

## THE POWER OF PARTNERS

# Decisive Group/Commvault: Growing great together.

**To succeed in business in our interconnected world, it's crucial to know that the trust you have in your service suppliers can extend to those in their supply chain. Building that kind of extended trust goes beyond simply having access to great products; it also means working with organizations with great people who share viewpoints on how they do business.**

With more than a decade of working and evolving together, Decisive and New Jersey-based Commvault epitomize that kind of complementary relationship. As the data environment has shifted—embracing the cloud and increasing the necessity of sophisticated cybersecurity approaches—so have Decisive and Commvault, deepening a simpatico relationship that delivers benefits to customers.

## Growing together.

When Decisive and Commvault began working together, the latter was making a name for itself as a leader in data backup, precisely what Decisive needed at the time. But Commvault, which had become a publicly traded company in 2006, had much bigger plans. During the 2010s, the company quickly moved from strength to strength—setting the standard for data deduplication and becoming a perennial leader in the area of enterprise backup and recovery software solutions. In 2018, Commvault launched Commvault Complete™ Data Protection, designed to ensure data availability and business continuity across on-prem and cloud environments using a single extensible platform, and the following year it rolled out Metallic™, an SaaS backup and recovery service that enables users to back up on-prem data to their own backup system, their public cloud, Metallic's public cloud, or a combination of the two.

At every step along the data evolution path, Commvault had a ready answer, and each new advancement gave Decisive more to draw on from their close relationship. Today, Decisive is one of Commvault's Managed Service Partners, giving them priority access to product and technical resources, as well as ongoing support. For Decisive, membership in that tier of Commvault's partnership program gives it additional resources when it needs to home in on customers' specific needs and quickly bring the right technology onboard to address the requirement.

Every element of the Decisive/Commvault partnership is geared toward enabling Decisive's customers to achieve better business outcomes, with the ongoing knowledge transfer and support to ensure the solution continues to meet the enterprise's needs.

## Enabling creative solutions.

From Decisive's perspective, the long-standing partnership with Commvault adds extensive technological resources to what's already a very strong offering—namely the reality that Decisive is a leading provider of cybersecurity services, with its own security operations centre. With ransomware attacks on the rise and an increasing awareness that, to be safe, organizations must take a proactive stance on protecting data, Decisive relies on Commvault to provide strong support.

The Commvault partnership also enables Decisive to help customers address the reality that data security is much more than patching gaps in enterprise networks and securing end-points. A truly effective approach to security also requires organizations to ensure the integrity of data as it moves, to efficiently back up that data, and quickly retrieve what's needed in the case of a disaster. Commvault's stance in those areas allows Decisive to achieve its goal of providing custom-designed solutions for its customers, and bringing creativity to bear on novel data environments.

When customers come back to Decisive with questions, Commvault's depth of product knowledge pays dividends, delivering rapid answers steeped in experience.

As in any supply chain relationship, great technology is only part of the equation. The Decisive/Commvault partnership delivers that, and it also checks the other critical box: great people who are totally aligned on the goal of delivering superior results to customers.

## Enterprise IT. Customized for you.

**Decisive Group designs, builds, and maintains enterprise IT infrastructure and hybrid cloud, as well as managing and protecting data.**

We engage with customers through our hands-on approach, providing guidance and highly personalized service. Solutions-driven, we partner with the world's leading providers of standards-based hardware, software, networking, security, and cloud products with one aim: to optimize processes and improve outcomes for medium and large enterprises.

In 2001, Decisive Technologies was founded as a professional services company in Canada's National Capital Region, and we began offering data centre solutions in 2010. We expanded our offerings in 2013 with the addition of BriteSky Technologies, which originally focused on cloud storage, and in 2021, the companies amalgamated their products and services under the Decisive Group banner.

---

## How to contact us



1 (855) 336-3700



[inquiry@decisivegroup.com](mailto:inquiry@decisivegroup.com)



118 Iber Road, Suite 105,  
Ottawa, ON K2S 1E9