Contents

Introduction .................................................................................................................. 3
Background ..................................................................................................................... 3
Using this Program Guide ............................................................................................. 4
Program Scope ............................................................................................................... 4
Veeam Ready Program Overview ................................................................................ 5
  Program Objectives ..................................................................................................... 5
  Categories of Veeam Ready ....................................................................................... 5
  Program Eligibility ..................................................................................................... 6
  How to Get Started ..................................................................................................... 6
Program Details ............................................................................................................ 7
  How it Works ................................................................................................................ 7
  Veeam Ready Test Plan .............................................................................................. 8
  Partner Lab Environment ........................................................................................... 8
  Resources .................................................................................................................... 8
Program Requirements .................................................................................................. 9
  Partner Requirements ............................................................................................... 9
  Terms and Conditions ............................................................................................... 9
Program Benefits ......................................................................................................... 10
  Partner Benefits ........................................................................................................ 10
  Veeam Benefits ......................................................................................................... 10
  Customer Benefits .................................................................................................... 10
Additional information ................................................................................................. 11
  Other Related programs ......................................................................................... 11
Introduction

Background

Veeam® is the leader in Backup solutions that deliver Cloud Data Management™. Veeam provides a single platform for modernizing backup, accelerating hybrid cloud and securing data. Veeam has 400,000+ customers worldwide, including 83% of the Fortune 500 and 69% of the Global 2,000. Veeam's 100% channel ecosystem includes global partners, as well as HPE, NetApp, Cisco and Lenovo as exclusive resellers. Veeam has offices in more than 30 countries. To learn more, visit https://www.veeam.com/ or follow Veeam on Twitter @veeam.

Veeam Backup & Replication™ ("Backup & Replication" or "VBR") supports a diverse ecosystem of storage platforms and the Veeam Ready Program ("Veeam Ready Program" or "Program") provides a solution qualification and testing process to help Veeam Technology Alliance Program (TAP) partners ("TAP Partner") meet Veeam standards. Products that meet the Veeam Ready requirements may display the Veeam Ready logo associated with the level for which the product was tested.

This Veeam Ready Program Guide ("Program Guide") provides an overview of the Veeam Ready Program including an overview of each category, program and partner requirements, and program benefits.
Using this Program Guide

Veeam Technology Alliance Partners interested in understanding the Veeam Ready Program features and benefits should consult this Program Guide. Additional details pertaining to the testing scope, processes, and metrics are available in the Veeam Ready Test Plan provided by the Veeam Ready Program team upon entry into the program. Contact veeamready@veeam.com for assistance or more information.

Program Scope

The Veeam Ready Program provides a mechanism for partners to test their storage solutions with Veeam Backup & Replication. But it is important to clarify the scope of testing efforts — what is included and what isn’t included in Veeam Ready.

Certification: Veeam does NOT offer a product certification program for Veeam Backup & Replication or jointly sold solutions. There is no requirement from Veeam to test partner solutions against all available versions of Backup & Replication. The version number is documented within the Veeam Ready program to identify the test plan that was used for testing and the Backup & Replication version that the partner used during testing.

Support: Veeam supports all partners and storage systems and services that fall under the general conditions documented in the Veeam Help Center or in Veeam Backup & Replication Release Notes found at https://www.veeam.com/documentation-guides-datasheets.html. Inclusion in the Veeam Ready Program does not imply any additional support to the TAP Partner or member solution.

Optimization: Although performance testing is included in the Veeam Ready program, vendors are not required to optimize their solution with Veeam, only surpass the performance thresholds. Therefore, configuration settings and any optimizations may or may not reflect any real-world environment.

Recommended: The Veeam Ready Program aligns with recommendations from Veeam's best practices, documented at https://bp.veeam.com/vbr and through internal benchmark testing.

