

Service Provider Data Protection

Maintain the "9s" in your SLAs

It's no secret that enterprises are embracing a hybrid cloud, multi-cloud strategy. With nearly a 50/50 split of servers in a private datacenter and a hyperscale or service provider datacenter, this shift is being driven by several critical factors, as captured in the 2022 Data Protection Trends Report:

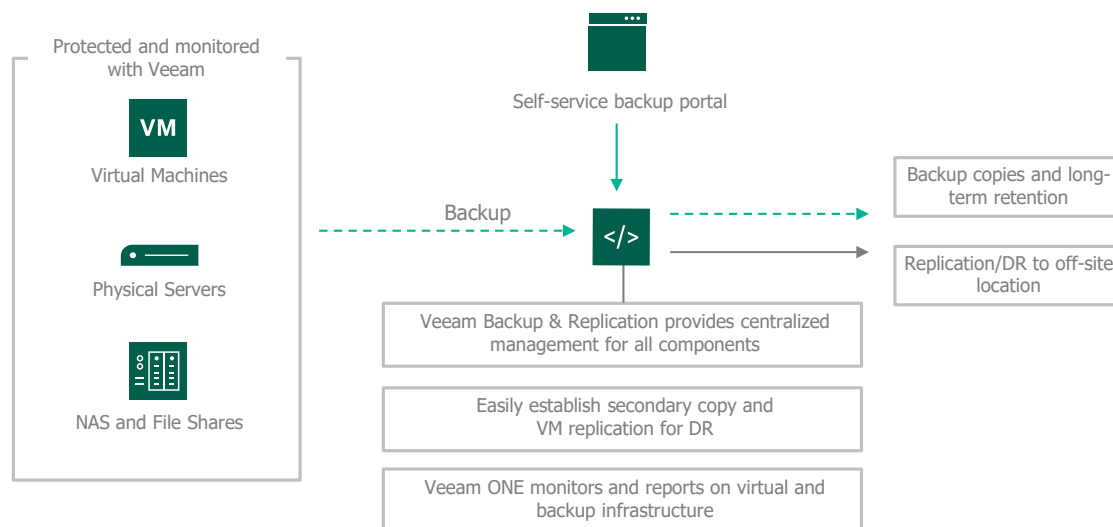
- Continued focus on digital transformation initiatives with 72% of businesses accelerating their efforts since the pandemic
- The ability to perform Disaster Recovery via a cloud service (DRaaS)
- Cybersecurity is the most impactful cause for an outage in 2021

With these market trends, the next question is: How can businesses ensure their apps and data are protected and available in a multi-cloud strategy? This is where the value of leveraging a service provider comes in.

Meet your needs and delight customers

As a cloud hosting provider, you know that an essential component of any Infrastructure as a Service (IaaS) offering includes backup and recovery. You need a set-and-forget solution that is also flexible enough to provide some degree of access to your customers. With the Veeam Platform, you can:

- Backup, replicate and recover data with confidence
- Enable self-service backups and restore capabilities with VMware Cloud Director (VCD) native integrations
- Protect against ransomware and cyberthreats with immutable repositories
- Easily move data to and from on-premises and hyperscale public cloud
- Anticipate customer needs by forecasting usage and utilization trends
- Develop service offerings with out-of-the-box and custom integrations via RESTful APIs



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Overview

Building Veeam into your IaaS offering means striking a balance between your customers' demand for self-service backup and restore options as well as meeting your team's need to have a reliable replication offering that maintains uptime service level agreements (SLAs).

The Veeam Platform provides a comprehensive solution to deliver these outcomes while enabling service providers to offer BaaS and DRaaS.

Components

- Veeam Backup & Replication
- Veeam Backup Enterprise Manager
- Veeam ONE

#1 Backup and Recovery

The Veeam® Platform is the most complete solution to help service providers simplify backup and recovery, offer reliable services and build flexible solutions that solve key pain points – all from a single, fully integrated console.

Veeam Backup & Replication

Veeam Backup & Replication™ helps businesses achieve comprehensive data protection for ALL workloads – cloud, virtual and physical. A 4-in-1 backup and recovery solution for storage snapshots, backups, replicas and continuous data protection, you can deliver Modern Data Protection of all applications and data, with one product.

Veeam Backup Enterprise Manager

Veeam Backup Enterprise Manager is a web-based management and reporting console for Veeam Backup & Replication. It enables users to manage multiple Veeam Backup & Replication installations from a single web console, providing a convenient and consolidated view of your distributed deployment. With Veeam Backup Enterprise Manager, you can provide a self-service portal and VCD plug-in for tenants to manage backups, restores and monitoring.

Veeam ONE

Veeam ONE™ provides a comprehensive monitoring and analytics solution for your virtual and physical environments. With support for Veeam Backup & Replication and VCD, including the ability to build a self-service monitoring and reporting for VCD tenants, Veeam ONE delivers deep, intelligent monitoring, reporting and automation through interactive tools, so you can be proactive in resolving problems before operational impact.

Partnering to win with Veeam

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

- Customizable, ready-to-go marketing and sales enablement assets
- Free trials, including Veeam ONE
- A pay-as-you-grow pricing and licensing model available exclusively to partners

It is free to join with no commitment! To learn more, visit vee.am/vcsp or talk to your Veeam Sales Representative.

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Delivering excellence

"I was already familiar with Veeam Backup & Replication because it had saved the day during our crisis, but I had no idea how amazing Veeam ONE can be ... it instantly began giving us more insight into our backup environment and virtual environment than we had ever had before. For example, I immediately began getting emails about VMs with too many snapshots and CPU usage."

– **Jon Helgason**

IT Manager, Midverk ehf

"Veeam supports our business strategy to offer the best customer experience possible in our industry by ensuring our data is always available. Veeam helps us create new revenue opportunities that grow our customer base by 20 percent each year ... and helps us onboard new customers faster. We save approximately 20 hours each week because Veeam automates availability."

– **Sampo Suojala**

Solutions Architect, MPY



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