

Off-site Backup

3-2-1-1-0 Made Flexible with Veeam

Challenge

You need a backup, replication and recovery solution built for a multi-tenant environment with immutable storage options



Capture demand by offering a reliable and effective cloud backup solution with Veeam. For service providers, it's easy to extend Veeam-protected devices to an off-site location using a storage option makes sense for your customers' recovery needs — including sending backups to your multi-tenant cloud infrastructure.

Solution Components



Veeam Backup & Replication



Veeam Cloud Connect



Veeam Service Provider Console

Key capabilities

Multi-tenant cloud backup

Enable flexible off-site backup capabilities designed for service providers.

Ransomware-proof backups

Leverage immutable storage options like Hardened Repository, S3-compatible storage, or Tape, plus restore accidentally deleted files with Insider Protection.

Instantly recover tenants

Restore Veeam Cloud Connect Backup tenants with Instant Recovery to vSphere without additional storage costs.

Scale-out to object storage

Access scalable, lower-cost data storage solutions.

End-to-end encryption

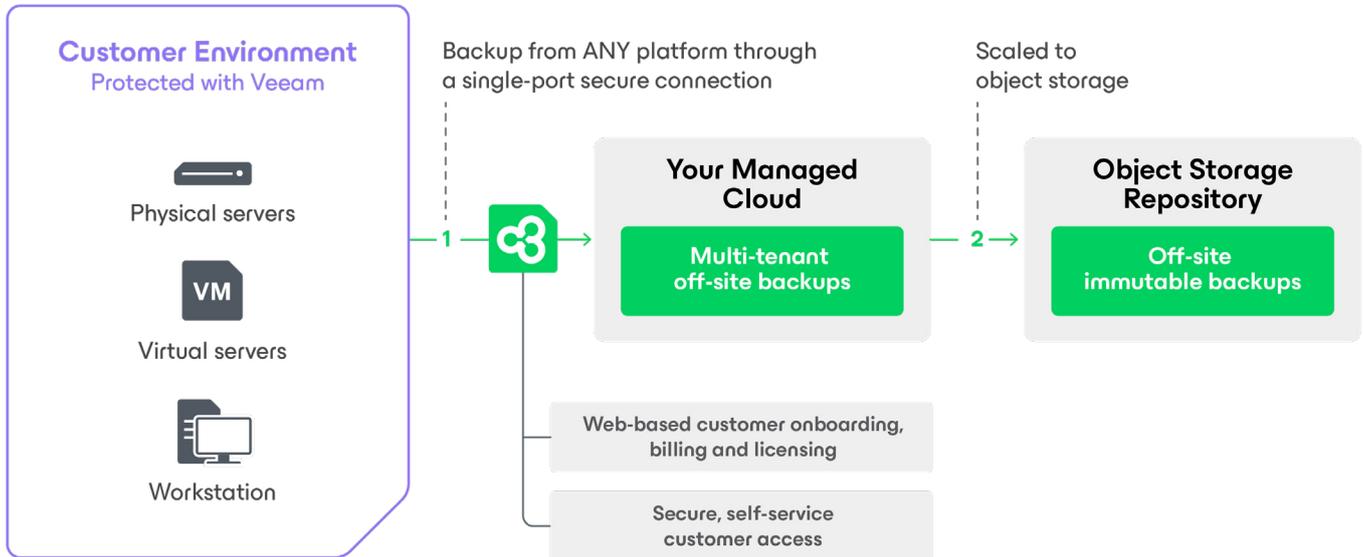
Customer data is encrypted through a secure SSL/TLS connection.

Centralized management

Create subscription plans and bill customers easily with Veeam Service Provider Console.



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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 product trials
- A pay-as-you-grow pricing and licensing model available exclusively to partners
- Competency program showcasing customer and channel focused off-site backup solutions

72

Net Promoter Score

80%

of the Fortune 500 count on Veeam

72%

Global 2000 customers are protected by Veeam

12K+

VCSP Partners

➔ Partner with Veeam: vee.am/VCSP