Veeam Ready articles: Once vendor results are reviewed and approved, the storage solution will be added to the Veeam Ready database, which is posted at https://www.veeam.com/ready.html. A corresponding Veeam Ready article is created within the TAP INnovation article system and referenced from the database.
Veeam Ready Program Overview

Veeam Ready defines the highest level of qualification and testing for Veeam Backup & Replication and storage offerings by our partner community. Veeam TAP Program members may test their storage solutions with Veeam Backup & Replication™, verifying functionality and performance testing with Veeam's Availability features. Once tested, TAP members can display the Veeam Ready logo for the specified category within their collateral, social media, and public websites, in accordance with Veeam Brand Guidelines.

Program Objectives

The Veeam Ready Program is designed to:

- Recognize Veeam TAP Partners who offer solutions compatible with Veeam Backup & Replication features
- Qualify and test Veeam TAP Partner solutions and document specific configuration settings during testing
- Assure customers that Veeam TAP Partner solutions meet a set of operational standards with Veeam Backup & Replication

Categories of Veeam Ready

Veeam Ready qualifies storage solutions that customers may consider as a backup target for applications protected by Veeam Backup & Replication. Currently, there are four Veeam Ready categories, each with unique testing requirements:

<table>
<thead>
<tr>
<th>Category</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Veeam Ready — Repository</td>
<td>TAP Partners with primary backup storage solutions may qualify as Veeam Ready — Repository by meeting or exceeding functional and performance tests for backup and restore operations</td>
</tr>
<tr>
<td>Veeam Ready — Object</td>
<td>TAP Partners with S3-compatible object storage solutions may qualify as Veeam Ready — Object by verifying compatibility with Veeam Backup &amp; Replication object storage capabilities</td>
</tr>
<tr>
<td>Veeam Ready — Object Immutability</td>
<td>TAP Partners with S3-compatible object storage solutions may qualify as Veeam Ready — Object with Immutability by verifying compatibility with Veeam Backup &amp; Replication use of S3 Object Lock abilities on object repositories</td>
</tr>
<tr>
<td>Veeam Ready — Tape</td>
<td>TAP Partners with offline storage solutions may qualify as Veeam Ready — Tape by verifying compatibility with Veeam Backup &amp; Replication tape features and operations</td>
</tr>
</tbody>
</table>
Program Eligibility

To participate in the Veeam Ready program, storage and services vendors must be included in the Veeam Technology Alliance Program (TAP) and in good standing. If you are interested in Veeam TAP or are unsure who your Veeam contact is, send all inquiries to allianceprogram@veeam.com.

How to Get Started

Getting started with Veeam Ready begins with the Veeam TAP program. By leveraging the TAP program, Veeam Ready participants have already engaged with Veeam and have all of the requisite marketing and legal foundations in place. Alliance Partner Managers who are responsible for the TAP partners will work with the Alliance Team and further vet the specific solution to ensure it is a viable backup target for Veeam Backup & Replication and the joint solution forms a synergetic go-to-market relationship. Once vetted, those partners are then invited to participate in the Veeam Ready program.

How to get started

1. Join Veeam TAP program
2. Alliance Team vets partner / solution
3. Veeam Ready invite sent to partner
Program Details

The Veeam Ready Program provides TAP Partners the opportunity to market and sell storage solution offerings that complement Veeam Availability capabilities to joint customers, based on their storage needs. Storage solution offerings that partner well with Veeam Backup & Replication are ideal candidates for the Program. Examples include:

- Storage arrays (JBOD) with high capacity storage and bandwidth.
- Long-term storage or archival-scenario solutions that include features like global deduplication.
- Hybrid arrays with tiering capabilities (fast recovery tiers and long-term storage tiers).
- Storage solutions with a vertical market focus (e.g., education, healthcare, manufacturing, etc.).
- Cloud-based storage that is designed for backup and recovery scenarios.
- Object-based storage arrays that provide cloud-like storage via an on-premise form factor.

With Veeam's status as an innovator and market leader in cloud data management, Veeam TAP Partners may cooperatively market storage solutions in accordance with Program guidelines.

