



► Commvault XaaS Solutions for Service Providers

DELIVERING AN EASILY SCALABLE, FEATURE RICH MULTI-TENANT SOLUTION

► KEY BENEFITS

Lower Infrastructure Costs – Commvault® software's singular platform shares heterogeneous storage infrastructure across backup, archive and replication managed from a single console.

Add New Revenue Streams – Commvault's modular product offering allows you to implement your backup solution first, then add functionality to address disaster recovery, archiving and eDiscovery over time, scaling up to thousands of servers, without having to deploy additional software products.

Improve Operational Efficiency – Scalable multi-tenant architecture offers built-in data compression and deduplication across backup and archive data copies, to increase performance and infrastructure efficiency.

Rapidly Scale – Commvault service offerings grows with your business. Start small, go BIG, there is no need for a major re-design or platform upgrade to meet your growth needs.

Increase Productivity – Workflow automation, reporting tools, and self-service features reduce staff time spent on manual tasks, while increasing visibility into operations.

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



► By 2022, the Global Managed Service Provider market will present a \$290B Opportunity.¹ [Learn more here.](#)

¹ Mordor Intelligence – Global Managed Service Market 2017-2022

► BUSINESS CHALLENGES

Service Providers are constantly challenged with providing Data Management Services at reduced costs, complexity and delivery timeframes. Customers are becoming increasingly more demanding with self-service backup, recovery and configuration change expectations when looking for a service provider. Service Providers need to have the ability to productize their chosen services rapidly, integrate into existing 3rd party cloud management portals and deliver automated billing processes.

Service Providers therefore need a wide array of physical, virtual, application and cloud integrated data protection service catalogue options.

Commvault has a leading position to support these requirements through deep hypervisor integration, deduplication & cloud integrated backup and advanced recovery capabilities regardless of location. Commvault can accelerate deployment through Service Provider specific installations, RESTful APIs and its customized user-centric self-service Web Interfaces meeting the end client's use-case requirements and delivering a profitable service catalogue.

MULTIPLE SERVICES - ALL FROM A SINGLE PLATFORM

The Commvault Advantage for Service Providers – simplify your environment with a single console to manage and add to your data protection service catalogues, removing the complexity of managing multiple points of control and visibility for both administration and client interface.

- Drive down complexity, with a single console to manage your environment

DO MORE WITH LESS

The Commvault Advantage for Service Providers – Our unparalleled integration across storage, hypervisors and cloud providers reduce infrastructure requirements and increase margin potential. Increase productivity with workflow automation making redundant operations a thing of the past.

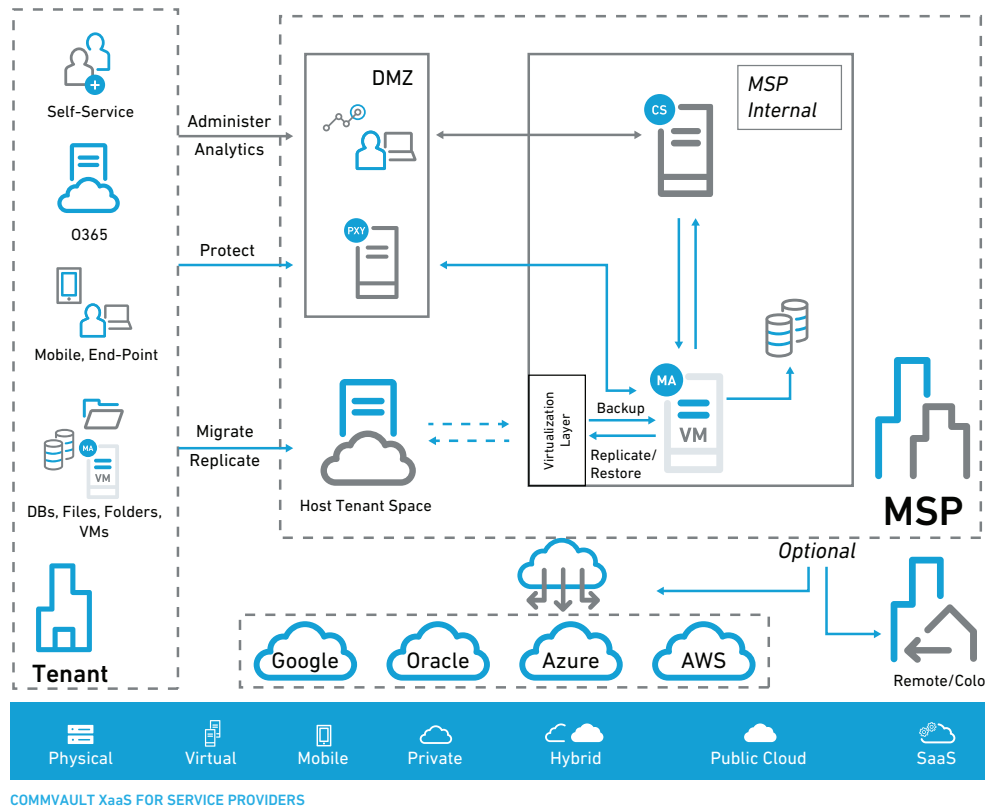
- Drive up productivity with workflow automation and unparalleled integration into applications, hypervisors, storage arrays, and cloud storage platforms

REDUCE BUSINESS RISKS

The Commvault Advantage for Service Providers – choosing best of breed to build on, means less risk to you in bringing solutions to market, meeting agreed upon SLAs as well as any support of those solutions, you can tap into one of the industry's best customer service support and technology providers.

