ComSource

Commvault HyperScale Appliance

COMMVAULT®

Contents

About ComSource

- ComSource is an integrated technology infrastructure hardware, software, services and leasing company with a focus on the Data Center including:
    - o Data Protection and Management
    - o High Performance Compute & Hyper Convergence
    - o Intelligent Virtualization
    - o Performance Optimization

- Our team has been supporting Data Center Solutions for Global 1000, Higher Education, Enterprise Businesses as well as Federal, State, and local Government customers for over 28 years.

- Our certifications, expertise and experience spans all facets of High Performance Compute, Flash and "Tiered" Storage, Network, Backup & Recovery, etc.

- The ComSource business model allows us to be extremely responsive, nimble, and service oriented while acting as a "checks and balances" liaison between the technology manufacturer community and our customers.

- Our financial services offerings extend outside the traditional "glass house" data center to include all types of personal and mobile computing technologies.   In the last 5 years alone, we have negotiated well over $100 million in lease origination. Our team strives to provide the best financing options available, combined with outstanding customer service. ComSource True Choice™ Solutions include:
    - o Operating and Capital lease options
    - o Competitive lease rates and program terms
    - o Flexibility to upgrade technology or change to a different manufacturer
    - o Personalized service – one point of contact for all service needs
    - o Customized real-time electronic asset management

ComSource and Commvault – *Why we make a difference*

ComSource is a Platinum Commvault Reseller, with 26 customers and ~20PB of Commvault capacity licensed throughout the United States. Our intimate knowledge of the Commvault solution, coupled with our unparalleled experience delivering hardware solutions tailored to our customers' unique environments, makes ComSource the ideal "bridge" between Commvault and its end users.

ComSource's CTO Rami Hyary is Commvault "Master" Certified, a designation which only 5% of VARs nationwide have achieved. Our technical team brings local, hands-on resources which can be used throughout the lifecycle of any Commvault engagement. From design and configuration, to testing and documenting best practices – ComSource augments the support which you receive from Commvault from start to finish. Here is how:

Design

- ❖ **Tailor reference architectures** for each hardware component in your Commvault environment
- ❖ **Design customized configurations** for your full environment
- ❖ **Evaluate your future needs** to accommodate data growth and scale
- ❖ **Quote and deliver the hardware** from the hardware manufacturer of your choice.

Deliver

- ❖ **Commvault Master Certified** ComSource CTO Rami Hyary will act as an integral resource during:
- ❖ **Configuration & deployment** of the Commvault software and underlying hardware
- ❖ **Knowledge transfer** of key skills and features for end user's use specific to their environment
- ❖ **Quote and deliver the hardware** from the hardware manufacturer of your choice.

Debrief

- ❖ **On-site Disaster Recovery test support** with ComSource Master Certified technical resources
- ❖ **Debrief** of test results with end users and management stakeholders
- ❖ **Documentation** of best practices and forward-looking process improvements

Commvault HyperScale Appliance

What is it?

A hyper-converged data management solution built upon Commvault's industry leading technology that tightly integrates server, storage, and full lifecycle data management into a single platform across the data center and the cloud. Offered as a hardware appliance, but also available for customized hardware through hardware-agnostic HyperScale Software.

What hardware does it run on?

Commodity hardware: 1U appliance node, with a 3-node initial configuration. Each node has 4 HDDs and 1 SSD, and is available in four (4) different capacities (below). The HyperScale solution offers modular scalability, and a scale-out and self-healing architecture which eliminates the "single point of failure" in the data center.

If the hardware which Commvault offers is not a fit for your organization, ComSource offers comparable designs from other OEMs. Our designs offer the same benefits of HyperScale, but are tailored to your unique needs and can be financed or leased directly though ComSource for optimal lifecycle management.

What does it cost?

	Option #1	Option #2	Option #3	Option #4
Raw Capacity	48TB	72TB	96TB	120TB
Usable Capacity	32TB	48TB	64TB	80TB
Monthly Cost	**$3,628**	**$5,029**	**$6,841**	**$8,420**

➢ As an alternative, ComSource can design <u>comparable hardware configurations from other manufacturers</u> to run the HyperScale Software, which can be more closely tailored to your organization's needs.

➢ The HyperScale Software is vendor agnostic, so you will still receive <u>all the benefits</u> of the HyperScale Appliance, including a 3-year refresh when financed or leased through **ComSource Financial Services**.

Summary

ComSource and Commvault

- ComSource augments the Commvault experience through hands-on, and ongoing support of HyperScale deployments.
- Commvault Master Certified technician on staff and available for knowledge transfer and testing support.
- Customized hardware and deployments based on specific customer needs.
- Knowledge Transfer and Best Practices Documentation during DR testing.

Commvault HyperScale Software

- Hyper Converged software solution on a BYO reference or customized architecture (ideal for large deployments)
- Customized architectures and iSOW offered by ComSource, including hardware refresh management through ComSource Financial Services.
- Subscription pricing, 3-Year hardware refresh cycle available through ComSource Financial Services

Commvault HyperScale Appliance

- Turnkey hardware solution (ideal for mid-market).
- Choose from 32-80TB commodity hardware appliances from Commvault.
- Subscription pricing, including a 3-Year hardware refresh cycle through Commvault.
- Single call support for software & hardware.

HyperScale Benefits:

- ✓ Industry leading data protection & data management solution
- ✓ Single pane of glass for all management needs.
- ✓ Simple to set up, manage and upgrade
- ✓ Subscription Pricing
- ✓ Modular Scale
- ✓ No single point of failure
- ✓ Erasure coding
- ✓ Highly available, resilient and self-healing architecture
- ✓ Consistent & predictable performance and economics