The Veeam Ready Program tests and qualifies features commonly used with Veeam Backup & Replication against backup storage targets and separates those feature tests into four test plans: repository disk, object, object immutability and tape. Partners can choose one or more tests that are applicable to their storage solution. For instance, an object storage solution with a high performance caching tier could test using both disk and object test plans and leverage the appropriate logos based upon the use case of their solution.

Veeam recommends vendors test using minimum specification or entry-level models to start, scaling to higher end models or models with additional resources as needed to meet the performance thresholds for testing. Any model with specifications equivalent to or greater than the model tested is also considered Veeam Ready.

How it Works

The process for becoming Veeam Ready is as follows:

1. A Veeam TAP Partner may inquire or be invited to participate in the Veeam Ready Program by contacting their Veeam Alliance Partner Manager.

2. A Veeam Ready workshop may be scheduled that includes TAP Partner management, the Veeam Alliance Partner Manager, and the Veeam Ready team to review the testing requirements, process and benefits, and document project contacts and timelines.

3. The Veeam Ready Test Plan and test resources are distributed to the TAP Partner.

4. The TAP Partner conducts self-verification testing in their own lab environment. A Veeam Alliance Solution Architect is available for any questions or clarifications during the testing process. Test results should be sent to veeamready@veeam.com.

5. Test results are reviewed and, if approved, a Veeam Ready database listing is created.

6. The TAP partner is informed of the review process conclusions and, if approved, is presented the Veeam Ready logo and logo usage guidelines. An optional cooperative solution brief may be drafted at the discretion of the Veeam Alliance Partner Manager.

7. TAP Partner solutions are posted to the Veeam Ready Database with a corresponding Veeam Ready article with additional information about the test environment and configuration settings.
Veeam Ready Test Plan

Participants of the Veeam Ready Program are provided a test kit that includes the Veeam Ready Test Plan for the proper category(s), along with additional resources to assist with the test process. The Test Plan is designed to leverage the internal workload characterization of common Veeam functions (such as backup, restore, etc.) across many types of storage platforms. A series of functional and performance tests, based upon this body of work, was developed into the Veeam Ready Test Plans.

Test plans are updated regularly, often in conjunction with Veeam Backup & Replication releases, to take advantage of new feature capabilities and performance improvements. Please check with Veeam prior to engaging with testing to ensure that you have the latest test plan.

Partner Lab Environment

Veeam Ready incorporates a self-test process and requires a compliant lab environment. Veeam TAP Partners are responsible for provisioning their own lab environments for qualifying and testing backup and restore workloads. These self-test procedures, as outlined in the Veeam Ready Test Plans, are designed to ensure consistency and provides credibility to the assessment process across platforms. While testing, partners may identify optimal or recommended configuration settings based upon their testing. These configuration settings are publicly posted as part of the Veeam Ready Program. Actual test results shared with Veeam are considered confidential and will not be shared publicly.

Because of the self-verification nature of the testing, certain restrictions are placed upon the lab environment to ensure performance testing is consistent across partner lab environments, providing all partners a level playing field for testing their solution offerings. Due to these restrictions, not all protocols are available for testing. Only primary repositories that leverage Shared Folder (SMB), NFS, or iSCSI protocols, or object storage repositories that support S3-compatible object storage are currently supported for Veeam Ready. This does not in any way affect Veeam’s support for additional protocols or the Veeam Alliance Partner’s ability to market other protocols with Veeam.

Resources

This Program Guide is the primary resource for Veeam TAP Partners interested in learning more about the Veeam Ready Program. The Veeam Ready Program site contains a searchable database of all tested solutions. Partners and customers may search (based upon manufacturer, model, and Veeam Ready category) to identify which storage solutions are Veeam Ready. An FAQ document is available on this website for common questions regarding the Program.

Veeam also offers the Veeam Ready logos in several formats to fit an individual TAP Partner’s marketing needs, as well as the Veeam logo usage guidelines document which defines how logos may be used for marketing purposes.

