Switching is your best decision

Moving your data protection from Veritas to Commvault with COOLSPIRiT
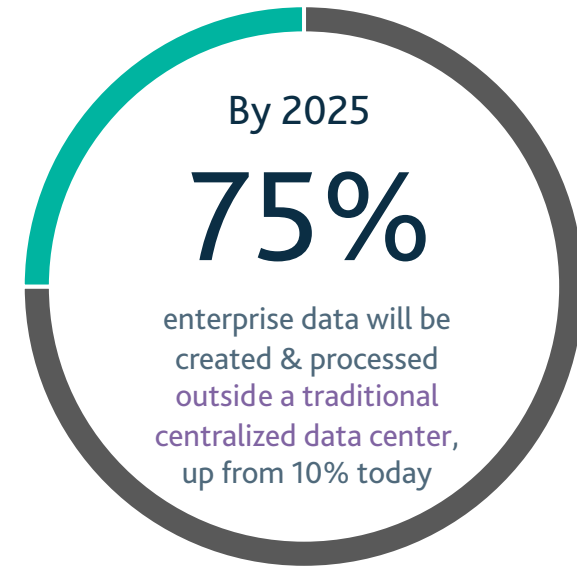
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MARKETBUILDER
SOLUTION PROVIDER
SERVICE ADVANTAGE +

COMMVAULT
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CASP

COOLSPIRiT™

AGENDA

- Why the time is now

- Be ready with Commvault data protection

- Don't take our word for it

- Why choose COOLSPIRiT

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The new reality… are you ready?

84%
of enterprises have a multi cloud strategy[1]

66%
Of IT executives believe their environments are more complex than they were two years ago.

By 2025
75%
enterprise data will be created & processed outside a traditional centralized data center, up from 10% today

- 1 RightScale 2019 State of the Cloud Report
- 2 ESG Master Survey Results, "2019 Technology Spending Intentions", March 2019
- 3 What Edge Computing Means for Infrastructure and Operations Leaders; October 3, 2018; Contributor: Rob van der Meulen; https://www.gartner.com/smarterwithgartner/what-edge-computing-means-for-infrastructure-and-operations-leaders/

Is Veritas NetBackup holding you back?

- **Updates are complex & time-consuming**
  - Multiple releases behind
  - Delays implementing the features you need
  - Risk breaking existing scripts and processes

- **NetBackup boxes you in with limited features**
  - Want dedupe? Buy NetBackup Appliance
  - Want cloud? Buy CloudCatalyst (appliance)
  - Want single management? Buy Flex Appliance

- **Your IT team is trapped**
  - Multiple products require separate management tools
  - Manual processes require more time and increase risk
  - Lack data visibility across applications and organization

"As the solution (NetBackup) **does not manage on-premises and cloud sources collectively** through a single policy framework, it can neither offer recommendations for data placement decisions **nor determine whether protection polices are efficient and effective**"

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Is Veritas NetBackup holding you back?

Unify your data management with Commvault

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- ✓ One UI. One platform. One place for all your global data management needs.

- ✓ Built-in security features for ransomware detection, immutability, data isolation, and recovery.

- ✓ Reduce data fragmentation by seamlessly protecting your SaaS, Office365, and container workloads alongside your on-premises and cloud data within a single platform.

- ✓ Unified governance, file storage analytics, eDiscovery – all built-in to classify and secure your data.

VERITAS

- ✗ Separate tools, interfaces, and infrastructure for SaaS, cloud, archive, endpoint, and disaster recovery.

- ✗ Requires separate tools and 3rd party solutions for core cyber security functionality.

- ✗ No integration between SaaS backup solution and core backup solutions – creating more data siloes.

- ✗ Which of their multiple overlapping products do you choose? Either way you're adding further complexity.

You are ready to switch if…

- Running multiple Veritas products is creating complexity, not simplicity

- Your staff is tired of using multiple consoles for administration and support

- Lack of Veritas innovation is slowing you down. And putting your data and applications at risk

By 2022

40%

of organizations will replace their backup applications from what they deployed in 2018.[1]

For more details, refer to "5 Important questions to ask yourself before renewing your backup software" white paper

- 1 Gartner, "Critical Capabilities for Data Center Backup and Recovery Solutions," July 20, 2020.

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Commvault data protection: a great decision

- **One platform, that's all**
  - Simplicity of a single solution
  - Intelligent policy automation to protect the right data & applications
  - Self-service to empower end-users and application owners

- **Driving innovation**
  - Leading integration with infrastructure platforms & applications
  - Easily scale growth and performance
  - Expand your environment not your costs

- **Power of choice**
  - Scale-out or scale-up
  - Software- or appliance-based
  - On-premises or in the cloud, or SaaS

Commvault "**offers the most comprehensive support** for widely deployed infrastructure platforms and applications both in the data center and in public cloud services."

FORRESTER®

COOLSPIRiT protected leading brands …

Plus so many more….

