



PROGRAM GUIDE

Solution Provider Program

Grow without limits, today and tomorrow,
with Commvault Partner Advantage.

May 2024

PROGRAM GUIDE

Table of Contents

PARTNER PROGRAM	3
PARTNER TIER ATTAINMENT	3
DISCOUNTS	6
DEAL REGISTRATION	8
RESOURCES AND TOOLS	8

PROGRAM GUIDE

Solution Provider Program Overview



Partner Program

Our simple and transparent three-tier system empowers each member to invest their time and resources according to their goals. With Commvault's solution serving an addressable market, the possibilities for growth and success are endless.

Partners can unlock rewards and access program benefits and incentives as they advance tiers.

Partner Tier Attainment

Our partnership program has three tiers: Elite, Premier, and Registered Partners. You can achieve Elite or Premier status by meeting specific milestones outlined in Table 1. We evaluate your progress every quarter based on the previous four quarters and reward you for meeting higher-tier requirements.

Your promotion is effective the first day of the quarter after achieving the higher tier status. Other tier adjustments are made annually.

If you ever have any questions or concerns, please don't hesitate to reach out to us at partneradvantage@commvault.com.

To stay active, partners are required to make at least one land or expand booking over four (4) quarters. When in a dormant or inactive status, portal access, deal registration, and quoting activity are removed.

If you're looking to reinstate your partner status, simply send a request to partner advantage@commvault.com.

Table 1 - Tier Attainment Requirements & Eligible Bookings

MEMBERSHIP LEVEL (Tier)	REQUIREMENTS	ZONE 1 (United States)	ZONE 2 (Canada, UK, Germany, Australia)	ZONE 3 (All Other Countries)
ELITE	Annual Bookings (USD)	\$2.0M / 4 Qtrs	\$1.0M / 4 Qtrs	\$ 0.5M/ 4 Qtrs
	Annual Transactions	12	8	8
	Unique Customers	4	4	4
	Training	Sales	Sales Technical	Architect
		3x	3x	2x
PREMIER	Annual Bookings (USD)	\$5K	\$5K	\$5K
	Annual Transactions	2	2	2
	Unique Customers	1	1	1
	Training	Sales	Sales Technical	Architect
		1x	1x	1x
REGISTERED	Annual Bookings (USD)	N/A	N/A	N/A
	Training	N/A	N/A	N/A

Eligible Bookings

Bookings that are applicable for tier attainment.

- Software License & upfront maintenance subscription (TCV) and SaaS amount (ACV)
- Bookings via Commvault authorized Alliance/OEM partners provided partner is named on the sales order
- Air Gap Protect (ACV)
- Services (Implementation Consulting, Training) (TCV)
- Maintenance conversion bookings in their entirety (inclusive of both renewal and recovery portions)
- Perpetual Maintenance Renewals (TCV)
- SaaS renewals
- Enterprise Support (TCV)

Ineligible Bookings

Bookings that are not applicable for tier attainment.

- MSP SKUs

Note:

1. Eligible Bookings Thresholds are represented in US dollars.
2. The Eligible Bookings are applied toward tier calculation with each dollar from a perpetual, subscription, utility software, services, renewals, and Enterprise Support.
3. Promotion to a higher tier is attained the quarter following the achievement of the requirements.
4. All requirements must be fully attained to be eligible for promotions.

Maintaining Tiers and Training Compliance

Maintaining Tiers and Training Compliance Life span for Accreditation	Ineligible Accreditation	Policy to Advance Tiers
Commvault recognizes accreditation 18 months after completion for Tier Attainment eligibility. New releases for sales, technical and architect accreditations are eligible for tier attainment.	If a partner uses a certification from an employee to qualify for the Partner Advantage Program and that employee leaves the company, the partner will see the change on their tier attainment report in the partner portal.	Partners must meet all tier requirements before being promoted to Premier or Elite

