



Arrow Partner Summit ▶ Go Hyper with HyperScale

Steve Lowman

Director, Channel Systems Engineering

Jesse Dotterer

Manager, Systems Engineering



▶ Customers feel that they have lost control.



App

Data

Infra

App

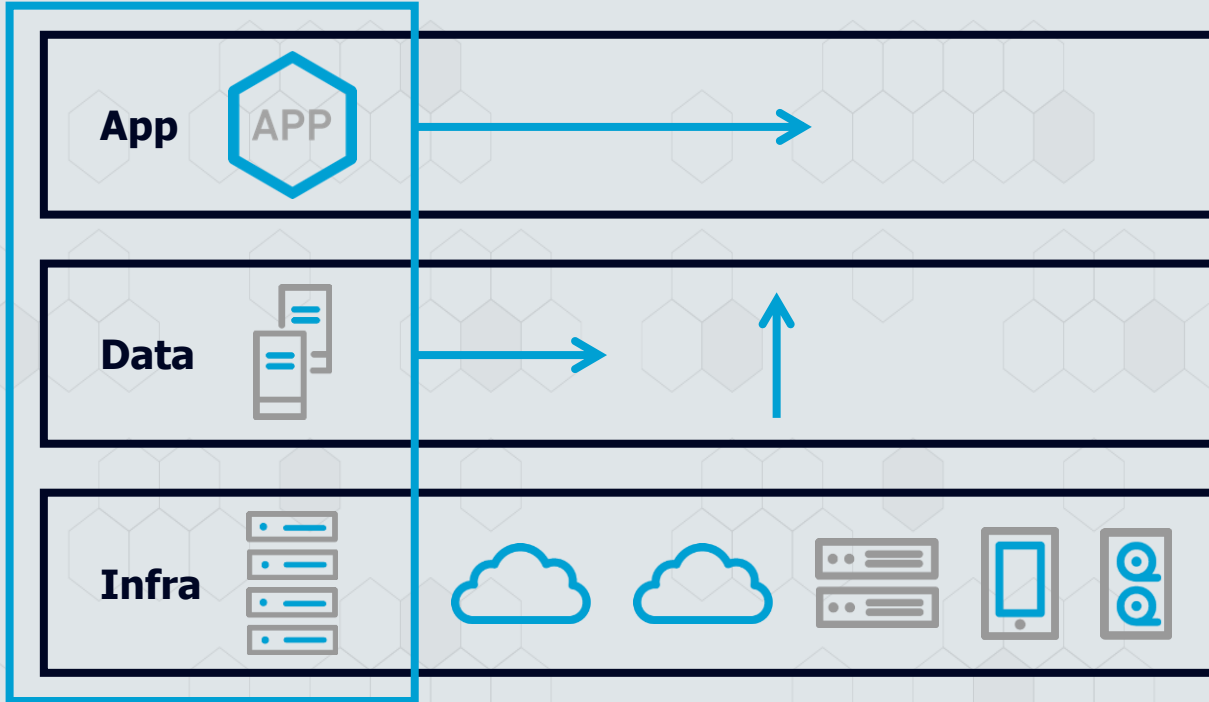


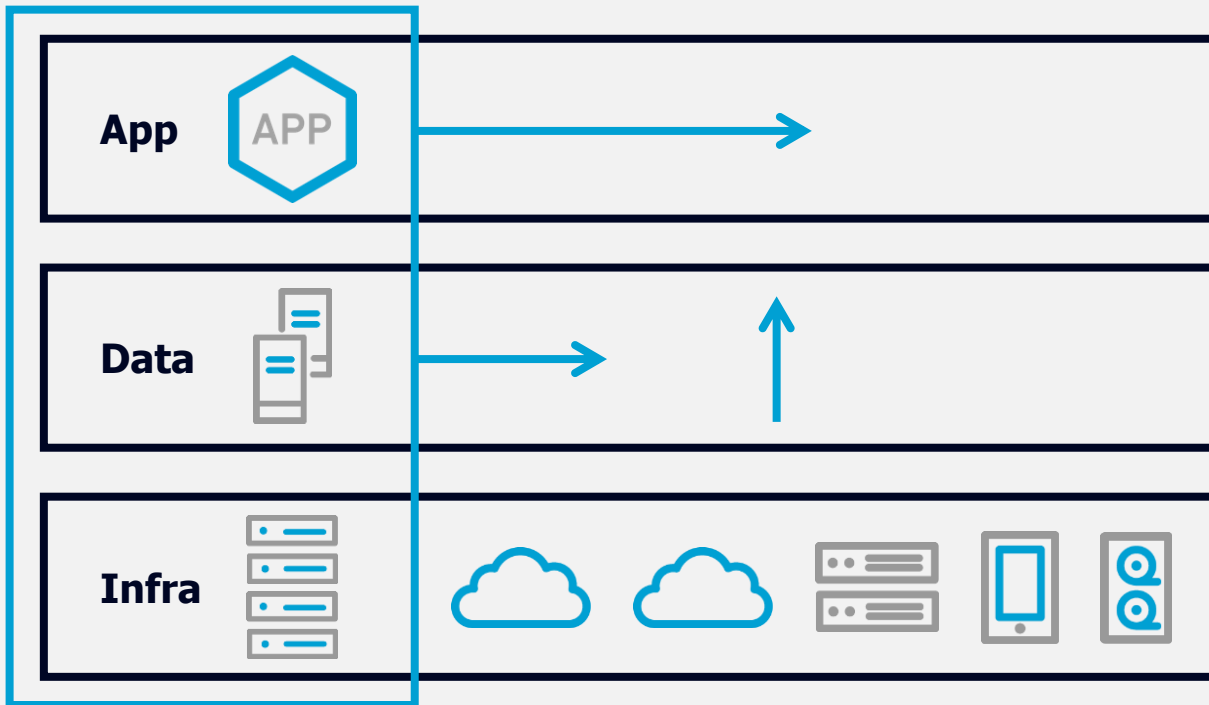
Data



Infra







→ 7 – 8 SW Products



▶ You can't manage complexity
with complexity

1



2



3



4



5



Primary

1 Know

2 Move

4 Recover

5 Use / Value