A Leader in the Forrester Wave ™ :Data Resiliency Solutions Q3 2019

- **Top ranked in current Offering.**
- **Highest Scores in the Data Sources and Manageability criteria, and among the highest scores in the Backup Optimisations criterion.**
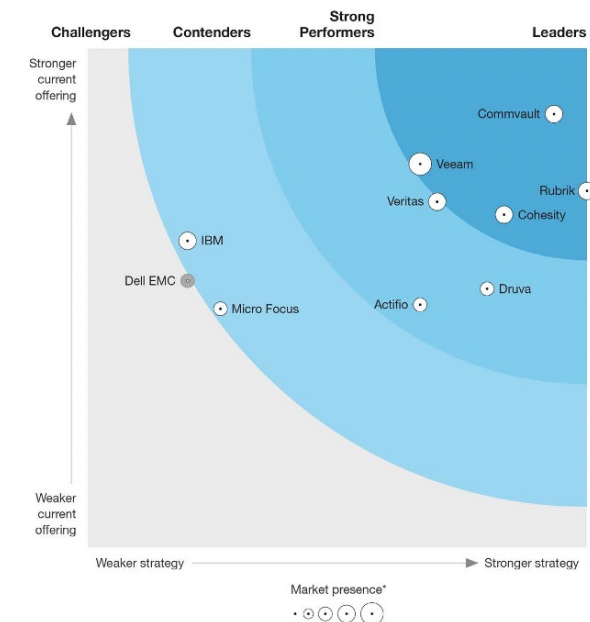- **Highest Score Possible in the Security, Scalability, and Corporate Strategy criteria.**

FORRESTER RESEARCH

THE FORRESTER WAVE™
Data Resiliency Solutions
Q3 2019

Challengers   Contenders   Strong Performers   Leaders

Stronger current offering

Commvault
Veeam
Rubrik
Veritas
Cohesity
IBM
Dell EMC
Druva
Micro Focus
Actifio

Weaker current offering

Weaker strategy → Stronger strategy

Market presence*

*A gray bubble indicates a nonparticipating vendor.

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2021 Gartner ® Magic Quadrant ™ and Critical Capabilities for Enterprise Backup and Recovery Software Solutions

Achieving the highest score across all three use cases in the 2021 Gartner Critical Capabilities for Enterprise Backup and Recovery Software Solutions is not an easy thing. Commvault has done it twice and is not only the sole vendor to do it but also did it while being a Leader in the Gartner Magic Quadrant for the **tenth consecutive time.**

Gartner, Magic Quadrant for Enterprise Backup and Recovery Software Solutions, Santosh Rao, Nik Simpson, Michael Hoeck, Jerry Rozeman, 19 July 2021 This graphic was published by Gartner, Inc. as part of a larger research document and should be evaluated in the context of the entire document. The Gartner document is available upon request from Commvault. Gartner does not endorse any vendor, product or service depicted in its research publications and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

Figure 1: Magic Quadrant for Enterprise Backup and Recovery Software Solutions

Source: Gartner (July 2021)

Be Ready with Commvault

One Platform, that's all

Having the confidence that you can address all of your concerns.

Driving Innovation

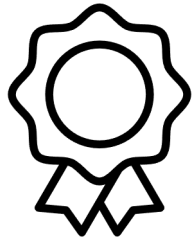Protect, control, move, manage and use your data wherever it lives.

Power of Choice
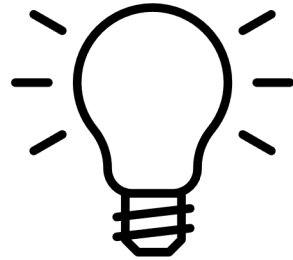
Meet your business needs without adding costs & complexity

Switch Program

Description	Swap-out Maintenance Renewal Subscription offer for current Veritas NetBackup customers.
Offer	**25% discount off current annual support/maintenance contract** **Example:** a customer who is paying £20K/year in Veritas NetBackup support/maintenance will pay £15K/year to replace the Veritas NetBackup footprint; there is no additional software cost. **Added bonus:** COOLSPIRiT wants to ensure that your new Commvault solution it designed perfectly, so we'll also offer our industry-leading scoping and design service absolutely free to any new customer.
Eligibility	**For new Commvault customers only.** Offer available for a limited time.

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Why choose COOLSPIRiT?

Expert Certification
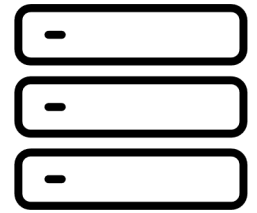All our engineers are certified Experts. The highest possible qualification

Knowledge
We have supplied Commvault since 2009

One hand to shake
We handle everything for a seamless service

GUARDiAN Support
We'll help you every step of the way with dedicated support available 24/7

GUARDiAN Appliance
Commvault accredited all-in-one backup appliance

Click here to learn more about our Commvault partnership

Click here to learn more about our GUARDiAN services

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Making the move to Commvault in 5 simple steps

It couldn't be a simpler process when moving to Commvault:

1. Create a storage staging location
2. Install the Commvault migration software on a temporary staging server
3. Deploy the workflows based on the collected information on the Veritas data to be migrated
4. Perform test runs to validate workflows are running as planned
5. Migrate the Veritas NetBackup data to the Commvault target locations

Sit back, relax, and enjoy your favorite beverage for a job well done!

PS. We won't tell your co-workers how easy it really was.

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THANK YOU

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