



Partner with Veeam
Your success is our mission

Hosting, cloud and managed service providers

How do you enable your customers' Always-On Enterprise?

In today's connected world, your customers operate 24x7, with little tolerance for downtime or data loss. Now you can enable their Always-On Enterprise™ with award-winning software from Veeam®.

Veeam availability solutions provide hosting, cloud (CSPs) and managed service providers (MSPs) with:

- **Compelling capabilities** for enhanced hosting, easy migration, backup and disaster recovery-as-a-service (BaaS and DRaaS), cloud backup and more.
- **Extreme flexibility** to license and deploy Veeam Availability software when, where and how you need it – including your choice of rental and perpetual (opex vs. capex) licenses.
- **Zero competition** from Veeam. We don't offer our own cloud or our own managed services—instead, we enable you to!



The Veeam Cloud & Service Provider program

If you're looking to use Veeam in your hosting environment or to provide Veeam-powered BDR services, the first step is to join the VCSP program. While the Veeam EULA (end user license agreement) limits usage of Veeam software to your own data, VCSP membership and licenses remove this restriction. So you can use Veeam products – **including free Veeam products** – to deliver services to your customers.

The VCSP program includes thousands of VMware vCAN (formerly VSPP), Microsoft SPLA and other service providers worldwide.

- **Save on software:** with simple per-device (virtual machine, endpoint or physical server) pricing and the right to install Veeam components wherever you need them at no additional charge.
- **Save on storage:** with forever incremental backups, built-in deduplication and compression, and the flexibility to use any mix of production and backup storage.
- **Save on staff:** Veeam eliminates the need for backup agents in virtual machines (and the associated agent maintenance), as well as the constant tuning and troubleshooting common with most data protection software.
- **Stand out from the competition:** Win new clients with recovery objectives (RPOs and RTOs) measured in minutes, not hours.

Plus, you get **free tools** you can use to deliver hosting, cloud and managed services.

Sign up for the VCSP program today—there are no fees to join or obligation to buy!

For more information visit: veeam.com/service-providers

Veeam Cloud & Service Provider program is your ticket into the vast and growing Veeam ecosystem:

13.3M
servers
protected

230K
customers
worldwide

+4K
new customers
each month

45K
channel
partners

14.3K
service provider
partners