Copy



x8



OPEN - REST APIs



3 Manage

Dev and Test Analytics Search



- ① 
- ② 
- ③ 
- ④ 
- ⑤ 



know



move



manage



recover



Use / value

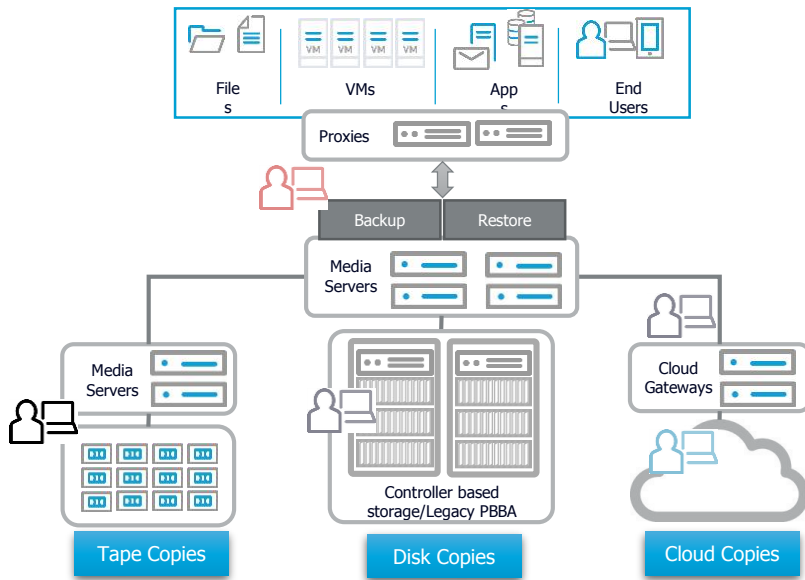


▶ Commvault HyperScale Appliance

▶ Hyperconverged Architecture for Enterprise Backup

No More Traditional Media Servers

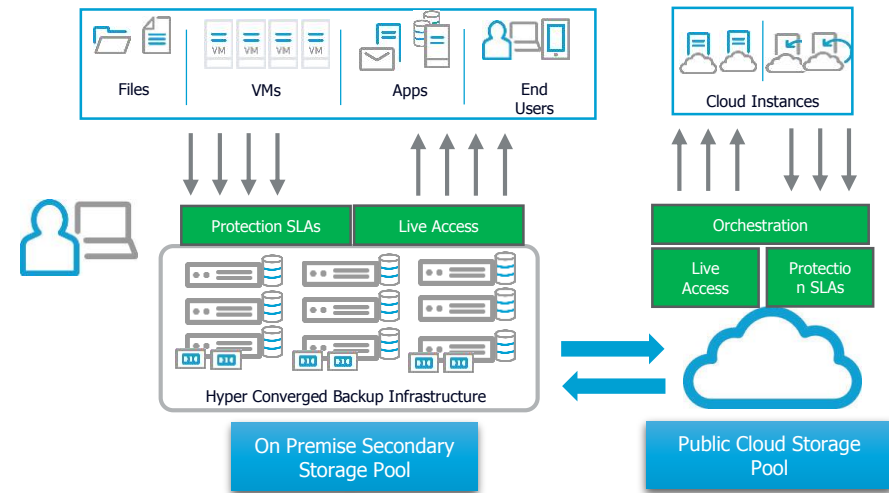
Traditional Data Protection Architecture



Hyperconverged Protection Architecture

Why is this Hyperconverged Protection?