New Hire and Transferring Accreditation	Cloud Certification Compliance																		
<p>To apply for a new hire's Commvault accreditation, the new hire partner contact must complete these steps:</p> <ol style="list-style-type: none">1. The accreditation holder must have a portal ID with the new employer's email domain.2. The accreditation holder must request to transfer the accreditation from the old email domain to the new email domain.3. Commvault will inactivate the accreditation holder's contact under the previous employer.4. Once the transfer is complete, the accreditation will be active only for that partner account.	<p>Partners can upload their eligible Cloud Certification on the Partner Portal. Commvault approves the certification and sends a confirmation email. The certification is valid for one year and must be resubmitted annually. It counts towards promotion in the quarter submitted.</p> <table><tr><th colspan="2">Eligible Cloud Certifications</th></tr><tr><td>Microsoft Azure Administrator Associate</td><td>AWS Solutions Architect Professional</td></tr><tr><td>Microsoft Azure Solutions Architect Expert</td><td>AWS Certified Developer Associate</td></tr><tr><td>Microsoft Azure Fundamentals</td><td>AWS Certified Solutions Architect Associate</td></tr><tr><td>Google Professional Cloud Architect</td><td>AWS Certified SysOps Administrator Associate</td></tr><tr><td>Google Associate Cloud Engineer</td><td>AWS Certified Cloud Practitioner</td></tr><tr><td>Alibaba Cloud Certified Associate</td><td>Alibaba Cloud Certified Expert</td></tr><tr><td>Alibaba Cloud Certified Professional</td><td>Alibaba Cloud Certified Specialty</td></tr><tr><td>Oracle Cloud Certification</td><td>Comp TIA Cloud+</td></tr></table>	Eligible Cloud Certifications		Microsoft Azure Administrator Associate	AWS Solutions Architect Professional	Microsoft Azure Solutions Architect Expert	AWS Certified Developer Associate	Microsoft Azure Fundamentals	AWS Certified Solutions Architect Associate	Google Professional Cloud Architect	AWS Certified SysOps Administrator Associate	Google Associate Cloud Engineer	AWS Certified Cloud Practitioner	Alibaba Cloud Certified Associate	Alibaba Cloud Certified Expert	Alibaba Cloud Certified Professional	Alibaba Cloud Certified Specialty	Oracle Cloud Certification	Comp TIA Cloud+
Eligible Cloud Certifications																			
Microsoft Azure Administrator Associate	AWS Solutions Architect Professional																		
Microsoft Azure Solutions Architect Expert	AWS Certified Developer Associate																		
Microsoft Azure Fundamentals	AWS Certified Solutions Architect Associate																		
Google Professional Cloud Architect	AWS Certified SysOps Administrator Associate																		
Google Associate Cloud Engineer	AWS Certified Cloud Practitioner																		
Alibaba Cloud Certified Associate	Alibaba Cloud Certified Expert																		
Alibaba Cloud Certified Professional	Alibaba Cloud Certified Specialty																		
Oracle Cloud Certification	Comp TIA Cloud+																		

Training courses can be found in the [Partner Portal](#) by clicking on Partner University.

Note: Your compliance with the numbers of sales, technical sales, and architects can be achieved by attaining a current accreditation after completing training that results in sales, technical sales, or architect. Training courses can be found by logging into the [Partner Portal](#) and clicking on "Partner University."

Program Discount by Tier Level

The discounts listed below are based on the published prices listed in the Commvault Resell [Pricebook](#), published to the [Partner Portal](#).

Table 2 - Suggested Discounts by Tier Membership

Incentive by Tier Membership			
Discounts	Elite	Premier	Registered
Recommended Standard Tier Discount	32% off List – Software	31% off List – Software	30% off List – Software
	27% off List – SaaS	26% off List – SaaS	25% off List – SaaS
Recommend Deal Registration Reward	10% for approved Deal Registration	10% for approved Deal Registration	10% for approved Deal Registration
New Customer Discount	5% for Partner-Sourced, with DR New Customer Software only	5% for Partner-Sourced, with DR New Customer Software only	5% for Partner-Sourced, with DR New Customer Software only
<p>Tier and Deal Registration Discount</p> <ul style="list-style-type: none"> Standard Tier discount and deal registration reward discount are applied to list price To be eligible for deal registration, the distributor must be identified on the deal registration at point of deal registration request. <p>NOTE: Nothing in this program guide shall prevent you and or your selected authorized distributor to freely negotiate and agree upon the terms and conditions, including but not limited to resale pricing or discounts, governing the relationship between you and your selected authorized distributor</p>			

Air Gap Protect Discount – No suggested discount

Program Benefit

Partners in the Commvault Solution Provider Program can earn benefits based on their program tier. Refer to the table below for a list of benefits.

