

# Commvault® Program for Service Delivery Partners

## OVERVIEW

Our Managed Service Provider (MSP) Partner Advantage Program is designed to help your business thrive by accelerating time to market, growing your customer base, and increasing margins all while providing your clients with secure and compliant data resilience.

Commvault provides a fully managed service end-to-end SaaS solution across all customer workloads that requires zero hardware requirements, no capital expenses, and built-in product upgrades.

Our program enables MSPs to complete their portfolio of service offerings to ensure customer data resilience and compliance. Our offer also includes a simple, seamless management of all your tenants through our new

## Did You Know?



**Ransomware everywhere—**  
including the backup.

99% of ransomware tampers with security and backup infrastructure.



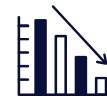
**The AI paradigm shift: New**  
opportunity, new threats.

85% of security professionals cite AI as driving force of increased cyber attacks.



**Exponential hybrid chaos.**

Over 90% of organizations report cyber resiliency is impacted by fractured tools.



**Shrinking IT Skills.**

78% of organizations report lack of cloud security resources and expertise.

Source: 1. Microsoft Digital Defense Report 2022: <https://query.prod.cms.rt.microsoft.com/cms/api/am/binary/RWZb5v?culture=en-ca&country=ca> 2. Deep Instinct, Voice of SecOps 2023, "75% of security professionals witnessed an increase in attacks over the past 12 months, with 85% attributing this rise to bad actors using generative AI", as seen in <https://www.deepinstinct.com/pdf/voice-of-secops-4th-edition?hsCtaTracking=982e81ff-d1a0-47a4-9adf-6e279398d361%7C1d16a471-1022-4dff-8d07-dd79dac66a52> 3. Futurum Data Protection Report 2023 4. Flexera 2023 State of the Cloud Report

Data protection as-a-service market will grow from

**\$7.7B** to **\$15.3B** in 2024



Source: IDC Worldwide Data Protection as a service Forecast, 2020-2024, November 2020.

## What Does Commvault® Cloud Offer?

Flexible offerings for the breadth of your customer's cyber resilience needs

<p><b>Microsoft 365</b> For Exchange, Teams, SharePoint, OneDrive, Project, and more.</p>	<p><b>Microsoft Dynamics 365</b> For CE applications + Power Platform.</p>	<p><b>Salesforce</b> For Salesforce Cloud data.</p>	<p><b>Endpoint</b> For laptops and desktops.</p>
<p><b>VM &amp; Kubernetes</b> Microsoft Hyper-V, VMware, Azure VM, Kubernetes, Microsoft Azure, AWS, AVS, VMware Cloud.</p>	<p><b>Database</b> For Microsoft SQL, Azure PaaS, Oracle, Amazon AWS, SAP HANA.</p>	<p><b>File &amp; object</b> For Windows Server, Azure Blob &amp; Files, OCI Object Storage, Amazon S3, Linux/UNIX.</p>	<p><b>Cloud Storage</b> For Air-gapped cloud storage.</p>

## Why Commvault Cloud, Powered by Metallic for MSPs?

### 1 Breadth of Coverage

Deliver absolute resilience to protect all your customer's data wherever it lives.

### 2 Increase Margins

Complete your services portfolio and protect your customers as you help them transform.

### 3 Time to Value

Quickly onboard new tenants. Efficiently deploy, monitor, and manage client data.

### 4 Profitability

Build an elastic business model with reduced operational costs.

### 5 Cloud Simplification

Enjoy zero hardware requirements, no capital expenses, and built-in product upgrades.

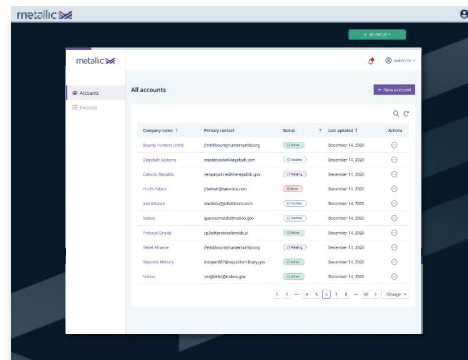
### 6 Customer Satisfaction

Ensure unparalleled resilience and peace of mind.

## Remote Management and Monitoring—at Your Fingertips

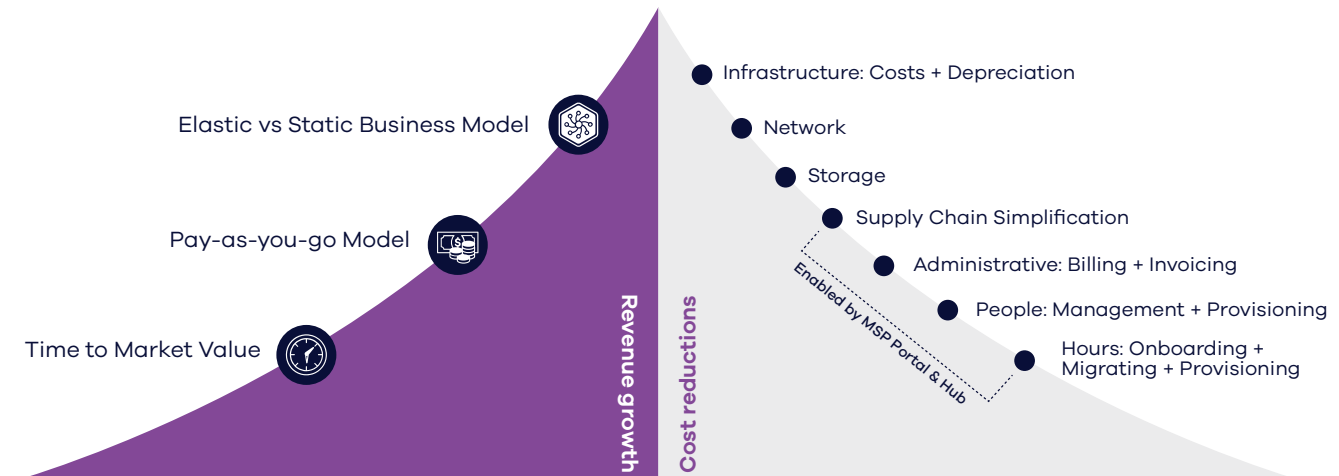
### Commvault MSP Portal

- Rapidly onboard new tenants
- Manage tenants & add new services
- Operations Dashboard
- Invoicing & Billing
- View & Export Usage Reports
- Event & Alerts Hub
- Support integration
- REST APIs for easy integration



## Commvault DPaaS Potential Total Cost Reduction

SaaS solutions deliver unparalleled value to managed services partners. While they can sometimes appear more expensive up front, the reality is they deliver significant cost savings over traditional software models.



We're honored to be Commvault's first SaaS MSP design partner, enhancing our managed services portfolio to help protect, manage and optimize our customers' infrastructure and critical data in the cloud.



Commvault's APIs makes the whole process very simple, enabling us to consume new features to support our customers.



We have joined forces to deliver a unified solution with everything our customers need to fully protect workloads, applications and data at infinite scale while reducing costs and complexity.



Threats of ransomware and data corruption are constant. Protecting critical business data and applications has never been more important to an organization's bottom line or reputation. We understand what it takes to protect data across edge and cloud environments.

LUMEN

Commvault is the only platform that really brings the comprehensive set of enterprise-capable features and platform support.

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