Combining their technical synergies, Commvault and HCL bring to life HCL’s vision for modernized data management and protection. Using HCL Velocity, Infonomics and ElasticOps as the foundation, the partners have co-created an intelligent information management approach that offers data management-as-a-service.

Customer challenges in the digital world are more daunting than ever

In the age of digitization and digitalization, organizations face the challenge of managing unprecedented data growth in terms of value, volume, and variety. Unlocking data value depends upon how effectively organizations adopt smart data management practices, but many things can hold them back, such as:

- Rising cybersecurity & ransomware threats
- Outdated technology & data management practices
- Exponential data growth & expansive dark data
- Compliance with stringent, changing regulations
- Rising IT complexity and cost

Modernize data management and protection

Commvault and HCL Technologies work together to create modernized data management and protection with HCL Infonomics as the foundation. Together, we bring a modernized and intelligent data management solution to reduce cost, enable flexible consumption, improve cyber resiliency and meet compliance standards. See below for the value brought by an integrated information management approach that offers data management-as-a-service.

- Multi-Cloud and Cloud Native
- Disaster Recovery
- Data Analytics and Insights
- Data Security and Ransomware Protection
- DevOps Automation
- Containerization and Kubernetes
Focused on customers’ business benefits: Joint HCL and Commvault solutions

Reduce costs
Use a single, unified data management solution for workloads across the data estate. Eliminate multiple tools and software.

Ensure Compliance
Demonstrate compliance with end-to-end visibility, automated policy-based enforcement, and built-in reporting.

Modernize and Scale
Reduce TCO, data center footprint, and enable flexible consumption options for cost controls and on-demand scalability.

Protect the Journey
Accelerate cloud migration and application modernization efforts with protection from potential ransomware attacks. Ensures a seamless transformation journey from legacy to cloud-native environments.

Versatility in helping a diverse set of customers and use cases
Together we have created successful joint customer implementations across the industry

Large oil and gas company
Standardized on hybrid cloud architecture
- 52% reduction in recurring software costs
- 42% reduction in associated hardware costs
- 55% reduction in downtime

Large chemical and minerals manufacturer
Backup consolidation and transformation
- Single solution for private and public cloud backup
- Improved ransomware protection
- Enhanced protection for endpoints and SaaS apps

Multi-national beverage company
Backup consolidation for on-premises and multi-cloud
- Unified backups for private and public cloud
- Reduced average backup window
- Minimized downtime and speed of recovery

Large recruiting services organization
Backup transformation and consolidation with hybrid cloud
- Ensured higher availability and improved security
- Minimized cost with automatic backups
- Up to 50% improved RPO and 8x faster RTO
Better together

Together we are building a comprehensive and unified modernization strategy with compelling customer benefits:

**Modernized Data Management and Protection**

- **HCL Infonomics**
  - Efficiently manage data silos while keeping your data surge in check.

<table>
<thead>
<tr>
<th>Service</th>
<th>Description</th>
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<tbody>
<tr>
<td>VisualiseNXT</td>
<td>An Assessment as-a-service for rich insights into the vast spread of unstructured data, file content, access permissions, and sensitive data sprawl.</td>
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<tr>
<td>ArchiveNXT</td>
<td>A managed Archival as-a-service powered by advanced file analytics and multi-tier data classification based on criticality and activity.</td>
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<tr>
<td>BackupNXT</td>
<td>A next-generation Backup as-a-service, to cloud or on-premises, for all data across the IT landscape, from data center, to cloud, to the edge and endpoints.</td>
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<tr>
<td>RecoverNXT</td>
<td>A fully automated Disaster Recovery as-a-service that supports near-zero data loss for physical and virtual workloads running anywhere.</td>
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**Commvault Intelligent Data Services Platform**

For on-premises, hybrid and multi-cloud

- **Data Protection**
- **Data Security**
- **Data Compliance & Governance**
- **Data Transformation**
- **Data Insights**

Flexible deployment, consumption, and storage

**The Commvault advantage to the joint solution**

Based on a recent survey by IDC across segments of Commvault’s customers, it has been conclusive that our customers have been able to create more efficient data management operations and reduced the per TB management cost by 78%.

In addition, not only have they been able to hold the line on costs, but they have also realized additional benefits of reduced downtime, reduced risk exposure, faster recovery, and more efficient litigation support.

- **Reduction in annual unplanned downtime**: 50%
- **Reduction in annual exposure to compliance failures, audit failures, and/or data theft or breach**: 60%+
- **Improvement in average recovery time for VMs**: 30%
- **Net cost reduction per TB for data management IT staff support**: 78%

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1 “Quantifying the business value of Commvault software.” WW Customer Analysis Survey, IDC. Oct 2021
Providing data protection and resiliency to businesses together since 2015

<table>
<thead>
<tr>
<th>HCL</th>
<th>Manage 40+ PB of data (pre-dedup) using Commvault</th>
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<tr>
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<td>750+ experts trained on Commvault globally</td>
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<td>A Commvault Global Reseller and Managed Service Provider</td>
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<td>Joint investments in labs and POCs</td>
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<td>Flexible subscription and utility (U4X) consumption models</td>
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<th>COMMVault</th>
<th>Full spectrum of capabilities to support their hybrid and multi-cloud journeys</th>
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<td>Unified platform for intelligent data management to unlock data value</td>
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<td>25+ years of innovation and reputation in the enterprise</td>
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<td>Rich features with security, scalability, and built-in automation</td>
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<td>Broad ecosystem and technology integrations support existing IT investments</td>
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</table>

For more information about Commvault's program for GSI partners, visit [www.commvault.com/gsi-partners](http://www.commvault.com/gsi-partners)