Table 3- Solution Provider Program Benefits

Benefits by Tier Membership			
Benefit	Registered	Premier	Elite
On-boarding and Activation Support			
Access to Partner Portal	✓	✓	✓
Access to Partner University	✓	✓	✓
Product Information	✓	✓	✓
Sales Support			
Tier-Aligned Pricing	✓	✓	✓
Deal Registration	✓	✓	✓
Quote Support	✓	✓	✓
Sales Plays, Quoting & Design Tools	✓	✓	✓
Marketing Support			
Use of Commvault Logo	✓	✓	✓
Commvault Partner Locator Listing	---	✓	✓
Program Tier Logo	✓	✓	✓
Access to Proposal-Based Marketing Development Funds (MDF)	---	---	✓
Partner Campaigns and Marketing Tools	✓	✓	✓
Customizable Social / PR Templates	---	✓	✓
Education & Enablement			
Free e-Learning	✓	✓	✓
Technical Webinars	✓	✓	✓
Incentive Opportunities			
Access to Commvault's Growth Program	---	---	✓
Bounty Account Rebate	---	✓	✓

Deal Registration Program

We offer you our deal registration program as an incentive to engage early with Commvault.

To register your deal and take the first step towards achieving your business goals, it's essential that you specify the procuring distributor for that opportunity on the request form. Keep in mind that the engagement and procurement structure are non-transferrable, so make your choice with confidence. We're confident that you'll make the right decision, and we're here to help you every step of the way. Let's make things happen

To access the Deal Registration Handbook, please visit the [Partner Portal](#).

Resources and Tools

Let's grow together without limits! We want to make it incredibly easy for you to work with us, so that you can concentrate on what matters most. We've designed systems, processes, and tools that will help you upgrade your skills, train your team, and develop your Commvault business with ease. You can launch innovative demand-generation campaigns and start sales conversations that broaden your pipeline to win new business.

You will find all these resources quickly and easily in our [Partner Portal](#). Plus, we offer fast quoting and secure deal registration to safeguard your opportunities. We can't wait to see what we can achieve together!

Key Resources	
You can find all these resources quickly and easily in our Partner Portal .	
Program Resources	Program guides, rebate data sheets, forms, and more
Partner University	All the courses you need to get certified and maintain compliance
Pricing, Packaging, and Licensing	The latest Commvault price books and licensing guides
Quarterly Benefits Statement	Maximize your benefits each quarter
Deal Registration Handbook	Everything you need to know to get started registering a deal
On-demand Partner Campaigns	Co-brandable marketing assets for your integrated campaigns
Tier Logo	Tier logos are available on the Partner Portal under Program Resources

Partner Portal - The Commvault Partner Portal is the secure gateway to access the latest partner announcements, program information, program compliance dashboard, enablement, access to the Partner University, incentives, promotions, and demand generation tools.

Proposal-based Funds (MDF) - generation activities, grow leads and build pipeline with Commvault. These funds are proposal-based, which means partners need to submit a proposal for funds via their PBMs for review and approval. We strongly encourage partners to co-invest in these activities to maximize returns.

Partner Campaigns- these are marketing resources available to partners to run a full integrated marketing campaign all prepackaged by topic. You only need to add your logo and a call to action and then you can launch your own campaign. These are free to our partner ecosystem to leverage.

Commvault University – all partners get access to Commvault University when they become a partner within our program. This is the central location for training and enablement, including the curricular needed to become compliant with the requirements of the Solution Provider partner program.

Payments and Proposal-Based MDF Reimbursements

All rebate payments

Payouts are made quarterly within 45 days of the end of Commvault's fiscal quarter. Commvault will only pay out aggregated earnings of \$1,000 USD or more. Unclaimed rebate payments will expire two fiscal quarters after they were earned

All proposal based MDF reimbursement payments

Paid claims approved within 45 days. Unclaimed MDF reimbursement expires 45 days after the event date.

Setting up your Commvault accounts payable account

To receive a rebate, download and complete the payment form. To get MDF Reimbursement, download the vendor form and obtain a relevant tax form from your finance department

All forms are to be sent to

- Americas and APAC: accountspayable@commvault.com
- EMEA: intlwestap@commvault.com

Contact Us

To update us regarding any changes to your information or if you have a question on the program material, please contact us at PartnerAdvantage@commvault.com.

Commvault reserves the right to modify program at any time.



To learn more, visit commvault.com/partners

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