

B2NET IS FIRST TO PARTICIPATE IN COMMVAULT'S NEW EMEA MSP PROGRAM

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Utility Backup model driven by end-user demand for simplistic licensing

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B2net, an award winning vendor-independent storage integrator, has joined CommVault's Managed Service Provider Program, and selected Simpana® software to provide UK customers with a Managed Service Provider (MSP) offering. B2net is the first company to join CommVault's program since the program's EMEA launch.

In response to recent customer demand for Utility Backup services, B2net began to explore data management software offerings that could meet this need. B2net selected CommVault® Simpana® software suite for its single platform approach and flexible billing model that allows B2net to bill for the service across the course of a contract.

The B2net Utility Backup service provides its customers a flexible and cost effective approach to local backup/restore concerns such as explosive data growth, regulatory compliance and disaster recovery.

The B2net service also provides both a local disk based backup target combined with daily replication of all backups to B2net's Secure Backup Vault. Enterprise class de-duplication and replication technology ensures that backup/restore times are minimised, and that the offsite replication is still possible even when low speed connections are in place.

The service is available from B2net today to organisations of all types and sizes

Supporting Quotes

"CommVault is delighted that B2net has selected our Simpana software to support this service offering. Organisations of all sizes can and will benefit from a solution and a service such as this. Built to address the needs of enterprise-class organizations, CommVault Simpana software offers the reassurance that backups will be completed efficiently and within ever shrinking backup windows. Due to the flexible payment programme, service providers will also gain ongoing revenue benefits," said Simon Gregory, director of Business Development at CommVault.

"The innovative pricing model not only provides greater flexibility for our customers, but it also helps businesses to more effectively manage expenditure at a time when this capability is more critical than ever before. The service allows customers to request monthly or quarterly billing to suit their business model, thereby reducing the risk of over exposure to expensive systems if the business changes in size or requirements. The Simpana software suite is the best in the market, and we are looking forward to working with CommVault in the long-term to provide enhanced service offerings to new and existing customers that will positively impact their bottom line," said Gareth Lush, Sales Manager for Managed Services at B2net.

Supporting Resources:

- CommVault Simpana 8 Software
<http://www.commvault.com/products/>
- CommVault Reseller Partners
<http://partners.commvault.com/resellers.asp>
- CommVault PartnerAdvantage Program
<http://www.commvault.com/partners.asp>
- CommVault CommValue Program
http://services.commvault.com/commvalue_program.asp
- CommVault Services: Design, Build and Manage Methodolgy
<http://services.commvault.com/>
- CommVault news
<http://news.commvault.com/>
- CommVault on Delicious
<http://delicious.com/commvault/simpana>
- CommVault images on Flickr
<http://www.flickr.com/photos/31256941@N06/>
- CommVault videos on YouTube
<http://www.youtube.com/commvaultsystems>

About B2net

B2net is a vendor independent integrator of storage infrastructure solutions with extensive experience in designing, deploying and managing enterprise server, storage and virtualisation solutions. The B2net Group now has reached a turnover in excess of £30 million and employs over 90 people in the UK. Few other integrators have B2net's in-depth understanding of systems and data management. Founded in 2000, B2net acts as a trusted advisor to many leading corporate and public sector organisations, working with them on infrastructure maturity models to obtain best value from their IT investment. For more information on B2net and its solutions and partners, please visit www.b2net.co.uk

About CommVault

A singular vision — a belief in a better way to address current and future data management needs — guides CommVault in the development of Singular Information Management® solutions for high-performance data protection, universal availability and simplified management of data on complex storage networks. CommVault's exclusive single-platform architecture gives companies unprecedented control over data growth, costs and risk. CommVault's Simpana® software suite of products was designed to work together seamlessly from the ground up, sharing a single code and common function set, to deliver superlative Data Protection, Archive, Replication, Search and Resource Management capabilities. More companies every day join those who have discovered the unparalleled efficiency, performance, reliability, and control only CommVault can offer. Information about CommVault is available at www.commvault.com. CommVault's corporate headquarters is located in Oceanport, New Jersey in the United States.

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