Address business risk with managed services powered by Commvault

Data can reveal insights, drive innovation, and take companies in exciting new directions. However, today's data sprawl introduces a number of risks and challenges that are preventing businesses from running efficiently and stalling the ability to thrive and grow. The challenges with data sprawl, increased threat of cyberattack, and the adoption of hybrid cloud environments form a business integrity gap; a gap between where organizations' data environments are today and where they should be to thrive, accelerate growth and digitally transform.

Commvault intelligent data services enable you to proactively simplify, manage, and comprehensively protect the continuously evolving and growing data environments for your customers. When their very existence depends on data, Commvault can help you become the focal point to ensuring the integrity of your customers' business.

With Commvault, you can meet these challenges for your customers with the Intelligent Data Services platform, closing the business integrity gap and enabling organizations to execute on their digital transformation strategy and accelerate business growth.

5 reasons to partner with Commvault

1 New revenue streams

Go beyond backup and deliver complete data management services. Build additional services with a single partner who provides intelligent data services that make managing data simple, secure and scalable.

2 Active, aligned partnerhsips

Commvault supports the technologies and cloud provider platforms that customers rely on and service providers build on, including Microsoft, Amazon, Oracle, SAP, Google and ServiceNow, just to name a few.

3 Flexible licensing options

Commvault® Service Provider Licensing is packaged for easy consumption and reduced total cost of ownership (TCO). Utility and subscription contract options add savings and flexibility.

4 Manage customers' data, your way

Cloud-first with infinite scalability, Commvault's data management solutions allow you to manage customer data, your way, including modern deployment options, contactless capabilities, and a unified management experience.

5 Tech that scores big marks

Consistently recognized as a leader by industry experts and analysts, including Gartner and Forrester, for completeness of vision, ability to execute, and data resiliency, you can be confident selling Commvault.

Are you ready to accelerate your business with Commvault?

50% of partners say that the business risk of not providing cloud-based managed services was a key driver behind the decision to offer them.

41% of organizations say best-of-breed is the most common strategy for developing cloud-based managed service vendor relationships.

By 2023 partners expect **66%** of their revenue to come from managed services.

ESG Master Survey Results, MSP Partner Landscape 2020, January 2021.

Provide a level of data readiness that leaves your customers' wanting more.

With Commvault, you can build service offerings that help your customers meet the data sprawl challenge head-on by offering turnkey services helping them to store, protect, and optimize data. In addition, the Commvault Intelligent Data Services platform gives you the flexibility to leverage the infrastructure that matches your business model and your customers' needs whether that's private, public, hybrid cloud, SaaS, or on-premises. Commvault's intelligent data services portfolio empowers you to build services for your customers that deliver powerful business outcomes. From ensuring data and application availability and migration to the cloud, to mitigating cyber threats and reliable business continuity, you can be confident positioning managed services powered by Commvault® solutions.

Deliver powerful business outcomes to your customers:

- Eliminate complexity due to multiple solutions
- Meet SLAs with confidence
- Reduce IT costs and increase operational efficiency
- Maintain data availability & help avoid data loss
- Scale resources on demand and free up IT teams
- Consistent automation & data access

Successful deployment of managed services will help in reducing IT cost by
25-45%

