

SaaS Data Protection

Protect Your Customer's SaaS Data

Challenge



Backing up and managing SaaS environments is complex, especially with talent and budget constraints. For this reason, many companies choose to offload their Microsoft 365 data protection to a managed service provider (MSP).

Microsoft provides a wide array of powerful services within Microsoft 365 and is responsible for hosting the infrastructure, but that doesn't replace the customer's responsibility maintain backups of their data. While customers may understand the importance of backing up their SaaS data, the majority do not have the resources to back up and manage their own environment. In fact, according to the 2024 Data Protection Trends Report, 74% of respondents leveraged third-party backup or a BaaS provider to protect their Microsoft 365 data.

Solution Components



Veeam Backup for Microsoft 365

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



Veeam ONE

Proactively monitor Microsoft 365 backup and storage resources in an at-a-glance dashboard, receive alerts to resolve issues immediately, and leverage service level agreement (SLA) reports to ensure you can meet recovery point objectives (RPOs).



Veeam Service Provider Console

A powerful, web-based user interface that offers customer onboarding, licensing, billing, and white-labeling capabilities with the flexibility to centrally manage all your Veeam-powered workloads, including Veeam Backup for Microsoft 365.

Key capabilities

Zero-trust security

Having new immutable backups combined with existing immutable backup copies can help ensure your customers' backup data is physically unreachable and unalterable with a zero-trust, multi-layered strategy.

Security

Built-in multi-factor authentication (MFA) and advanced role-based access control (RBAC) to create roles and permissions.

Scalability and efficiency

Leverage Veeam proxy pools to improve performance by distributing traffic across multiple proxies or Linux-based backup proxies for a lower cost of ownership.

Flexible storage:

Store immutable backup data on any object storage, including Azure Blob Storage, Amazon S3, IBM Cloud Object Storage, or S3-compatible storage.

Key capabilities

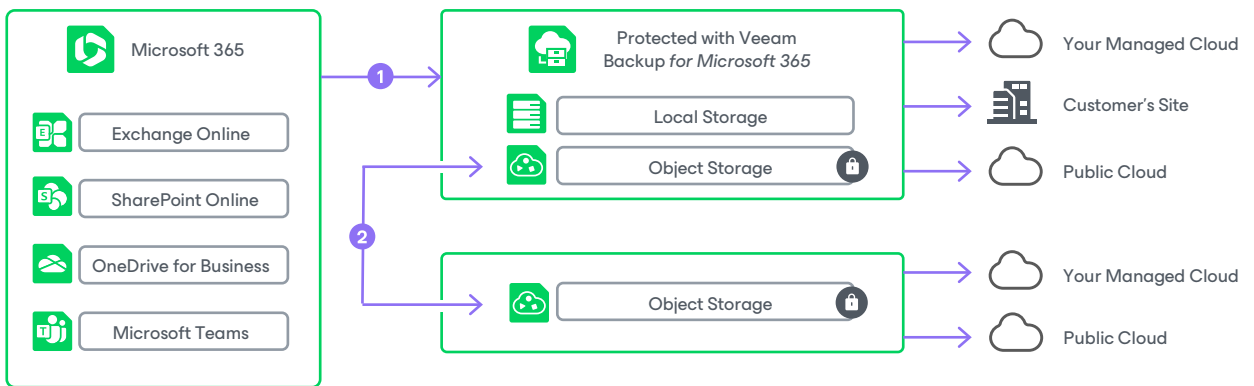
Recovery

Perform eDiscovery on Microsoft 365 mailboxes, emails, files, sites, or teams and meet compliance requirements.

Self-service portal

Self-service restore allows customers to explore and restore backup data from Exchange Online, SharePoint Online, and OneDrive for Business.

High Level Diagram



- 1 Backups for local storage or any object storage with immutability
- 2 Backup copies to any object storage with immutability

Partnering to win with Veeam

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

- Customizable, ready-to-go marketing and sales enablement assets
- Free product trials
- A pay-as-you-grow pricing and licensing model that's only available to partners



➔ Partner with Veeam: vee.am/VCSP