




CommVault Systems®

Innovating today's
enterprise data and storage
management software.



The Market Demand for Data Management and Availability

Today, information is acknowledged as any organization's most valued asset. IT managers are faced with data growth rates resulting in an annual 100% increase in storage demand. Gartner has concluded that, on average, an enterprise spends \$3 managing storage for every \$1 spent on storage hardware.

Why so much?

To support the surge of data and business applications, corporations invest in storage technologies to maintain their competitive edge. These powerful infrastructures exploit data diversity and growth, but add a new level of storage complexity for the heterogeneous enterprise. Topologies – from Storage Area Networks (SANs) to Networked Attached Storage (NAS) to storage appliances – are selected to reduce the server network burden brought on by the tremendous data increase, and to provide faster, more reliable data access. These infrastructures must be flexible to grow with their storage management needs but not affect the ongoing business – existing systems or applications.

: *“Data management isn’t just an important part of our business. It’s the core of it.”*

: *“We have one solution that runs in all our environments, including Windows, Linux, and Solaris. We have collapsed it all to one central point of control. That’s a big time saver. We save people. Galaxy is good ROI for our department.”*
—Cambridge Health Alliance

Within these complex storage environments, many challenges exist. The lack of automation prevents effective control of heterogeneous computing environments. Coupled with these IT management issues is a fundamental change in the requirements for data availability. Users, conditioned to have instant access to all types and kinds of data during the work day, are now demanding immediate access to information on a 24x7 basis.

And, there’s good reason.

It’s estimated that for every hour data is not accessible, a retail brokerage firm loses \$6.4 million; a credit card authorization site loses \$2.6 million; and even a package delivery company loses almost \$30,000. Taking hours or days to recover lost or corrupted data is no longer an acceptable “quality of service” level for any IT organization, anywhere.

Conventional approaches to managing storage, based on the addition of new hardware, software or new personnel, cause exponential increases in the overall cost of storage. Companies are consolidating storage to increase manageability of vital information. They look to centralize storage management and try to reduce the overall costs to get the best return on their investments. A number of point products attempt to simplify storage management issues – but these disparate products are not integrated and do not interact to maximize storage efficiency and data availability. They result in higher costs, and reduced profits. And, users cannot count on the data they need.

To manage the intricacy of today's storage environments and assure data access, you must embrace the complexity to support the business, but create an atmosphere that is manageable and will scale with the business. To fully manage and protect your dynamic crucial systems and applications, you must embrace the concept of QiNetix.

Our Goal: Unifying Data Management

The CommVault® QiNetix™ platform was designed to unify data management. It combines traditionally separate products for data movement with data management. Built on the proven CommVault Common Technology Engine (CTE) that moves, manages and catalogues data, the QiNetix platform integrates backup and recovery, data migration, data archiving, replication, storage resource management and service management into a single, automated platform with a global catalogue and index. The interaction and integration of these components offer you many business and operational advantages, such as automation, simplification, better use of storage resources, higher staff productivity, maximum data availability and reduced costs.

: *“Costs increase. Why do the management tasks multiply?”*

Customers can deploy individual products or seamlessly integrate new elements into an existing CommVault solution, at a fraction of the time, effort and money required by separate point products.

: *“CommVault makes disaster recovery easy by allowing us to manage our state-wide server pool from a central location. Their technology is so easy to use, it's like second nature.”*
—The Michigan DNR

: *“CommVault's technology extends the full value of EMC automated networked storage as a highly available information protection solution for complex and ultra-dynamic environments.”*
— EMC Corporation





: *“Hitachi Data Systems strongly supports CommVault’s partnership-focused strategy and best of breed technology around data and storage management.”*
— Hitachi Data Systems

: *“We have integrated the NetApp NearStore with QiNetix so customers can exceed storage demands with a joint solution that delivers superior ROI, better use of storage resources, maximum data availability and a reduced total cost of ownership.”*
— Network Appliance

The CommVault Common Technology Engine (CTE) makes this possible – an underlying software foundation that gives CommVault software the unique ability to implement a meta-policy approach. The CTE translates Quality of Service directives into actionable policies at the software product/module level. With meta-policies, you can use QiNetix’s application-centric approach to drive your storage devices and share intelligence about the storage infrastructure. This architecture and shared module strategy delivers substantial benefits:

- Less administration cost since storage infrastructure visualization and management integrates with data movement,
- Better data availability because data is managed from an application viewpoint,
- Decreased storage-related costs since backup and recovery, migration, replication and archiving solutions dynamically share resources,
- Lower acquisition cost when compared to similar data management point solutions from other vendors,
- Reduced training and administration because all solutions share a common interface and operational approach,
- Less environmental complexity,
- A single vendor for support of data management solutions.

: *“Our needs are too sophisticated for any one solution. Aren’t they?”*

With the QiNetix solution, CommVault takes great strides to become the leading provider of unified, enterprise data management solutions, ensuring high-performance data protection, universal availability and simplified management of complex storage networks in the Network Attached Storage (NAS), Storage Resource Management (SRM) and Storage Area Network (SAN) environments.