- High reliability and backup success rates help you meet your SLAs
- Award winning technology with renowned customer support

MULTIPLE SERVICES - ALL FROM A SINGLE PLATFORM



SOLUTION DETAILS

COMMVAULT ADVANTAGE FOR SERVICE PROVIDERS

Commvault offers Service Providers high-value services to add to their catalog that align easily to services they already sell. Commvault offers Backup for IaaS VMs and storage offered by the SP, Disaster Recovery as a Service for VMs the end-customer run on their premises, Migration as a Service to assist with moving on-premises VMs into the SP datacenter, or the Cloud, and Remote Backup as a Service to manage the end-customer backup of on-premises workloads. These services can be offered at multiple performance tiers, allowing the service provider a range of price points and service levels for their customers.

Commvault provides data protection and data management solutions that Service Providers can offer that include, but are not limited to:

INFRASTRUCTURE as a SERVICE BACKUP (IaaS BACKUP)

Infrastructure-as-a-Service Backup (IaaS Backup) is a Cloud-enabled Managed Service offered to tenants running workloads on the MSP's IaaS layer.

Tenants of the services can opt to provide Virtual Machine-level coverage for a subset or all of their systems under a Service Plan, with service options and extras allowing for further customization within the subscription.

These are just a few of the features and capabilities IaaS Backup includes:

- Agent-less, Hypervisor / Virtual Machine Image-level Protection
- Customize Service Plans with options to enable additional coverage
- Service reporting
- Customizable schedule, retention and storage options
- Data encryption options

BACKUP as a SERVICE (BaaS)

Backup as a Service provides protection to remote VM's, files and applications that a Service Provider does not host on-prem. It offers a level of self-service control via a web portal, thereby allowing the customer to interact directly with the service. Additionally the customer has the ability to choose the appropriate Service Offerings (including available features, options and extras) and Service Plans (which define schedules, number of data copies & locations, retention and recovery times) relevant to their business requirements.

These are just a few of the features and capabilities BaaS includes:

- Provide protection and recovery from accidental deletion or corruption of data
- Provide protection and recovery from a service failure
- Provide application consistent data backup with granular recoverability for supported applications / databases
- Provide Reporting and Alerting visibility on Backup & Recovery Operations and Service Metering (Usage)

MIGRATION as a SERVICE (MaaS)

Migration as a Service is a Cloud-enabled Managed Service offering to tenants to assist in the onboarding of existing workloads into the service provider's Infrastructure as a Service offering. Tenants can opt to migrate a subset or all of their systems, with Service Options and Extras allowing for further accommodation of complex workloads and scenarios.

- Minimize downtime across simple and complex IT systems with efficient data movement technology
- Eliminate the difficulty of shifting IT systems and hypervisors with broad platform support
- Migration Services and Support Desk to assist with the migration project
- Application-consistent recovery points deliver a solid foundation for migrating applications safely

DISASTER RECOVERY as a SERVICE (DRaaS)

Disaster Recovery as a Service (DRaaS) is a cloud-enabled Managed Service offered to tenants to leverage the service provider's infrastructure as a Disaster Recovery target.

Tenants of the services can opt to provide Disaster Recovery coverage for a subset or all of their systems under a Service Plan, with Service Options and Extras allowing for further customization within the subscription.

These are just a few of the features and capabilities DRaaS includes:

- Agent-less, Hypervisor / Virtual Machine-level Replication
- Customize Service Plans with options to enable additional coverage
- Service Reporting
- Customizable Workflows (DR Runbooks-as-code)



► SUPPORTING YOUR BUSINESS TODAY AND INTO THE FUTURE

Through Commvault's history in data management we have delivered, and continue to deliver, a platform with unparalleled features & functionality, allowing service providers to establish and manage a multi-tenancy offering at scale, increasing the breadth of their offering and value proposition of go-to-market capabilities.

What has been outlined is a set of standardized service offerings that allow for rapid deployment, startup and profit. The depth of our product allows us to also build other "as a Service" offerings depending on your business strategy and plans, for example, eDiscovery, Endpoint, and others.

You don't have to go it alone. Just as we offer an easily deployed and quick to revenue set of service offerings we also have teams whose expertise specifically focuses on our service provider partners. From assessment, customized implementations, to marketing and business development, our experienced service provider partner team can help you build out your catalogue in any area you might look to expand into.

Give us a call today to find out how we can help you build your data protection service catalogue offerings. Chances are we can get you there fast!

► Click [here](#) to learn more about Commvault's Service Provider Program

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