



## Commvault and Microsoft Azure Deepen Partnership with Focus on Integration, SaaS Data Protection, and Reliable Cloud Migration Journey

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### IDC's Quick Take

Commvault and Microsoft have [expanded their strategic alliance](#) to deliver data protection via SaaS and in the cloud. The deeper integration helps cloud adopters mitigate the risks around security, compliance, and data management in their accelerated cloud journeys.

### News Highlights

Commvault and Microsoft Azure have entered into a multiyear agreement for an integrated engineering, go-to-market, and sales strategy for Azure cloud and Commvault's Metallic SaaS data protection portfolio. Metallic's O365 protection, backup for VMware workloads and Microsoft SQL database, and endpoint protection will be the focus areas in the expanded partnership.

### IDC's Point of View

Commvault's deeper integration and collaboration with Azure comes at a very apt time when we are experiencing a seismic shift in enterprise IT with an aggressive push to cloud, automation, and intelligence as companies transition to a new reality.

Commvault should now focus to quickly extend the offerings from this integration to more regions, including Europe. According to IDC's *COVID-19 European Executive Sentiment Survey*, conducted in Europe in May 2020, an overwhelming majority of respondents (94%) said that their long-term IT strategy will change as a response to the COVID-19 pandemic. More than half of organizations are planning to take backup and recovery workloads to cloud, with 24% intending to replace it with SaaS options, according to the survey.

For over 40% of European organizations, business continuity and disaster recovery frameworks will be revamped permanently as a result of the pandemic. Many organizations are looking at cloud with a renewed focus on the value it brings to them around scale, collaboration, and the move to opex.

As SaaS applications such as Microsoft 365 become the center of business productivity, more organizations are seriously considering backing up and managing data in such SaaS applications because the native backup and retention do not fully meet enterprises' data protection needs. For example, the 90-day retention in O365 does not comply with regulated industries' need to retain data for longer periods. Native backups also do not provide granular search, visibility, and data access controls to enterprises.

IDC's latest multicloud survey, conducted in June, revealed [SaaS data protection as one of the top 3 data protection challenges for European enterprises](#). For the U.K., it was the top challenge.

SaaS data protection is a red hot market with many traditional data protection vendors and niche SaaS backup vendors releasing O365 backup, and prioritizing deeper integration with Azure.

Commvault is not the only — or first — data management vendor to bring cloud data protection to Microsoft SaaS and other Azure workloads. But Commvault's strategy to focus on ease of use and scale and to position its new cloud-native business unit Metallic with Azure are strong differentiators. In conversations with IDC, many enterprises highlight the limitations of scale and complexity they experience in their SaaS backup solutions.

Metallic is a new business unit within Commvault delivering SaaS backup and recovery for core workloads, SaaS, and endpoint devices. Metallic architecture itself is based on and optimized for Azure, lending credibility to the integration, simplicity, and scale that Commvault is highlighting.

Metallic's O365 backup includes protection for apps including Exchange, SharePoint, OneDrive, and Teams, which is more comprehensive than many SaaS offerings that cover fewer applications such as just Exchange and SharePoint.

The new agreement will see Commvault build a SaaS offering of Metallic Cloud Storage on Azure Blob Storage and backup integration with native Azure services. Microsoft, for its part, has featured the Metallic app for SaaS data protection in the Azure Marketplace for public cloud and hybrid IT customers. This is significant as it positions Metallic at the front of a crowded Azure marketplace featuring 1,243 storage vendors. The Azure Marketplace also makes its O365 offering more broadly available.

At Commvault Go in October 2019, CEO and President Sanjay Mirchandani outlined the company's priorities, including delivering SaaS data protection, cloud-like pricing and user experience, container data management, unified storage and data protection, strengthened cloud partnerships, and simplified cloud journeys. The newly expanded partnership with Microsoft and innovation in the Metallic suite show that Commvault is executing on these priorities.

With COVID-19, enterprises are taking a resiliency- and business-continuity-focused approach to digital transformation. Commvault should seize on the deepened partnership with Azure and accelerate its engineering to deliver value and retain Azure's mindshare and commitment as cloud becomes the solution in the journey to recovery.

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