- Software defined Enterprise capabilities in a single stack on General purpose hardware
- Single Management framework for deploying, configuring and managing infrastructure and policies for Enterprise Backup



▶ Commvault HyperScale Solution Choices

- Commvault HyperScale Software Reference Architecture
 - Pre-designed and validated design configurations with leading Partners
 - Designed for organizations with greater capacity and performance needs
- Commvault HyperScale Appliance
 - Pre-designed and integrated appliance
 - Designed for organizations looking for an all-in-one, one vendor solution



▶ What Is the Commvault HyperScale Appliance?

- A hyperconverged solution for secondary storage built upon Commvault's industry leading technology that tightly integrates compute, storage, full lifecycle data protection into a single platform across the data center and the cloud.



▶ What is the Value Proposition for the Prospect?



- Easy to Install
 - Simplified installation wizards
 - Installation assistance
- Easy to Use
 - One integrated package with server, storage, hypervisor, cloud support and Commvault Software
 - Delivers cloud-like services
 - One number to call for customer support on the entire solution
- Easy to Scale
 - Modular design makes expansion simple – just add another appliance
- Easy to Buy
 - Enterprise Commvault functionality wrapped in a form factor
 - Built in resiliency and failover – no need to purchase standby servers
 - Convenient subscription model with hardware refresh every 3 years upon renewal

▶ What are the Paths to Market?



Available to Commvault field and partners WW in Commvault price books

1. New Customer

- Position the all-in-one appliance (Server, Storage, HyperScale, and Data Platform software)

2. Existing Customer

- Position the infrastructure plus HyperScale software only (Server, Storage, HyperScale software)

▶ Commvault HyperScale Software Delivers 5 Key Values

- **Eliminate complexity** with simplicity and ease of use of a unified solution
- **Deliver greater flexibility** with cloud-like services
- **Increase availability** through scale-out technology
- **Reduce Total Cost of Ownership:** minimize operating expenditures and optimize capital expenditures
- **Leverage the power of Commvault:** an integrated solution to protect, access, and use all of your data

▶ To Whom Should I Sell It?



- Mid-market customers with limited IT staff
- Customers who are looking to reduce cost and complexity
- Customers looking for easy scalability
- Customers considering Rubrik or Cohesity

▶ Why Should I Sell It?



- Nullifies key Rubrik and Cohesity messaging and capabilities
- Drives “new logo” accounts
- You get compensated upfront on the total solution
- Build an annuity revenue stream

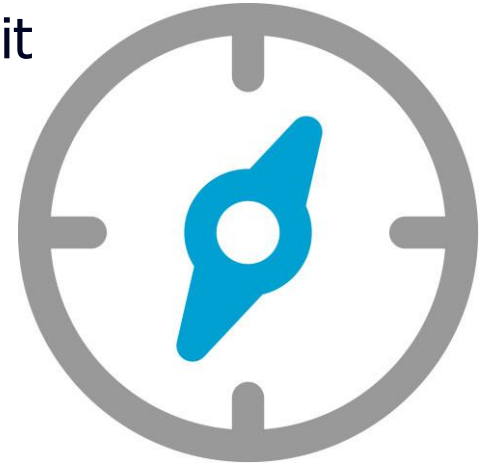


▶ Why team with Commvault?

▶ FY'18 PARTNER ADVANTAGE PRIORITIES

PY'18 AMERICAS

- Enable growth of multi-consumption model
- Simplified growth path for higher partner commitment
- Independent partner selling with Solution Sets
- Accelerate 'As-a-service' consumption
- Drive new customer acquisition (XXelerate)
- Execute Key Initiatives with Alliances
- Fully leverage Partner Demand Center



DISRUPT

DISPLACE

DEFEND

▶ Simply Executed – Make more money with Commvault

- **Disrupt**

- Cleanly aligning with focus Alliance partners
 - Eg...Pure, Microsoft, Cisco, AWS, etc.
- Proactive, collaborated, solution oriented engagement

- **Displace**

- Targeted Account Selling - Xxelerate Accounts
- Reactive to Proactive
- Product to Solution

- **Defend**

- Account intimacy – channel, CVLT, ecosystem
- Active engagement to create enhanced value & solution ownership

▶ Winning with a Vibrant Channel

- Less is More – fewer partners with better relationships
 - Quality individual relationships
 - Focused and dedicated
 - Collaborative & focused on mutual success
- Proactively Aligned
 - Field marketing, account penetration, new customers for all
- Diversified
 - Partners to fit market needs and gaps
- Enabled & Solution Oriented
 - Ability to complete the Commvault solution
 - Consultative and technically capable
- Alliance Aligned
 - Better Together – mutual solution partners



COMMVAULT® 

▶ PROTECT. ACCESS. COMPLY. SHARE.

COMMVAULT.COM | [888.746.3849](tel:888.746.3849) | GET-INFO@COMMVAULT.COM

© 2016 COMMVAULT SYSTEMS, INC. ALL RIGHTS RESERVED.