

▶ Building a Profitable Service Provider Business

7 WAYS TO BUILD THE MOST PROFITABLE DATA PROTECTION SERVICES BUSINESS POSSIBLE

The market opportunity for service providers is growing rapidly as overall cloud adoption climbs. Offering data protection services can materially strengthen a service provider's competitive market position.

Are you ready to capitalize on this massive growth opportunity? If so, Commvault is here to help. All our solutions are built on a single, integrated platform, so you can deliver the industry's best cloud and managed services now, then turn on new features quickly and easily — and grow with the market.

With Commvault behind you, you can:

1 Optimize resource utilization

With our solutions, there's just one console and one portal integration to provide differentiated data services (more than just backup) across your entire environment. So you can get the most from existing infrastructure and resources, automate workflows and improve service line profitability.

2 Protect customers of all sizes and your margin

Deliver services at multiple performance tiers, providing a range of price points and service levels. Capture more workloads with basic protection for price sensitive customers. Say Yes to complex, demanding, low-RTO workloads to earn higher margins.

3 Scale efficiently

Scale your data management services easily to meet customers' changing cost and capacity demands.

Commvault® software scales seamlessly, and enables you to provide the same services with half the infrastructure.

4 Add revenue streams

Easily launch new service lines and add revenue streams. Our single, integrated platform helps you launch new service lines quickly, onboard new customers with ease and realize revenue sooner than ever.

5 Provide compliance and security

From encryption to granular, policy-based controls, deliver customized compliance and security features needed for even the most regulated data and applications.

6 Differentiate your portfolio

Expand your footprint with existing customers and attract new business. Using existing capacity and resources, easily launch, extend or add cloud and managed services for:

- VM backup
- Application backup
- File and folder backup
- Disaster recovery as a service
- 0365 Protection
- Compliance services
- Archive as a service
- Cloud backup

7 Drive customer satisfaction

Fuel your company's success and build predictable, recurring revenue by:

- Improving responsiveness to customer demands
- Building longer-term business relationships
- Growing customer loyalty with "sticky" service offerings

The global Managed Services Market will be approximately \$209B by 2022.¹

1 in 3 IT infrastructure dollars is being spent on cloud deployments.²

1 Mordor Intelligence – Global Managed Service Market 2017-2022

2 IDC Commvault Value Survey 2016

YOUR CUSTOMERS MAY NOT SEE COMMVAULT. THEY JUST SEE YOU, BEING AWESOME

Developing a service offering takes a lot of time and energy. And what happens when trends change or your customers need another service? Too often, you have to start over from square one.

But Commvault's combination of technology, pricing and support enables you to deliver in-demand cloud and managed services now, then nimbly respond to market opportunities and customer requests. So you spend less time building solutions and more time building your relationships — and your business.

FASTER TIME TO VALUE

Commvault leverages the experience gained from hundreds of SP deployments to help you reach the market — and realize ROI — sooner.

Streamline the production process to deploy more services and achieve greater differentiation from your competition. Our service provider-focused installation packages enable deployment in a matter of hours, and our service documentation takes the guesswork out of defining SLAs, pricing and much more.

PARTNER WITH THE LEADER

Commvault has broad cloud storage integrations³ supporting 20+ leading platforms, including Amazon S3 and Glacier, Microsoft Azure and Rackspace. We make it easy for you to deliver services for more platforms — and more customers.

But don't take our word for it. Commvault has been repeatedly named a Gartner Magic Quadrant⁴ and Forrester⁵ leader, because we can be counted on for the most advanced technology, backed by support services satisfaction⁶ that is second to none.

TOOLS TO POWER YOUR GROWTH

In addition to our world-class Partner Advantage Program, we offer specialized support for Service Providers, including:

- Subscription-based pricing
- Dedicated account management, technical and architecture teams
- Sales and technical training and enablement
- Marketing and business development support to drive engagement and sell-through

Get Commvault behind you — and build the most profitable data services business possible.

³ Commvault supports more than 20 of the leading cloud storage platforms and devices, including Amazon S3, Amazon Glacier, Microsoft Azure and Rackspace Cloud Files — more than other major leading backup and recovery software vendors

⁴ [We're Proud to Celebrate seven consecutive years as a Leader](#) Gartner Inc. "Magic Quadrant for Data Center Backup and Recovery Solutions" by Dave Russell, Robert Rhame, and Pushan Rinnen. July 2017

⁵ [Recognized as the top-ranked current offering in data resiliency](#) The Forrester Wave™: Data Resiliency Solutions, Q3 2017

⁶ [Commvault Support Services Survey, 2016](#)

▶ Take a closer look at [Commvault Service Provider Solutions](#). Access deep-dive information, case studies and more.

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