



CRN Cloud Partner PROGRAM GUIDE

VEEAM

The Veeam Cloud & Service Provider Program: Enable Your Customers' Always-On Enterprise

In today's digital economy, organizations are embracing a multi-cloud strategy to drive increased innovation, speed time to market, and optimize costs. But as workloads expand and user expectations for availability increases, many organizations are left vulnerable. That is why over 16,000 cloud and managed service providers have turned to Veeam to ensure their enterprise customers stay 'Always-On.'

Your Success Is Our Mission

Veeam has a passion for innovation, a drive to succeed and a partner-first mind-set. That is why the Veeam Cloud & Service Provider program helps partners gain a competitive advantage and drive sustainable growth in the rapidly evolving market for cloud services. With program features like early access to product releases, 24x7 technical support, joint go-to-market activities, and volume-based discounting programs, it's clear that Veeam is committed to its partners' success.

The Future Isn't Cloud, It's Multi-Cloud

Veeam provides users with the confidence of knowing their information is available whenever and wherever they need it. In short, Veeam provides a seamless Digital Life experience. The Veeam Availability Platform delivers next-generation backup and recovery capabilities for virtual, physical and cloud-based workloads.

To continue to meet the needs of its service provider partners, Veeam has expanded its product portfolio to provide an even greater range of capabilities and opportunities.

- **New:** Veeam Agents for Microsoft Windows and Linux deliver simple backup and powerful recovery for physical servers, laptops and desktops, and virtual servers in AWS or Microsoft Azure.
- **New:** Veeam Backup for Microsoft Office 365 will add new scalability and multi-tenancy features, allowing VCSP partners to offer a managed backup service for all their customers using Microsoft Office 365.
- **Coming soon:** Veeam Availability Console is a free product that makes it easier to leverage the full range of Veeam Availability solutions with features for customer on-boarding and billing, automated deployment and configuration of the Veeam Agents and remote monitoring and management capabilities.

Don't Get Left Behind—The Time To Act Is Now

Embracing a multi-cloud architecture opens new possibilities for both our customers and service provider partners looking to leverage the rapidly evolving cloud computing best practices and adopt the next generation of *Availability for the Always-On Enterprise*.



Paul Mattes
Vice President,
Global Cloud Group

“Veeam recognizes that in a multi-cloud world, providing data availability across any cloud infrastructure—public, private or hybrid—is a fundamental requirement”



Learn more about Veeam's cloud portfolio of solutions and services at <https://www.veeam.com/availability-platform.html>.