SaaS Data Protection

Protect More of Your Customer's Data

Software as a Service (SaaS) applications, like Microsoft Office 365, provide tremendous opportunities to both customers and service providers, including a low cost of entry and continuous versioning for some of their most critical applications. Microsoft provides a wide array of powerful services within Office 365 and is responsible for hosting the infrastructure, but it doesn't replace the responsibility of your customers to maintain backups of their Office 365 data.

Why protect your customer's Office 365 data?

Because if you don't, somebody else will. Microsoft's responsibility ends at application uptime, leaving your customers responsible for data loss avoidance. Customers who *don't* backup their Office 365 data are at risk of losing access and control over their most critical processes due to:

- Accidental deletion of internal user or shared user groups
- Internal/external security threats
- Retention policy gap confusion

Helping you save the day

Cloud and managed service providers have both a need and a lucrative opportunity to educate their customers about the criticality for a trusted backup solution for their SaaS data. Veeam® Backup *for Microsoft Office 365* offers service providers:

- The opportunity to **create new recurring revenue** streams
- **Expansion of an existing portfolio** for Backup as a Service (BaaS)
- The ability to **become a trusted advisor** and help their customers mitigate the risk of critical data loss

That trusted advisor role makes you an invaluable component of any customer's IT strategy. Illuminating the need for SaaS Data Protection offers day-to-day recovery benefits, as well as long-term gains related to critical legal and compliance requirements your customers must meet.
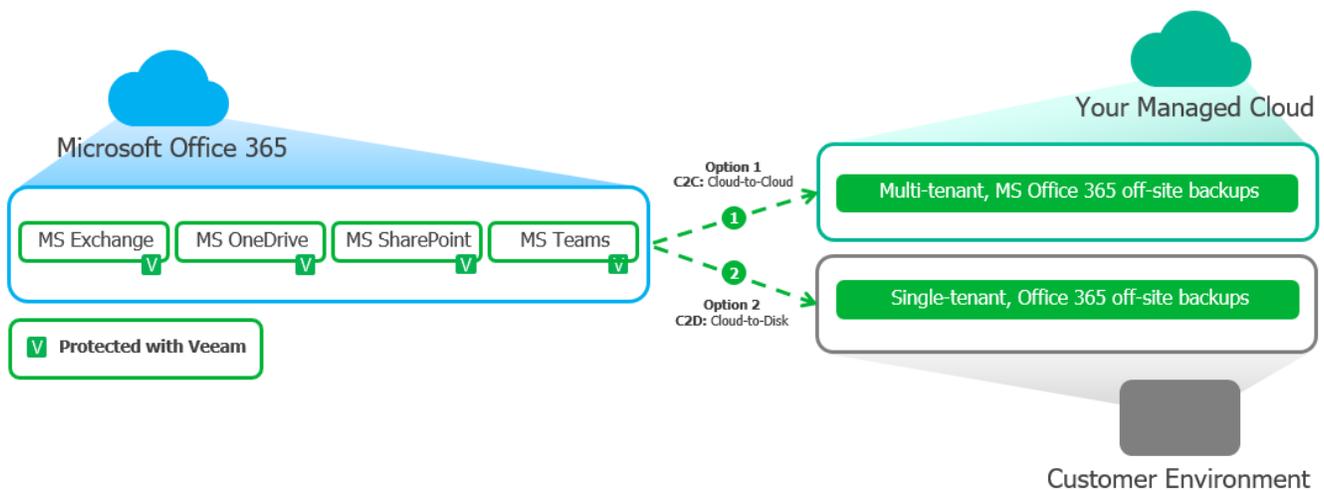
The Opportunity

SaaS solutions like Office 365 are rapidly increasing and so is the need for a trusted backup solution. The responsibility to protect Office 365 data falls on the customer, creating an opportunity for service providers to offer a data protection strategy while simultaneously creating additional revenue streams.

Offering Cloud-to-Anywhere

Flexibility is a core value of Veeam Backup solutions. To that end, SaaS Data Protection can be offered as:

- **Cloud-to-Disk** from Office 365 to on premises storage
- **Cloud-to-Cloud** from Office 365 to your cloud or a third-party cloud

Veeam makes it easy to offer the data mobility your customers are clamoring for.

#1 Backup and Recovery

The Veeam Availability Platform is the most complete solution to help service providers simplify backup and recovery, offer reliable services and build flexible solutions that solve many customer pain points. The two critical components of a SaaS Data Protection offering are Veeam Backup *for Microsoft Office 365* and Veeam Cloud Connect *for Service Providers*.

Veeam Backup *for Microsoft Office 365*

Eliminate the risk of losing access and control over Office 365 data, including Exchange Online, SharePoint Online, OneDrive for Business and Microsoft Teams – so that your customer's data is always protected and accessible.

Veeam Cloud Connect *for Service Providers*

Natively integrate with Veeam Backup solutions (like Veeam Backup *for Microsoft Office 365*) to offer cloud repositories for offsite backup or cross-cloud backup via a secure, multi-tenant cloud gateway, making service delivery at scale possible.

Partnering to win with Veeam

By building a Veeam-powered BaaS offering, you'll also be invited to join the Veeam Cloud & Service Provider (VCSP) program, unlocking exclusive access to sales and marketing resources:

- Customizable, ready-to-go marketing and sales enablement assets
- Free trials, including Veeam Backup *for Microsoft Office 365*
- A pay-as-you-grow pricing and licensing model available *exclusively* to partners

Other Veeam-powered service offerings

Veeam launched the VCSP program in 2010, and since then our service provider story has evolved tremendously. We recently launched a new solution story for our VCSP partners that speaks to clearly-defined use cases to help you drive more value to your customers while helping you save on staff, storage, and software. These use cases fall into three main tiers:

Infrastructure Protection: Offering BaaS for any infrastructure, including remote managed services for on-premises customer deployments

Off-site Backup & Disaster Recovery: For service providers looking to offer protection of production workloads by scaling to the cloud

Public Cloud Protection: Capture the brand demand of hyperscale clouds, like Microsoft Office 365; a great addition to any line card

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→ **Partner with Veeam**
vee.am/vcsp

→ **Join the conversation**
vee.am/vcsp-forum

Components

Building a BaaS offering for Office 365 is simple, reliable and flexible. You'll need:

- Veeam Backup *for Microsoft Office 365*
- Storage at the customer site or within your cloud-hosting data center

You may also consider the following for Cloud-to-Cloud deployments:

- Multi-tenancy, powered by Veeam Cloud Connect
- A self-service portal, powered by Veeam Cloud Connect

Delivering Excellence

"With Veeam Backup *for Microsoft Office 365*, our customers will sleep soundly knowing that their emails are fully safe."

Jérémy Verda
Executive System Engineer Logical TIC SPRL, Silver VCSP partner in Belgium

"Veeam offers the same granular recovery features for Office 365, including the ability to restore accidentally deleted emails and files with just a few clicks."

Matthew Thomas Clark
Chief Technical Officer Lytzen IT