



KEY BENEFITS

■ Lower Operational Costs and Efficiency

Reduce the administrative and storage overhead for infrequently-accessed data in the Data Center by tiering to Iron Mountain's more efficient, lower-cost and yet highly secure Archive Services Platform.

■ Data Center Elasticity

Since the Iron Mountain Archive Services Platform is highly scalable, customers can automatically tier older/infrequently-accessed data to the cloud using CommVault Simpana software, freeing up local on-premises capacity to accommodate ongoing data growth.

■ Seamless Cloud Integration

Reduces Complexity

With a seamless integration of Iron Mountain's cloud services within CommVault Simpana 8 software, data management of both local storage and cloud storage takes place within a single console, minimizing administrative overhead and the need for specialized gateway appliances.

■ Reduced Security Risk

CommVault Simpana 8 software and the Iron Mountain Archive Services Platform customer benefit from an end-to-end encryption paradigm. Combining encryption of data in-flight and at-rest with integrated, FIPS certified CommVault Simpana encryption software and Iron Mountain's AES 256 bit cloud storage encryption.

(continued)

Secure Cloud Storage with Simpana® 8 Software:

CommVault and Iron Mountain Deliver Integrated, Secure Cloud Storage and Services

The Business Challenge

IT organizations continue to deal with unprecedented unstructured data growth, stricter regulatory requirements and reduced budgets. To meet the stricter data retention and faster Recovery Time Objective (RTO) requirements, all too often users will over-provision low-cost disk storage on-site. When combined with non-integrated data management products, these issues can add up to increased complexity, inefficient storage infrastructures and higher operating costs. In many cases data that should be archived off-site remains on-site, at risk and on more expensive hardware platforms. Worse still, many datacenters have reached a limit where there is no power or real estate left to continue expanding.

Together, CommVault and Iron Mountain offer real-world, market-tested solutions to help solve these challenges. CommVault® Simpana® software provides an integrated data and information management platform that seamlessly integrates with Iron Mountain's Archive Services Platform™, an ultra-secure, highly scalable archive, with optional information management services such as search and retention and destruction management in the cloud.

Data-Aware Tiering to Cloud

CommVault Simpana software provides a unified data and information management platform built on a single codebase, with modules for Backup and Recovery, Archive, Replication, Reporting, and Search/eDiscovery. Now with native REST over HTTP integration to the Iron Mountain Archive Services Platform, Simpana software seamlessly provides automated, policy-based data movement between on-premises disk-based data storage and Iron Mountain, all seamlessly from a centralized console. Eliminating the need for scripting or disparate cloud gateway appliances, Simpana software delivers integrated alerting, reporting, tracking and verification of data copies in the cloud while the Iron Mountain Archive Services Platform provides the security, compliance and support that is expected by enterprises. The combined solution builds upon Iron Mountain's world class reputation as a leader in information management services, with over 15 years of experience providing hosted data protection and archiving solutions to many of the world's leading companies. The term "cloud storage" is just a new term for a service that Iron Mountain has been providing for many years.

Lower Costs

Because of the secure multi-tenant and environment-friendly nature of Iron Mountain's Archive Services Platform, infrastructure costs are shared across many users while security measures ensure that data can only be accessed by the owner. Our underground data centers leverage geo-thermal elements for cooling and heating to create an eco-friendly service. This approach allows the Iron Mountain Archive Services Platform to offer a cloud storage service that is more economical than the total cost of on-premises storage when fully burdened with storage provisioning, monitoring, energy consumption for power and cooling, technical refreshes, etc.

Based on typical use cases, CommVault Simpana software users can further lower cloud storage-related costs up to 75 percent by compressing and deduplicating data before it is sent over the network and stored in the Iron Mountain Archive Services Platform. Deduplication can occur within your datacenter or even at remote sites, prior to crossing the network. The combination of CommVault Simpana software and Iron Mountain's secure cloud storage delivers a unique combination of cost effective storage with unparalleled security.



KEY BENEFITS (cont'd)

■ Performance

CommVault and Iron Mountain have designed the joint offering for fast performance, comprehensive searches across large amounts of stored assets either on premises or in the cloud.

■ Scalability

The Iron Mountain cloud storage solution has been designed from the ground up to handle massive amounts of data and scale to accommodate increasing numbers of digital assets. With CommVault Simpana software customers can now easily manage across vast storage environments.

■ Make Data Useful

With Iron Mountain's rich information management functionality customers can leverage the joint offering to help make active and non-active data more useful, with functionality that enables users to search for assets easily and retrieve assets quickly. Every asset can have a retention policy that specifies when the asset is eligible for destruction.

SIMPANA
software

CommVault® Simpana® Backup & Recovery, Archive, Replication, Resource Management and Search software is designed to work together seamlessly from the ground up, sharing a single code and common function set. This exclusive single-platform architecture enables unparalleled software efficiency, performance and reliability for unprecedented control over data growth, costs and risk.

Storing data within the Iron Mountain Archive Services Platform can help lower compliance costs which are typically associated with other cloud providers whose primary business is not storing and protecting people's information. By using CommVault Simpana software's content indexing functionality prior to sending to the Archive Services Platform, users have the flexibility to meet eDiscovery requests from a centralized console independent of the physical location of the data (on premises or in the Iron Mountain Archive Services Platform). By eliminating the error-prone nature associated with removable media, compliance process risk can be minimized.

Secure

The life blood of an organization is the information its people and customers create. It is no surprise that the top concern of IT executives when considering cloud-based storage is security of their data. The combined CommVault and Iron Mountain solution includes security functionality and control processes designed to meet even the most stringent security requirements. CommVault Simpana software lets users configure the right data encryption approach to meet their requirements. Users can protect data starting from the source with in-stream encryption, and then extend encryption to data "at-rest" in the cloud. This ensures that their data is protected in transit and also in the unlikely event of unwarranted access of data already in Iron Mountain Archive.

Iron Mountain stores four copies of customer data automatically across two geographically distributed secure data centers. The stored data is encrypted in all locations with unique keys so any unauthorized access to the data does not comprise the entire stored asset. Iron Mountain extends its security posture to include physical security that is unmatched in the industry. Our facilities are housed in extensive multi-acre underground data sites with 7x24 security; cameras, biometrics, multi-level access checks, authorization and monitoring.

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 software's exclusive single-platform architecture gives companies unprecedented control over data growth, costs and risk. CommVault Simpana® software was designed to work together seamlessly from the ground up, sharing a single code and common function set, to deliver superlative Backup & Recovery, Archive, Replication, Search and Resource Management capabilities.

About Iron Mountain

Since 1951, Iron Mountain (NYSE: IRM) has been the leader in information management services, delivering the expertise to help their customers reduce the costs and mitigate the risks of storing and protecting their information assets. Today, more than 140,000 corporate customers worldwide, including over 93% of the Fortune 1000, trust Iron Mountain. This experience and functionality uniquely positions Iron Mountain to be your partner when it comes to archiving and protecting your data.



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