



## Commvault and Laitek Form Strategic Partnership to Bring Clinical Data Management and Migration Solutions to Healthcare Organizations

December 1, 2015

- Companies to jointly address clinical data management and migration needs in Healthcare --
- Commvault takes strategic equity investment position in Laitek -
- Partnership will focus initially on legacy PACS retirement and Vendor Neutral Archive -

TINTON FALLS, N.J. and HOMEWOOD, Ill., Dec. 1, 2015 /PRNewswire/ -- Addressing the increasing needs of hospitals for a comprehensive data management solution, [Commvault](#) (NASDAQ: CVLT), a global leader in enterprise data protection and information management, and [Laitek](#) Inc., a pioneer in rapid data migration and storage services for picture archiving and communication system (PACS) replacements, today announced a multi-faceted, strategic partnership to jointly develop and market clinical data management solutions. To further strengthen the partnership and to ensure alignment of business goals, Commvault has made a strategic investment in Laitek. By combining Laitek's data migration expertise with Commvault's healthcare data protection and information management capabilities, hospitals will be able to take back control of their clinical data, managing and protecting it for the long term.

A leader in enterprise data protection and information management

Today's announcement was made at the 101<sup>st</sup> Scientific Assembly and Annual Meeting of the Radiological Society of North America, being held November 29 - December 4 in Chicago, IL.

Hospitals are facing increasing pressures to modernize medical imaging and patient record systems, while driving down the costs of data storage and information technology to increase collaboration and drive better patient outcomes. Electronic medical data is exploding in volume due to recent increases in the number of people with access to affordable healthcare and widespread shifts in the industry to make all patient information electronic, creating massive challenges for the retention, protection and efficient, secure recovery of patient data, images and records.

The new strategic partnership between Commvault and Laitek is aimed specifically at meeting the unique challenges faced by healthcare systems seeking enterprise-wide deployments of data management systems that provide secure, PACS-neutral data, free from vendor dependence, and long term accessibility. The partnership is unique in the healthcare technology industry: combining proven expertise in data protection and management with pioneering innovation and experience in rapid data migration, storage systems, software and services for healthcare facilities of all sizes.

"Healthcare providers are looking beyond retiring legacy systems – increasingly they want a comprehensive approach to data management that supports a varied and changing mix of clinical applications systems," said Fred M. Behlen, Ph.D., Founder and President, Laitek. "Together the combination of Laitek and Commvault will enable hospital systems to address enterprise data management needs quickly and safely. Our years of experience in the PACS data migration space, combined with Commvault's complementary capabilities in data protection, will create powerful solutions that meet the data management requirements of today's healthcare providers."

"With both companies focused on open, vendor-neutral solutions and faster data migration, designed to significantly drive down costs and provide easy, secure access of patient records through a holistic data management approach, the partnership between Commvault and Laitek is ideally positioned in today's medical imaging market for success," said N. Robert Hammer, Chairman, President and CEO, Commvault. "Commvault's joint solution with Laitek will transform the medical data archival market and will provide a unique value proposition that healthcare enterprises cannot get from other vendors. At the same time, our partnership with Laitek is expected to provide highly synergistic growth opportunities in this market."

Under a development and original equipment manufacturing (OEM) agreement, the two companies will deliver a separate, new, medical management solution built on [Commvault's recently released data software platform](#) that provides best-in-class data management capabilities while leveraging [Laitek's Semperdata™ platform](#) for rapid, clean and cost effective data migration. The net new, joint solution will be initially aimed at retiring high cost, legacy PACS systems and then be transformed into a full-fledged medical data archive platform that is source, application and storage vendor agnostic. The open, agnostic nature of both platforms will provide the customer with a true vendor-neutral archive (VNA) solution. The solution is expected to be delivered to the market in the first quarter of 2016.

