

Asigra Battle Card on CommVault

CommVault

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Company Overview

CommVault is a publicly traded company (CVLT) founded in 1996. CVLT provides data & information management software with related services primarily in NA, EMEA, & APAC. As of December 2015, the Simpana brand name is retired, going forward just Commvault software. CVLT has completely repositioned itself as a data protection, management, archiving, and compliance vendor. They sell everything from DP & BUR of VMs, Enterprise apps, RDBMS, email, messaging, files, and endpoints to Cloud & infrastructure mgmt of VMs, clouds, snapshots, and workflow automation, to Retention & Compliance (archiving) for secure access, eDiscovery, search, secure sharing, encryption, and email archiving. Focus is now on complete data asset management. Will even take data from other applications into the CVLT repository through published API. CVLT revenue is declining; net income is negative; and they're losing market share in every one of their markets.

Strengths / Weaknesses

Strength	Weaknesses
Extensive product breadth	Jack-of-all-trades master of none.
Multi-dimensional data mgmt, search analytics, orchestration, EDiscovery.	Difficult UI. Admin is in the loop for most things.
1-pass BU/Archive	Yet another API for vendors to code to, not a standard.
VM orchestration, & workflow automation	Licensing is expensive Ala Carte or bundled. Everything today is on a per TB (before dedupe or compression)

CommVault Positioning & Message

Next generation software.

Key messages:

Protect	VM orchestration & lifecycle mgmt
Comply	VM backup leader
Share	Leader in BU to cloud integration
Software or Turnkey Appliance	Make ALL data compliant
Cloud integration	Gartner BU & Archive leader

Pricing and Sales Models

Complicated. Bundled or Ala Carte by TB (before dedupe or compression). Moving from perpetual to subscription. Licensing adds up quickly as more functions are selected.

Key Products/ Services

Commvault SW	Description	Audience
Data Protection	BU/R to local storage, tape, or Cloud storage: databases, VMs, email, messaging, Enterprise apps, files, endpoints. Source or media server dedupe. Mount or recovery.	Enterprise
1-Pass BU/R & Archive	Add-on functionality enables BU sets archive, searched, contained, & immutable for eDiscovery/legal hold. 1 agent.	Enterprise

Key Products/ Services

Commvault SW	Description	Audience
Retention & Compliance	Fast, information access, mgmt, & discovery. Content based retention. Enterprise search w/eDiscovery. Email archiving.	Enterprise
End-point Secure Sync & Share	Global & file encryption, geo-locate, remote file/system wipe, secure file sharing	Enterprise
VM & Cloud mgmt	VM orchestration, mgmt, spin up, spin down, multi-cloud mgmt. Detailed data analytics	Enterprise
Snapshot mgmt	Replaces storage vendor-specific products providing snapshots mgmt/control across mixed arrays, & hypervisors eliminating user scripts.	Enterprise
Workflow automation	Drag & drop automation of design, deployment, & execution of tasks both custom & library of pre-built best practices.	Enterprise

Enterprise Problem Solving Comparisons

Problems	Asigra	CommVault
High BU/R TCO	Simplified RLM, few line items, exceptional efficiencies lowers server & storage costs = < TCO.	Expensive licensing, per socket, VM, agent, TB etc. => HW costs, pro services => TCO.
Cloud app BU/R	Google Apps, Salesforce.com, Office 365. Recover local.	Do not support at this time.
Docker DP	Backup/Recover Docker Containers	Do not support at this time.
Multi-BU/R system complexity	1 system for P/V servers, RDBMS, end-pts, cloud apps, Docker, VMs, incremental-dedupe-compress & scale.	1 system for P/V servers, RDBMS, end-pts, VMs, snapshot mgmt, NDMP, + archive, dedupe-compress.
Separate archiving	Archive older BUs to LTFS or Object. Not designed for search or eDiscovery.	Integrated archive w/BU/R. Simple, searchable, eDiscovery too.
Close to "0" RPO & RTO	VM replication, CDP (autonomic healing off) or near CDP.	Nothing at this time

CommVault Software Top Enterprise Selling Point

Complete data mgmt system, onsite, & into the cloud w/extensive 3rd party integration.

Displacing CommVault Questions

"What's your BC/DR process for VMs? What's your DP process for SaaS-based apps? For Docker? Why do you pay for 100% data recovery every year? What's your risk management process?"