importance of IT channel sales.

Today, more than 85 percent of CommVault's software revenue is transacted through channel partners, and over the past year, CommVault has grown its PartnerAdvantage program participation to more than 625 solution providers globally.

"I am honored to be recognized by CRN and am proud of the people at CommVault who've built a world-class channel organization that consistently delivers the right strategy, product offerings and tools to enable our partners to win in the marketplace and help customers transform managed data into assets," said Skidmore. "CommVault's partners are the key to meeting and exceeding our growth objectives and we continue to work together to offer customers the most innovative data management solutions in the industry."

CommVault's PartnerAdvantage Program was developed to offer technology, reseller and service provider partners the opportunity to work closely with CommVault to deliver award-winning data and information management solutions to their customers. CommVault is committed to its partners' success – with greater product functionality and superior customer satisfaction, which drive repeat business and high customer retention rates.

CommVault's consistent growth, straightforward programs and rewards provide a more valuable alternative to vendors attempting to compete with crowded, complex programs. With simplified licensing options, a modular software platform, and support for multiple business models, and structures, CommVault provides higher margin opportunities by staying tuned to the needs of the market.

CommVault makes it easy and affordable for partners to attain the knowledge and training needed to assist their customers with innovative solutions that reduce costs and increase efficiencies. In the coming year, the company will expand its global reach and increase efforts to enable more professional services delivered by qualified channel partners.

### Supporting Quotes

"CommVault has significantly stepped up the investments in our worldwide channel strategy and routes to market integrated with enablement and marketing, all laser focused on our mutual success with our partners," said Ralph Nimergood, vice president of worldwide partners and programs for CommVault. "Our PartnerAdvantage program enables partners to empower data-driven organizations to better protect, manage, access and share data across their enterprise with a single software platform for strategic data and information management."

"We are pleased to highlight the many executives throughout the industry who work tirelessly to advance the standing of the channel community within their organizations. The CRN Channel Chief honorees lead, inspire and engage peers and serve as valuable advocates to help ensure the health and longevity of the channel within the IT industry. We applaud their efforts and look forward to their continued success," said Robert Faletra, CEO, The Channel Company.

The 2014 Channel Chiefs list is featured in the February/March issue of CRN, and online at [www.CRN.com](http://www.CRN.com).

**Tweet This:** @CommVault's Scott Skidmore named a @CRN Channel Chief two years running <http://simpa.na/1fquPHa>

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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.

## 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. The development and timing of any product release as well as any of its features or functionality remain at our sole discretion.

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