



## UbiStor Deploys CommVault Simpana Software to Modernize Data Centers and Increase Operational Insight

May 21, 2014

- Services and solutions provider deploys Simpana® software to scale data management for its own operations as well as customers' ever-expanding virtualized infrastructures
- Simpana 10 allows UbiStor to offer its customers advanced solutions for data including archiving, content indexing and search, as well as complete disaster recovery services
- Advanced Simpana 10 solutions enable UbiStor to add new value added solutions to its existing client base, bolster customer acquisition and increase its profitability

OCEANPORT, N.J., May 21, 2014 /PRNewswire/ -- [CommVault](#) (NASDAQ: CVLT) today announced that UbiStor, an IT managed solutions provider headquartered in Schaumburg, IL, has deployed Simpana® 10 software to scale modern data protection solutions and deliver insights on operations for both its business and for customers. CommVault's single software platform enables UbiStor to fully automate its data protection services and provides comprehensive reporting, customer visibility and secure access to data stored in UbiStor's cloud. UbiStor has standardized data protection of physical and virtual servers utilizing Simpana 10's single holistic management platform. This has enabled UbiStor to confidently offer fully managed solutions to address client backup, recovery, archiving and eDiscovery powered by Simpana 10.



**commvault**  
*solving forward*®

Additionally, UbiStor and its customers are able to stay ahead of IT service delivery needs, and cut time and costs through Simpana 10 software's ability to automatically detect and bring new virtual machines under protection. Policy-based auto-discovery ensures that UbiStor can react in real time whenever an employee or a customer deploys a new virtual machine, automatically protecting it and acting as a lens into the virtualized environments at all times.

All backups in UbiStor's virtualized environment are now performed within two to three hours, without errors versus three to four times that with the company's previous solution. According to Dave Brooks, UbiStor CTO, "One of the best things that CommVault allows us to give our customers is insight into their data. What we found is that some customers' data was sitting out there spinning on primary storage, taking up expensive space, while others had files that hadn't been touched in two years or longer. Simpana archive and content indexing gives them the ability to move that data to reduce costs, and still lets them easily access it should they need it."

The modern data protection features, operational reporting and automation provided by Simpana software have enabled UbiStor to expand its portfolio of services to encompass holistic data management, including archive and disaster recovery as a fully managed solution. UbiStor now works with its customers to develop a tactical disaster recovery roadmap, acting as a trusted advisor on business continuity plans and implementing Simpana software to support its customers' DR strategies. A reduction in support needs since partnering with CommVault has enabled UbiStor to provide a less expensive solution to customers, helping the company to retain its existing client base as well as acquire new customers, dramatically increasing the service provider's bottom line.

Brooks added, "Once we have the data protected, CommVault allows us to offer an abundance of functionality that helps our customers save money. It also makes that data more useful to the business and provides assurance that, in the event of a disaster, the data is quickly recoverable and accessible by end users."

"The dynamic needs of their business and new operational pressures are driving more organizations to consider new IT-as-a-service models from trusted advisors and provider partners such as UbiStor," said Paul McClure, chief cloud technologist, cloud solutions group at CommVault. "UbiStor's strong technical staff, customer-focused culture and collaborative approach are resulting in their customers being better informed about the data that resides across their enterprises and how best to protect, access and repurpose it. The partnership is expanding routes to market for both CommVault and UbiStor while enabling joint customers to transform and modernize their data management environment."

### Resources

- [UbiStor Case Study](#)
- [CommVault Service Providers](#)
- [CommVault Virtualization HQ](#)
- [CommVault® Simpana® 10 software](#)
- [CommVault Intelligent Archive Solutions](#)

- [More CommVault news](#)

#### Get Involved

- [Subscribe to CommVault RSS feeds](#)
- [Follow CommVault on Twitter](#)
- [Follow CommVault on Facebook](#)
- [Watch CommVault videos on YouTube](#)

#### 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 <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.

*©1999-2014 CommVault Systems, Inc. All rights reserved. CommVault, CommVault and logo, the "CV" logo, CommVault Systems, Solving Forward, SIM, Singular Information Management, Simpana, Simpana OnePass, CommVault Galaxy, Unified Data Management, QiNetix, Quick Recovery, QR, CommNet, GridStor, Vault Tracker, InnerVault, Quick Snap, QSnap, IntelliSnap, Recovery Director, CommServe, CommCell, ROMS, CommVault Edge, and CommValue are trademarks or registered trademarks of CommVault Systems, Inc. All other third party brands, products, service names, trademarks, or registered service marks are the property of and used to identify the products or services of their respective owners. All specifications are subject to change without notice.*

Logo - <http://photos.prnewswire.com/prnh/20110329/MM738411.0GO>

SOURCE CommVault

Leo Tignini, CommVault, 732-728-5378, [ltignini@commvault.com](mailto:ltignini@commvault.com), @leotignini, or Liem Nguyen, CommVault, 732-728-5370, [Inguyen@commvault.com](mailto:Inguyen@commvault.com), @liemnguyen, or Michael Picariello, Investor Relations Contact, CommVault, 732-728-5380, [ir@commvault.com](mailto:ir@commvault.com)