

Disaster Recovery as a Service powered by Veeam

Traditionally, enterprise-caliber disaster recovery (DR) has been out of reach for most small-and medium-sized companies who don't have the budget or resources to build an off-site repository. This is where Disaster Recovery as a Service (DRaaS) becomes a gamechanger; it allows customers to work with trusted service providers to customize a DR plan that fits their business needs and budget. When the inevitable happens, your customers can rest easy knowing their data is safe, recoverable and available.

Helping you save the day

With Veeam® Cloud Connect, you can offer your customers the best that DRaaS has to offer with the ability to easily and reliably set up and maintain a secure multi-tenant environment.

- Support for VMware Cloud Director, the leading platform used by cloud providers to deliver secure, efficient and elastic cloud resources
- Fast and flexible failover of specific VMs or an entire site
- Streamlined failback with zero data loss and minimal disruption to users
- Protect mission critical workloads with Continuous Data Protection to meet RPOs from minutes to seconds
- Recovery assurance, including support for replica and failover testing and alternating production between sites
- The ability to scale your services, collaborate with channel partners and manage your Veeam rental usage reporting all in one place with Veeam Service Provider Console.

DRaaS your way

Veeam Cloud & Service Provider (VCSP) partners are the center of delivering Veeam-powered DRaaS. There are a few options to deliver best-in-class DRaaS to your customers: Refer, resell, brand or host.

- Gain additional profit from each sale with a referral model
- Add top-line revenue and profit in a resale agreement
- Own the entire customer relationship with a VCSP Reseller Ready white label/brand offering
- Build your own datacenter and full service offering for complete control

The opportunity

Expertise on BC/DR plan development and implementation were the top two drivers for an organization's use of DRaaS instead of managing their own secondary datacenter according to the 2023 Cloud Protection Trends Report.

Delivering excellence

"Veeam delivers solutions that allow our customers to remain focused on meeting their strategic objectives. From data corruptions, system failures, accidental deletions and malicious ransomware attacks, we have been consistently successful in recovering our clients when they have experienced outages."

— **Bradley Janse van Rensburg,**
CTO, ContinuitySA

With a network of VCSP Reseller Ready partners to support those who choose not to host their own private datacenters, managed service providers (MSPs) and value-added resellers (VARs) can offer Backup as a Service (BaaS) and DRaaS solutions that solve their customer's challenges without deviating from their core business.

Partnering to win with Veeam

By building a Veeam-powered DRaaS offering, you'll also be invited to join the VCSP program, which unlocks exclusive access to sales and marketing resources:

- Customizable, ready-to-go marketing through Campaign-in-a-Box
- Free trials, including Veeam Cloud Connect
- Sales enablement kits, including objection handling examples and analyst reports
- Competency program including a badge for DRaaS.



Components

Veeam Cloud Connect is built in to the Veeam Data Platform. Existing Veeam Data Platform customers can leverage with no additional licensing required.

Veeam Service Provider Console is a web-based interface that allows remote management and monitoring capabilities from a single console for service providers and is free for all VCSP partners.

The Power of Partnership



Join the program
veeam.com/service-providers



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