



Commvault Executives Recognized as 2015 CRN Channel Chiefs

March 4, 2015

- Ralph Nimergood and Scott Skidmore Named CRN Channel Chiefs
- Marks the third year in a row that Scott Skidmore has received this honor
- CommVault recognized for its success building its PartnerAdvantage program and improving its focus on Service Provider partners

TINTON FALLS, N.J., March 4, 2015 /PRNewswire/ -- [CommVault](#) (NASDAQ: CVLT) today announced that Ralph Nimergood, vice president of worldwide channels and alliances, and Scott Skidmore, vice president of Americas channels and alliances, have been recognized as 2015 CRN Channel Chiefs. The influential executives on this annual list represent the most powerful leaders in the IT channel who hold direct responsibility for driving growth and revenue for their organizations through indirect channel partners.



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The 2015 CRN Channel Chiefs are selected for inclusion based on their track record of channel accomplishments, standing in the industry, dedication to the partner community and plans for driving future business innovation and channel growth. Honorees have also demonstrated their enduring support for the channel by consistently defending, promoting and executing effective channel partner programs and strategies.

"Each year, our editors carefully vet an extensive group of highly accomplished channel executives to highlight those exemplary individuals who earn the mantle of CRN Channel Chief," said Robert Faletra, CEO, The Channel Company. "These executives strive to advance the success and standing of the channel community within their organizations. The 2015 CRN Channel Chiefs lead by example and serve as valuable advocates to help ensure the health and longevity of the IT channel. We applaud their accomplishments and look forward to their continued success."

Over the past year, Nimergood has solidified CommVault's multi-route channel strategy, which he underpinned with a revamped [PartnerAdvantage](#) program for solution VARs, and SP/Cloud providers. Additionally, Nimergood has worked to enhance CommVault's relevancy to the channel in the company's sales engagement processes, product and solution packaging that is designed and built for the channel. Under his leadership, CommVault made great strides in strengthening its relationships with its rapidly growing OEM and alliances eco-system. The end result has been increased value for customers and loyalty from the CommVault channel community.

"It is an honor to be recognized by CRN as an individual, but I am proud of the entire CommVault channel & alliances organization," said Nimergood. "This is truly a testament of our team's efforts to ensure that we are delivering on the CommVault brand promise with our partners and as a result enhance our value to our customers they serve. We will continue to invest in our partners as they are at the center of our go-to-market strategy."

Skidmore has been named a CRN Channel Chief for the third year in a row. This past year he focused on improving profitability for channel partners by designing differentiation around new channel packaged solution sets. He also led the charge in redefining CommVault's channel team's focus around partners committed to building a business around CommVault's offering to data management.

"I am humbled to be recognized for the third year in a row as a Channel Chief by CRN," said Skidmore. "CommVault's partners are fundamental for our business and we continue to work as a channel team to offer our customers the right solutions to accelerate revenue growth and help them expand into new markets. With the enhancements to our PartnerAdvantage program and our increased focus on training our channel account managers, this is a great recognition for the channel team as a whole."

"Thanks to the dedication of Scott and Ralph, CommVault partners remain at the top of our list of priorities" said Ron Miiller, senior vice president of worldwide sales. "This past year was no exception as we focused our efforts on augmenting our PartnerAdvantage enablement resources to better provide our partners with what they need to deliver solutions for protection, management, access, and sharing of data for their enterprise customers."

The 2015 CRN Channel Chiefs list is featured in the February 2015 issue of CRN, and online at www.CRN.com.

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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 Tinton Falls, New Jersey in the United States.

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The Channel Company, with established brands including CRN, XChange Events, IPED and SharedVue, is the channel community's trusted authority for growth and innovation. For more than three decades, we have leveraged our proven and leading-edge platforms to deliver prescriptive sales and marketing solutions for the technology channel. The Channel Company provides Communication, Recruitment, Engagement, Enablement, Demand Generation and Intelligence services to drive technology partnerships. Learn more at www.thechannelcompany.com.

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