The Company We Keep: Our Customers and Partners

Our Customers

CommVault takes pride in helping customers exceed their goals. And, when you implement a QiNetix solution, you'll be in very good company. CommVault's customers represent a large variety of Global 2000 enterprises across all industries. Customers have grown to depend on CommVault's robust technology solutions and responsive service and support. You will too.

Our Partners

CommVault believes that strategic and technology alliances with industry leaders are key to success for our customers and ourselves. We have forged numerous alliances with top software application and hardware vendors, such as Dell, EMC, HP, Hitachi Data Systems, IBM and Microsoft, to enhance capabilities and to create the optimal combination of data and storage management solutions.

Teaming with storage industry drivers ensures that data and applications are available and supported when you deploy any leading edge, enterprise storage solution. With this collaboration, you can tightly manage application data and radically improve storage management efficiency. The result? Maximum data protection and availability while leveraging your storage infrastructure investment.

Our Business: An Agile Approach to Unified Data and Storage Management

CommVault operates on the premise that data and their applications must be available at all times. To that end, we launched our award-winning backup and recovery product, CommVault® Galaxy,™ which is successfully implemented in many Global 2000 enterprises.

Now, CommVault has expanded upon Galaxy's robust data protection and common technology platform to deliver interacting and integrated groundbreaking solutions for data migration, replication, data archiving, data resource management and storage infrastructure management. QiNetix dramatically expands the solutions we provide, while continuing to ensure reliable, rapid restoration of files, business-critical applications and today's most popular databases in heterogeneous enterprises.



- “Partners like CommVault extend the value of the Microsoft platform, so that our mutual customers can deploy a unified data management solution that makes it easy to access all business critical data, and also lower their administrative costs.”
— Microsoft



: *“As a services firm, we pride ourselves in establishing good relationships with our vendors and our customers. If an organization isn’t good at dealing with people, no matter how wonderful their technology is, there’s a big potential for failure. Our interactions with CommVault convinced us they were as dedicated to our projects’ success as we were. They were the kind of people we wanted to work with.”*
— Grant Thornton, LLP

The QiNetix platform delivers unified data: data protection, migration, archiving, device and resource management solutions that enable the intelligent movement and management of data for business or operational advantages. This approach simplifies data and storage management by marrying data protection and movement with storage resource and infrastructure management. It lets you protect and keep application data available and use that data to drive storage decisions.

And, with the QiNetix platform, you’ll realize additional benefits. At a glance, QiNetix offers a comprehensive solution that is...

Automated and Reliable – Automates manual processes to manage data. High performance, reliable data access by your business users at the application level, approaching instant recoverability of an entire application to a specific point in time.

Simplified – “all-in-one” centralized browser interface designed to simplify management, training and installation, as well as provide a single, streamlined view of global data resources, regardless of the copy of the data. Storage policies let your users logically manage SAN, NAS and LAN data in complex networks.

Unified – products that interact and integrate. Products are built from the ground up to seamlessly scale in the most popular networking environments.

Our Business Values: Service and Support

You can count on CommVault Systems’ professional services and support. In fact, we pride ourselves on delivering the most trusted, responsive and context-sensitive customer service in the industry. With this dedication, our customers are assured that questions and issues are solved quickly.

Our data and storage management experts are on hand to assist you from start to finish – planning, implementation, deployment, training, technical support – allowing you to leverage the full value of your CommVault investment. Our experts are not only adept at handling CommVault technology issues, they help trouble-shoot and advise on all your storage, networking and infrastructure issues.

: *“It isn’t just about protection, it’s ensuring access and availability.”*

: *“Susquehanna’s overriding characteristic is innovation — not as an academic ideal, but as a practiced discipline. That carries through to the software we purchase for our business-critical Unix, Windows and Oracle systems. CommVault Galaxy takes a fresh approach. It provides rapid recovery of data losses or corruption and can manage our sizeable global installed base of UNIX and Windows devices through a simple, centralized point-and-click interface.”*
— Susquehanna International Group

: *“After evaluating all the enterprise backup and recovery leaders, we concluded that CommVault offered the best choice, enabling us to deliver maximum data protection at the optimum price.”*
— StoneFly Networks

Learn more about
CommVault and
the benefits of **QiNetix**.

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CommVault Systems

In 1996, CommVault Systems evolved from an AT&T Bell Labs spin-off division to innovate backup and restore capabilities. In early 2000, the company launched its flagship product, CommVault® Galaxy™ backup and recovery — a recent 4-time storage industry award winner. Since 2000, CommVault has forged numerous alliances with top software application and hardware vendors such as Dell, EMC, HP, Hitachi Data Systems, IBM, Microsoft, Network Appliance and StorageTek to enhance capabilities and to create the premiere suite of data management solutions. In 2002, CommVault launched the QiNetix platform that provides the unified data management. To date, QiNetix software is installed at many Global 2000 enterprises.

Today, CommVault Systems, Inc., is a privately held, independent company ranked by IDC as a leader in enterprise data and storage management software. Our singular focus is creating and implementing comprehensive, fast, reliable and easy-to-use data protection solutions. To find out how CommVault software can meet your enterprise requirements, call or e-mail us today. Or visit www.commvault.com.

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