

## TOP 4 REASONS to Partner with Veeam

Your success is our mission!

As a Veeam ProPartner, you can maximize profit, increase revenue and expand your virtualization business by selling industry-leading solutions that deliver Availability for the Always On-Enterprise™. The Veeam ProPartner Program gives you access to the tools and resources necessary to differentiate your business by becoming the key factor in your customers' success—which empowers your own success!

1

### Easy

The Veeam ProPartner Program is designed for maximum benefit with minimal confusion. The low-barrier point of entry and easy-to-understand pricing models makes joining the program and delivering the solutions your customers want effortless. Participating in the Veeam ProPartner Program is easy too! With a robust, easy deal registration program, Veeam ProPartners benefit from upfront discounts, margin retention, comprehensive sales and marketing tools and ultimately, more satisfied customers.

2

### Engaging

Veeam's channel-friendly sales approach emphasizes building relationships with valued partners and is 100% committed to your success. Veeam has dedicated sales and marketing employees across the United States and Canada – each one works to drive sales through Veeam ProPartners. Additionally, Veeam's marketing support is second to none. Veeam's marketing team ensures continued success and satisfaction by providing diverse supporting resources, including MDF, sales tools, customer referrals, email marketing campaigns and more.

3

### Predictable

Partnering with Veeam is straight-forward – there isn't a hidden agenda and Veeam doesn't have the ability to take a deal direct – ever. Through constant communication, Veeam keeps ProPartners informed on everything happening at Veeam and within the technological community as it relates to the modern data center. Veeam offers both front-end margin and back-end rebates – all are easy-to-understand and reliable.

4

### Profitable

The Veeam ProPartner Program is designed to reward partners who invest time and effort in learning and selling the Veeam solutions. The most active and loyal partners, those who participate in our certification programs and take the time to become truly enabled are rewarded with the greatest benefits, including quarterly rebates, higher margins, and reward programs.

### Want to become a Veeam ProPartner?

Go to [www.veeam.com/propartner](http://www.veeam.com/propartner) and start earning your rewards now!

100%	49,000	255,000+	4,000+	14.7M
channel engaged	partners worldwide	customers	new customers per month	VMs protected