



#1 for Virtualization™
Management and Data Protection

Real business outcomes for cloud providers through VMware backup and management solutions

About Veeam Software

Your success is our mission. Veeam provides cloud provider solutions by:

- Focusing exclusively on virtualization management and data protection for both VMware and Microsoft
- Delivering innovative solutions, including five patent-pending technologies as part of Veeam Backup & Replication with vPower
- Offering a partner friendly program with licensing, benefits, support and rewards designed especially for the cloud provider community
- Serving more than 12,000 VMware customers— we understand your environment and your customers' most pressing concerns



Veeam Backup & Replication v6 won Best of VMworld 2011 award for New Technology for the second year in a row. Veeam holds the record for the most Best of VMworld awards at a single event (2010) and the most awards overall, which demonstrates the company's commitment to keeping its customers at the forefront of what's possible with virtualization.

Do you use VMware or Hyper-V technology to offer hosted or cloud services to your customers? If so, you know the challenges of managing a dynamic multi-tenant environment. You must meet service-level agreements (SLAs) and ensure availability of systems and data. At the same time, you must utilize resources efficiently and keep costs low. With virtualization management and data protection from Veeam, you can enhance the manageability of your virtualized data center environment and extend service offerings around VMware and Hyper-V.

Veeam Software, an Elite VMware Technology Alliance Partner and Microsoft Gold Certified Partner, offers its solutions through a program designed specifically for vCloud and other cloud providers.

With Veeam, you can:

- Protect all virtual machines (VMs) with a single solution
- Increase revenue with new tiered services
- Gain competitive advantage

Veeam understands that availability and data protection are top of mind for customers going to the cloud. We can help you offer multiple levels of data protection and disaster recovery services to your customers with a single solution. And with Veeam's reporting and management tools, you can move beyond an IT-centric view to align management of your virtual infrastructure with the constructs of your business.

Protect all VMs with a single solution

Veeam's innovative products, including **Veeam Backup & Replication™**, have won accolades from VMware experts around the world and are used every day by thousands of VMware and Hyper-V administrators. vPower™, the force behind the VMworld "Best of Show" winner Veeam Backup & Replication, leverages virtualization and Veeam innovation to overcome the limitations of traditional backup and provide fast, flexible and reliable recovery for disasters both large and small.

With Veeam Backup & Replication, you get one data protection and disaster recovery solution for all your VMs. You can back up and replicate VMs with one product. In case of a disaster, you can quickly recover an entire VM or an individual file or application item from a backup, either to the latest state or to a specific point in time. Application—and file-level recoveries don't require backing up data twice or extracting the VM image. Instead, objects and files can be instantly restored directly from the image-level backup. Veeam application- and file-level recovery is available for any virtualized application and file system, on any OS. Whatever platform your customers choose, you can provide the fastest possible recovery. Real business outcomes for cloud providers through VMware backup and management solutions.

To learn more, visit: <http://www.veeam.com/vmware-esx-backup.html>



Engage for new opportunities

Join Veeam's ProPartner Cloud Provider (VCP) Program, and you'll have a product and licensing solution for every cloud service opportunity, every time. Veeam's program is geared to your needs and designed to enable your success.

- **Partner friendly:**
Dual-role resellers/cloud providers can work directly with distributors.
- **Versatile licensing:**
The program offers cloud provider-only SKUs—Veeam products include adjusted licensing units, the appropriate support, and a cloud provider license agreement.
- **No hassles:**
You can join through an online application. There are no fees or qualification costs.
- **ProPartner Portal access:**
You'll find white papers, recorded webinars, live training, detailed product information, evaluation software, logos identifying you as a VCP member, and more.
- **Co-Op funding:**
Market development funds are available at certain levels of this tiered program.

To learn more, visit:
www.veeam.com/veeam-cloud-providers.html

Increase revenue with new tiered services

By providing backup and replication in one cohesive solution, Veeam gives you the flexibility to meet customers' recovery time and recovery point objectives (RTOs and RPOs). You can create tiered SLAs and offer multiple levels of data protection to your customers—for example, a choice of daily backups or hourly backups. With Veeam's extremely fast incremental replication, you can even offer near-continuous data protection (near-CDP) with close to zero RTO and a five-minute RPO. You can provide this level of data protection at a fraction of the cost of traditional CDP by replicating VMs to an inexpensive host.

Veeam Backup & Replication can also help you save significant money on backup storage. When backing up multiple VMs, it deduplicates similar blocks in the backup file. Deduplication, coupled with compression, allows you to reduce consumption of backup storage by up to 80%. And with 2-in-1 backup and replication, you can save on backup and CDP software, too. Special cloud provider licensing is available for Veeam Backup & Replication in 10 VM increments. This means you can start small and purchase additional licenses as demand grows.

Get competitive advantage with Veeam

To run a cost-effective virtual infrastructure, you need to track how resources are allocated and utilized by customers. But how can you tell who is using what resources in a multi-tenant environment? You no longer have to spend hours or days manually extracting and filtering data. Veeam provides customer-oriented views of your physical and virtual environment and the applications and services running there.

Veeam ONE™ allows you to categorize and report on VMs by customer, SLA or type of application to make capacity planning by customer possible.

- Create reports on resource allocation and utilization per customer or per contract and receive them automatically based on your schedule.
- Provide your customers with reports on actual IT consumption and accurately map costs against customers.
- Perform health checks to guarantee an appropriate level of resources for customer VMs and ensure they are running smoothly.

Veeam ONE™ also helps you meet and exceed service levels with customer-focused monitoring and alerting. You can proactively monitor your virtual infrastructure from a traditional IT-centric view, or according to SLAs, customers or any other category you define.

The Veeam **nworks Management Pack™** and **nworks Smart Plug-in™** can help you manage, supplement and enhance your Microsoft, HP or VMware cloud provider program framework.

- Simplify deployment and ongoing operations through centralized management for licensing and configuration across multiple collectors.
- Leverage easy-to-deploy, agentless and scalable monitoring.
- Provide a unified view of your IT environment and eliminate the expense of another monitoring framework.



To learn more, visit: <http://www.veeam.com/products.html>