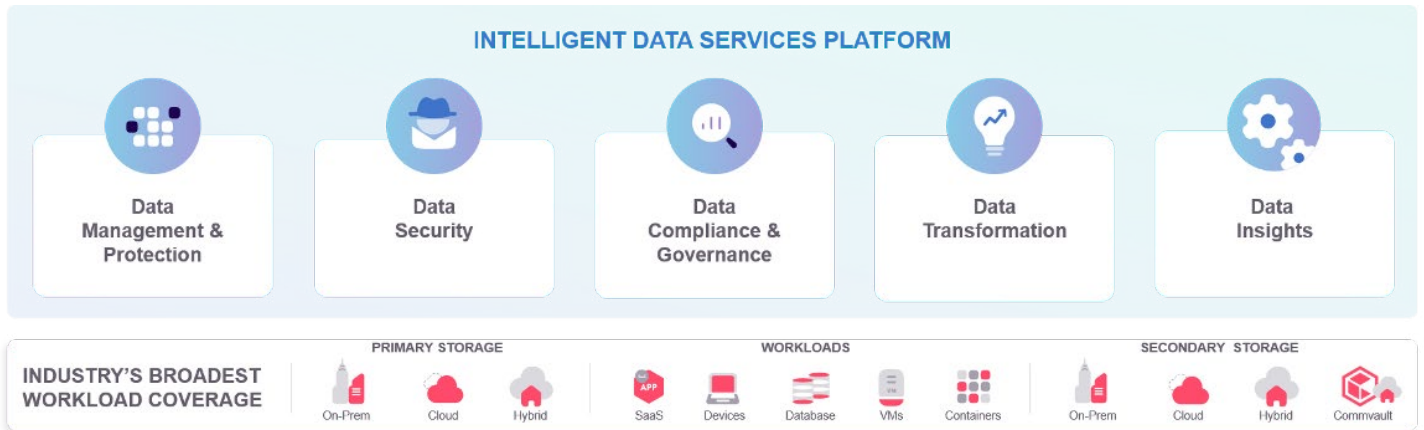and will increase operational efficiency by
45-65%

Mordor Intelligence – Managed Services Market - Growth, Trends, COVID-19 Impact, And Forecasts (2021 – 2026)

Data protection as a Service. The Power of AND.

Partner-managed Infrastructure with Commvault® software
Commvault software continues to innovate and offer unparalleled on-prem or cloud, MSP owned and operated, unified Intelligent data management platform capabilities. With Commvault you deliver a unified customer experience, and can create flexible service catalogs to customize the offerings that will fit your customers' needs. Build your service offerings using our platform around:

INTELLIGENT DATA SERVICES PLATFORM

Data Management & Protection | Data Security | Data Compliance & Governance | Data Transformation | Data Insights

INDUSTRY'S BROADEST WORKLOAD COVERAGE

PRIMARY STORAGE — On-Prem, Cloud, Hybrid
WORKLOADS — SaaS, Devices, Database, VMs, Containers
SECONDARY STORAGE — On-Prem, Cloud, Hybrid, Commvault

Available today!

Commvault Backup & Recovery ensures data availability for all workloads across cloud and on-prem environments, with enterprise ready, Service Provider class, backup software.

• Comprehensive backup and archiving
• Easy data and workload mobility to/from/within the cloud
• Flexible data reuse

Commvault Disaster Recovery ensures business continuity across cloud and on-premises environments, delivering replication, disaster recovery, and compliance reporting from a single extensible platform.

• Continuous data replication w/ 1-click failover, failback & recovery
• As low as sub-minute RPOs and Near-Zero RTOs to align recovery to business value of data and workloads
• Resilient ransomware protection with integrated security monitoring and alerts
• Role-based access control and highly-customizable dashboards to facilitate DRaaS service delivery and monitoring

Coming fall 2021:

Data Insights as a Service:
Commvault® File Storage Optimization provides cost reduction throughout hybrid cloud environments, across backup and live data silos at a massive scale, delivering:

• Improved storage efficiencies
• Streamlined cloud migrations and data consolidations
• Reduced risks of ransomware
• Quick ROI on urgent, high impact IT-related projects
• Drive storage rationalization and protection strategies

Commvault® Data Governance provides streamlined risk management throughout hybrid cloud environments, across backup and live data silos at a massive scale delivering:

• Simplified identification and securing of sensitive data to prevent data leakage
• Collaborative risk remediations
• Management of critical compliance components to help customers adhere to data privacy regulations, including GDPR and CCPA

Commvault® eDiscovery & Compliance provides a trusted data collection solution across entire hybrid cloud environments delivering:

• Trusted chain-of-custody - ensuring relevant data is unaltered and not deleted
• Fast, scalable data collection to facilitate efficient compliance
• Streamlined data review via advanced keyword search capabilities

