

# BUILD YOUR MARKET WITH THE MARKET LEADER: COMMVault®

## AND IT'S A BIG MARKET!

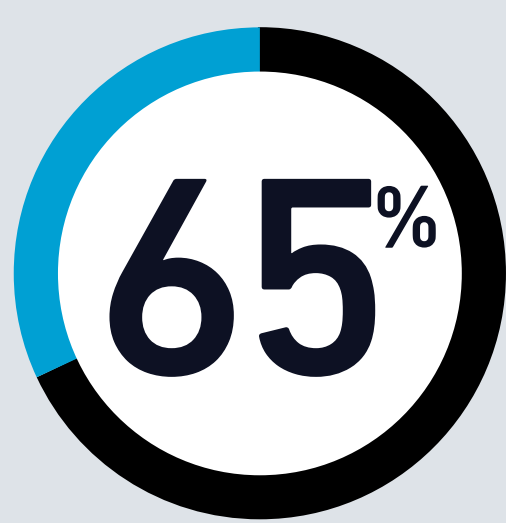
# 11.4%



Annual Growth Rate for the Managed Service Provider Market, 2017-2022<sup>1</sup>

# \$290B

Size of Global Managed Service Provider Market in 2022<sup>2</sup>



65% of MSPs report Backup & Recovery revenues are up<sup>3</sup>

# BACKUP

# #1

Managed Service used by customers<sup>4</sup>



# YOU ARE KEY

# 89%

of organizations are willing to pay a hefty premium for assistance with digital transformation to the cloud<sup>5</sup>



## COMMVault BENEFITS

### BENEFITS

Capture cloud opportunities with Commvault



### STACK NEW REVENUE STREAMS



### PLATFORM MULTIPLE REVENUE STREAMS:

- Backup as a Service
- DR as a Service
- Office 365 Protection
- eDiscovery & Legal Hold

# LAUNCH

new services quickly to deliver value as technology evolves

# SCALABILITY

to support your clients' data growth



## DO MORE WITH LESS

### DRIVE DOWN COMPLEXITY

1 console to manage entire environment

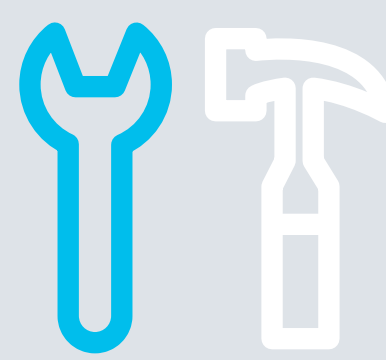
### DRIVE UP PRODUCTIVITY

with workflow automation 47-62% reduction in weekly administrative hours with HALF the infrastructure of leading alternatives<sup>6</sup>

## DESIGNED FOR SERVICE PROVIDERS, ALIGNED FOR GROWTH

SERVICE PROVIDER SPECIFIC:

- Partner Program
- On-demand, Consumption Licensing Models
- Scale-out, multi-tenant architecture



# Leader of THE PACK >

# Leading Analysts Rank Commvault a #1 Leader in Data Protection

- Backup<sup>7,8</sup>
- Manageability<sup>7</sup>
- Customer Base<sup>7</sup> & Support<sup>8</sup>
- Platform Support<sup>7,8</sup>
  - o Supported Public Cloud Providers<sup>7</sup>
  - o Supported Hypervisors<sup>7</sup>
  - o Supported Big Data & Database Applications<sup>7</sup>



1 Mordor Intelligence – Global Managed Service Market 2017-2022

2 Mordor Intelligence – Global Managed Service Market 2017-2022

3 Kaseya – 2017 Global MSP Pricing Survey

4 451 Research, "Hosting and Cloud Study 2017, Digital Transformation Opportunity for Service Providers: Beyond Infrastructure"

5 451 Research, "Hosting and Cloud Study 2017, Digital Transformation Opportunity for Service Providers: Beyond Infrastructure"

6 IDC White Paper: Quantifying the Business Value of Commvault Software: 2015 Customer Survey Analysis, published January 2016

7 2017 Gartner Magic Quadrant for Data Center Backup and Recovery Solutions

8 The Forrester Wave™: Data Resiliency Solutions, Q3 2017

## TAKE A CLOSER LOOK.

Access deep-dive information, white papers, case studies and more. [commvault.com/case-studies](http://commvault.com/case-studies)

# COMMVault



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