An optional Solution Brief may be created highlighting the cooperative solution, key features and benefits, value proposition and deployment considerations.
Program Requirements

Partner Requirements

To participate in the Veeam Ready Program, TAP Partners should:

• Be a Veeam TAP Partner in good standing
• Be approved by the Veeam TAP Partner team for Veeam Ready
• Agree to the terms and conditions of the Veeam Ready Program outlined in the Terms and Conditions section of this document
• Have a lab environment capable of meeting the requirements within the Veeam Ready Test Plan
• Provide technical resources for testing and agree to share testing results
• Ensure technical resources have completed all required training and are familiar with Veeam Backup & Replication (Alliance team discretion)

Terms and Conditions

The information in this Program Guide is provided as is and with no warranties. Veeam specifically disclaims any liability for damages including without limitation, direct, indirect, consequential, incidental and special damages in connection with the use of this Program Guide or the programs referenced herein. This Program Guide has been incorporated by, referenced into, and is subject to the terms of the Veeam Alliance Partner Program Agreement between Veeam and Veeam TAP Partners.

Veeam reserves the right to administer and modify the Program referenced herein at its discretion. The Program Guide is subject to change, and modifications will take effect upon posting to the Veeam Ready Page at https://www.veeam.com/ready.html. If any update to this Program Guide is unacceptable, the sole and exclusive remedy for a Veeam TAP Partner shall be to exercise the termination rights under the Veeam Alliance Partner Program Agreement. Program benefits and requirements are applied based on the partner type as determined by Veeam and the region in which the Veeam TAP Partner’s principal place of business is located as captured on the Veeam Alliance Partner Program agreement.
Program Benefits

Partner Benefits

Partners that wish to go-to-market with Veeam software as part of their solution can greatly benefit from the Veeam Ready Program. Benefits include:

- Inclusion in the Veeam Ready database — to showcase that testing has been done with their storage solution and meets Veeam software standards on compatibility
- Publicizing their Veeam Ready efforts by including the Veeam Ready logo on storage solution collateral, websites, campaigns, and public forums and events
- Use of Not-for-Resale (NFR) product licenses for testing purposes only
- Alliance Solution Architect support during the testing process to help resolve issues and identify recommended practices

Veeam Benefits

Veeam also finds great benefit in offering and executing this program for our partner and customer community. These benefits include:

- Providing a mechanism to strengthen cooperation between the TAP Partner and Veeam by creating market visibility for the cooperative solution offering.
- Leverage a proven program with repeatable and measurable processes and outcomes that allows TAP partners to test their solution in a consistent and conformable environment
- A public platform, via the Veeam Ready web site and database, that showcases TAP partner solutions that are compatible with Veeam Backup & Replication

Customer Benefits

Customers benefit when joint solutions can holistically solve their data protection concerns for applications and application platforms. They can gain benefit from Veeam Ready by:

- Assertively confirming that the cooperative solution including the vendor storage/software and Veeam Backup & Replication has met the requirements for Veeam Ready
- Identify those storage vendors that have taken the additional steps of assuring compatibility of the joint storage solution
Additional information

Any questions concerning the Veeam Ready Program may be directed to veeamready@veeam.com or by contacting the Veeam Alliance Partner Manager. For information concerning the Veeam's Alliance Partner program, please email allianceprogram@veeam.com.

Other Related programs

There are several levels of TAP Partner engagement with Veeam. The Veeam TAP Innovation portfolio of programs, which includes the Veeam Ready Program, allows our TAP partners to develop joint solutions with Veeam, delivering higher solution experience and value to our collective customers. Other programs include

- **Veeam Integrated** — a software integration program that allows TAP partner solutions to more directly integrate into Veeam Backup & Replication, and includes joint development and testing

- **Veeam Integrated — Universal Storage API (USAPI)** — an API framework program which allows storage vendors to tightly integrate backup and restore functions with their storage solutions

- **Veeam Integrated — "with Veeam"** — the with Veeam program represents the set of joint activities Veeam pursues with its Technology Alliance Partners to deliver Veeam software on a pre-determined hardware configuration. These joint solutions typically offer added integration between Veeam and the partner including unified support, automated deployment, and joint management