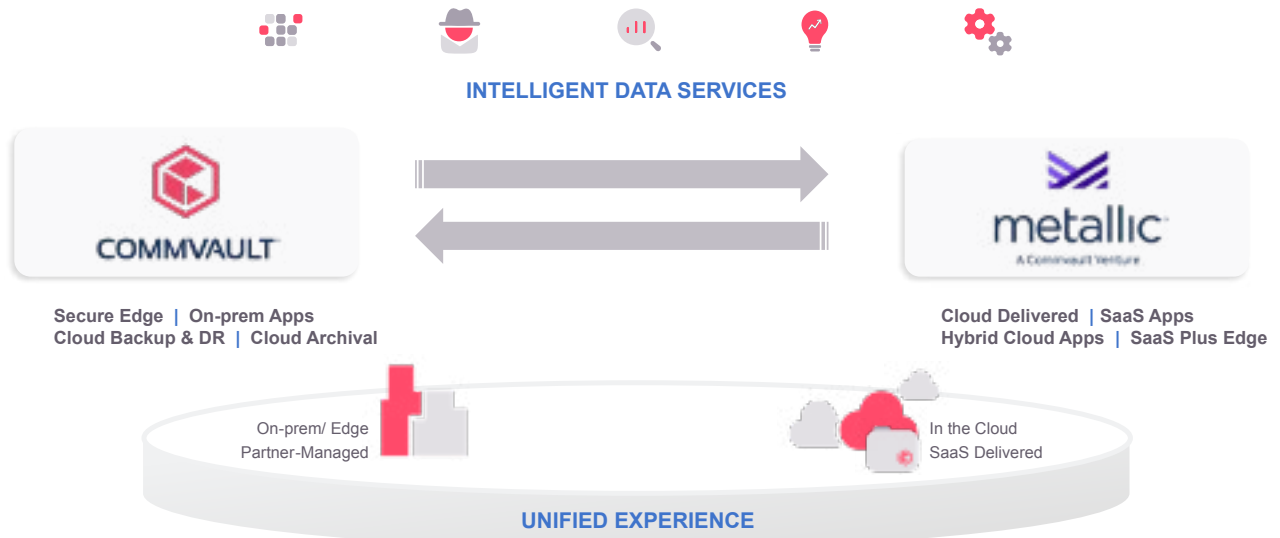**Coming fall 2021 - Cloud-based SaaS with Metallic for Managed Service Providers**

Metallic SaaS Backup combines the best of enterprise-grade data protection with the simplicity and ease of SaaS.

• Comfortably meet SLA, retention, and recovery requirements
• Deploy, begin onboarding, and manage in minutes
• Minimize capital, hardware, and infrastructure expenditures

With broad-ranging coverage across SaaS apps, endpoints, on-prem, and cloud environments – Metallic is industry-proven to keep your entire customer data estate safe, compliant, and rapidly recoverable.

• Automated backups with granular search and flexible restore options
• Multi-layered security, zero-trust access controls, and anomaly detection built-in
• Isolated, air-gapped data backups – optimized for high availability and rapid recovery
• Flexible on-prem and cloud storage options for easier data compliance

Our portfolio unites On-Prem, Cloud and SaaS

INTELLIGENT DATA SERVICES

COMMVAULT

metallic
A Commvault Venture

Secure Edge | On-prem Apps
Cloud Backup & DR | Cloud Archival

Cloud Delivered | SaaS Apps
Hybrid Cloud Apps | SaaS Plus Edge

On-prem/ Edge
Partner-Managed

In the Cloud
SaaS Delivered

UNIFIED EXPERIENCE

With Commvault® and Metallic, you will be able to:

Create broader, stronger, stickier, and more strategic relationships

Attract new customers, plus protect and expand existing revenue

Explore new opportunities to monetize services and drive higher margins

Build sustainable revenue

And with our innovative approach to data services for managed service providers, you and your customers can be confident building with Commvault today and excited about the opportunities tomorrow. When you become a Commvault MSP partner, you will receive all the benefits of the MSP Partner Advantage program. By leveraging the benefits within the program, you can get help building service offerings, getting competitive pricing and licensing options, engaging joint customers to win deals, and growing your business profitably.

To become a Commvault MSP Partner **click here >**

COMMVAULT®
Be ready™

commvault.com | 888.746.3849