

Nominee: CommVault

Nomination title: CommVault Simpana for VM Backup, Recovery & Cloud Management

Simpana for VM Backup, Recovery & Cloud Management provides best-in-class VM data protection, recovery and cloud management for organizations of all sizes. Its integrated application intelligence with heterogeneous hardware snapshots, indexing/search, deduplication, archiving, reporting and replication cuts costs, risk and complexity in virtual and cloud environments, across every major hypervisor and cloud platform.

The software helps customers build, protect, and optimize virtual and cloud infrastructures through deep integration with VMware, Hyper-V, Azure and AWS, providing a normalized management interface. CommVault's is the only automated, policy-based VM protection solution that aligns the right VM backup method to the use case, allowing admins to choose the lowest cost protection methodology to meet performance and recovery SLAs. It provides granularity by leveraging agentless streaming backups, snapshots, VM replication, global deduplication, WAN-accelerated replication, and more. This enables rapid scalability to protect thousands of VMs and accelerate recovery of business critical apps. It also provides automated provisioning of VMware, Hyper-V, Azure and AWS resources.

Leveraging Simpana IntelliSnap technology, users can automatically manage snapshots for the largest VM infrastructures across the industry's widest range of storage arrays, without custom scripting.

Simpana for VM Backup, Recovery & Cloud Management is purpose-built for VM environments and designed with the VM admin in mind. The software solution can be installed and configured in less than 1 hour and administrators can easily manage their own VM backup, recovery, archiving and provisioning operations using a self-service management console – either via a vCenter plug-in or a web console. It also offers customers choice in purchasing with options to license per socket, per VM (in 10-packs) or via traditional capacity-based licensing.

CommVault has enhanced Simpana's automation capabilities to minimize the time and manual steps needed to protect, manage and optimize VM and cloud platforms. Enhanced

auto-discovery and filtering allow full customization of VM backup and recovery policies down to individual VMs and datastores. New VM provisioning automates the process of creating and provisioning across multiple VM and cloud platforms, and attaches backup, recovery and archiving policies to VMs on the fly. A GUI-based workflow automation engine that is also fully scriptable automates complex processes like DR and DR test. Simpana delivers robust, customizable reporting on SLA achievement and leverages the same reporting in an operational context for infrastructure optimization.

What are your product's / solution's key distinguishing features and/or USPs?

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What tangible impact has your product/solution had on the market and your customers?

Simpana goes beyond simple backup and recovery risk mitigation to provide real business value through IT cost reduction while adding important features to enhance IT agility in

meeting business requirements. With the ability to consolidate multiple point solutions with CommVault Simpana software's single platform, the TCO of a CommVault solution, compared to competitive offerings, is significantly lower, providing tangible ROI that grows even more pronounced as customers leverage additional features in the Simpana platform.

IT leaders and service providers can improve quality of service and easily deploy massively scalable, shared services, cloud computing and IT-as-a-service infrastructures. Compared with previous software releases, Simpana 10 now can:

- Lower data footprint by 57%
- Reduce RPO by 65%
- Cuts risk by 36%
- Reduce cost by up to 50%

What are the major differentiators between your product/solution and those of your primary competitors?

CommVault is raising the bar for VM backup and recovery and delivering VM and cloud management functionality that no other data protection vendor can provide.

Simpana for VM Backup, Recovery & Cloud Management dramatically reduces the cost and complexity of delivering VM recovery capabilities to meet every VM workload requirement. Other products treat every VM in the same way and force customers to make a trade-off between recovery, retention, cost and manageability. CommVault brings all these features together in a single, scalable software approach to VM protection and recovery that optimizes cost and management while meeting VM recovery SLAs the business demands.

Also new – and not available from any other backup provider – is our VM Provisioning and Cloud Management functionality, which allows end-users to create, provision and manage their own VMs based on administrator-defined policies through a simple to use web console across VMware, Hyper-V, AWS and Amazon platforms. This unique VM provisioning capability includes full multi-tenant, Role Based Access Control (RBAC) to greatly increase

productivity for both Dev/Test and vAdmin roles by eliminating time-consuming manual tasks. CommVault also offers the capability to configure chargeback and showback reporting to departments or business unit leaders to further optimize costs and resources.

Why nominee should win

- CommVault has made its mark with the industry's leading backup product, Simpana software
- More than 19,000 customers and counting have turned to CommVault and its single platform for data management
- For four years in a row, CommVault has been recognized as an industry leader in the Gartner Magic Quadrant for Enterprise Backup Software and Integrated Appliances
- CommVault has also been recognised as one of the world's most innovative growth