Commvault and Laitek will take the joint solution to market together under the Commvault brand with Laitek providing sales, marketing, migration services and technical support to enhance the Commvault healthcare market offerings. Current Laitek customers will benefit from easier access to the broad range of data protection and information management capabilities resident in the Commvault integrated solutions portfolio, and Laitek partners will find increased opportunities as Laitek's footprint expands with Commvault. The partnership will accelerate [Commvault's healthcare business](#), building on its existing base of healthcare customers across the hospital, insurance, payment processing and pharma - life sciences sectors. In a related [announcement](#),

Commvault outlined how it is helping Quanticate, the world's largest data-focused Clinical Research Organization (CRO), better address compliance and data protection issues while embarking on its journey to the cloud.

### **About the Semperdata Dynamic Archive**

[Semperdata](#)™ Storage Solutions deliver secure, PACS neutral data for all health care archiving and migration needs – now and long into the future. Embodying next-generation thinking informed by real-world data migration experience, the Semperdata™ Archive stores medical image data in standard formats and storage systems for long-term access that protects from dependence on application vendors and proprietary software. This powerful software package ensures long term data compatibility with both PACS and enterprise environments and delivers the flexibility and security needed for ongoing access to archival DICOM data from radiology, cardiology and photographic imaging. Semperdata™ is unique in its fusion of data migration and storage technologies. It incorporates: The industry-leading migration engine used in Laitek's [Migratek](#)® data migration services; a secure journaling archive system storing DICOM standard files plus documented change-tracking objects; and optional connections to legacy archives providing full DICOM access to legacy images and annotation.

### **About Laitek at RSNA**

Laitek will showcase its solutions for the healthcare industry as the premier industry specialist for imaging data migration at RSNA at McCormick Place. Visit Laitek at Booth 1556 in the South Building, Hall A.

### **About the Commvault Data Platform and Solutions Portfolio**

The eleventh version of Commvault solutions portfolio is uniquely positioned to help customers activate their data by accelerating the transformation from legacy data management to a modern data environment to unlock critical business insight and drive new value from customers' technology investments. The Commvault solutions portfolio is comprised of an industry-leading product offering in the areas of data protection and recovery, cloud, virtualization, archive, and file sync and share that addresses evolving market trends, growth areas, and customer use cases. The Commvault Data Platform is open and standards-based, helping customers better leverage data, improve IT operations, and enabling 3<sup>rd</sup> party innovation.

### **About Laitek Inc.**

Laitek Inc. is the pioneer of both the Migratek® Advanced Data Migration and Semperdata™ solutions for the healthcare industry. Founded and operated by imaging industry veterans, Laitek utilizes decades of frontline expertise to deliver complete rapid data migration and storage systems, software and services to PACS vendors and healthcare facilities of all sizes. Industry leadership and knowledge of DICOM and HL7 standards combines with specialized engineering development expertise to provide clients with fast, accurate migration and storage solutions that allow them to deliver the finest healthcare available. For more information call 877-452-4835 or visit the company's Web site at [www.laitek.com](http://www.laitek.com).

### **About Commvault**

Commvault is a leading provider of data protection and information management solutions, helping companies worldwide activate their data to drive more value and business insight and to transform modern data environments. With solutions and services delivered directly and through a worldwide network of partners and service providers, Commvault solutions comprise one of the industry's leading portfolios in data protection and recovery, cloud, virtualization, archive, file sync and share. Commvault has earned accolades from customers and third party influencers for its technology vision, innovation, and execution as an independent and trusted expert. Without the distraction of a hardware business or other business agenda, Commvault's sole focus on data management has led to adoption by companies of all sizes, in all industries, and for solutions deployed on premise, across mobile platforms, to and from the cloud, and provided as-a-service. Commvault employs more than 2,000 highly skilled individuals across markets worldwide, is publicly traded on NASDAQ (CVLT), and is headquartered in Tinton Falls, New Jersey in the United States. To learn more about Commvault — and how it can help make your data work for you — visit [www.commvault.com](http://www.commvault.com).

Commvault 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 (including the Commvault and Laitek joint solution) as well as any of its features or functionality remain at our sole discretion. The Commvault and Laitek joint solution is a net new product, which will be available for purchase.

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