

# Veeam Cloud Connect *for Service Providers*

## The best in BaaS & DRaaS

Every business needs to back up their data off site, whether it be for endpoint protection, long-term storage or quick recovery in the case of disaster. Companies continue to look for easier, cheaper and more flexible alternatives to maintaining their own off-site storage. This is where backup as a service (BaaS) and disaster recovery as a service (DRaaS) continues to gain momentum.

Veeam® Cloud Connect gives you all the functionality you need to save the day for your customers, no matter where their data resides. With the power of the cloud, there's no need for organizations to build a dedicated data repository or hire the staff to maintain it. And because of our non-competition model, your Veeam-powered services stay front and center so you can be the IT hero your customers deserve.

### Veeam-powered BaaS & DRaaS

Veeam Cloud Connect offers fast and secure backup and replication to the cloud for customer data across every workload, all from a single web-based console. We've made the ease of getting started as a BaaS & DRaaS customer our top priority: A customer simply selects their desired service provider within the console and points their backup or replica jobs to the cloud with a few simple clicks. And because Veeam Cloud Connect is built into Veeam Backup & Replication™, there's no additional charge or licensing required.

For customers, it means no more wrestling with legacy backup systems or babysitting redundant tasks, and no need to invest in the up-front costs of a second site. For service providers, leveraging the powerful capabilities and integrations of Veeam Cloud Connect means your customers can rest assured knowing their data is protected, no matter the location or workload type.

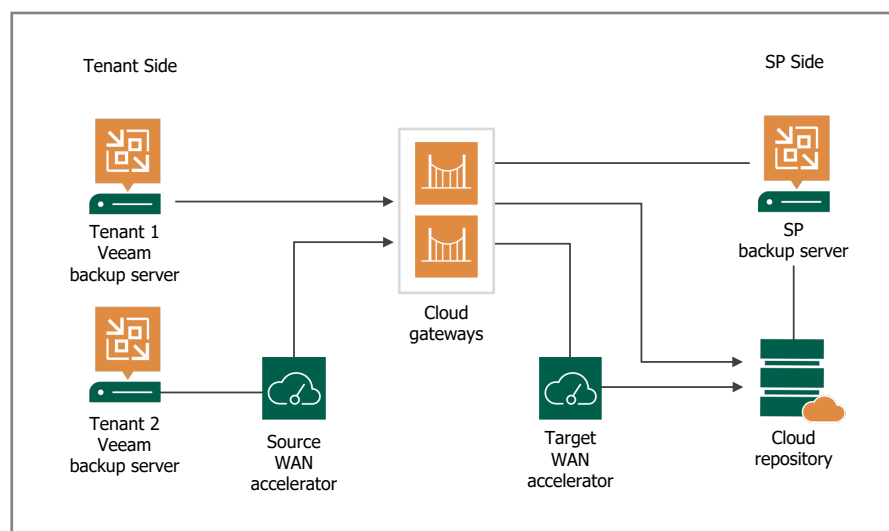
#### Powering your full BaaS & DRaaS line-up

Veeam remains focused on developing integrated backup, cloud and managed service capabilities for service providers like you. Be the hero to customers no matter their size as they face increasingly complex data management challenges. Learn more about scalable out-of-the-box solutions that can easily be customized to meet the common and unique needs of your customer.

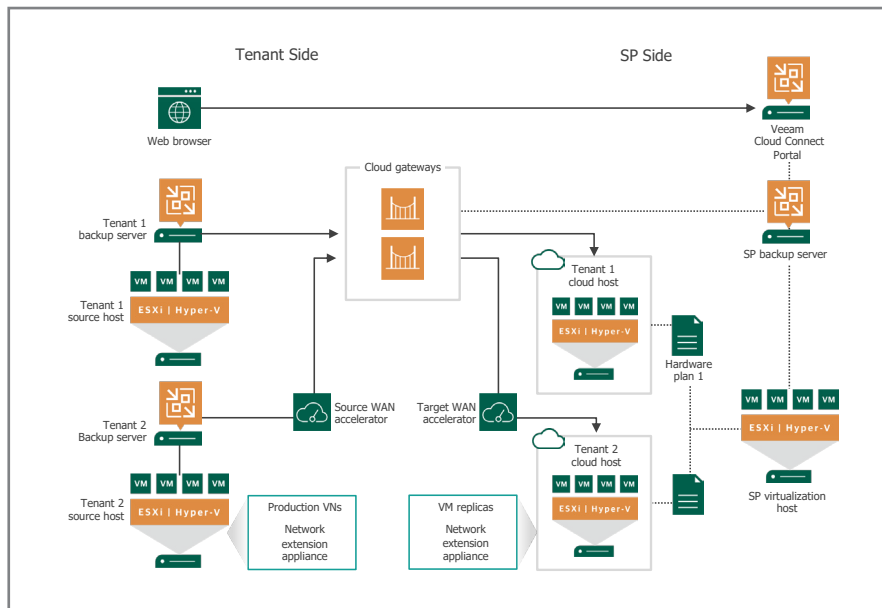
#### Data protection to, from and within the cloud

Veeam offers the most complete solution for data protection to, from and within the cloud – with the industry data to prove it. By powering your services with our innovative solutions, you can deliver reliable and effective BaaS and DRaaS offerings for cloud, virtual and physical workloads including:

- Service provider data protection
- MSP backup
- Offsite backup
- DRaaS
- Azure and AWS data protection
- SaaS data protection



**Veeam Cloud Connect Backup** delivers complete multi-tenant support, end-to-end encryption, native object storage, deep integration with VMware Cloud Director support, and more.



**Veeam Cloud Connect Replication** lets you keep your tenant data protected against ALL threats to backup data, whether intentional or accidental, with fast, flexible and secure failover and instant recovery support.

### Keeping pace with ever-evolving customer needs

From our earliest beginnings, Veeam has prided itself as being software-defined and hardware-agnostic. For service providers, that means customers can choose their infrastructure and storage, allowing them to maximize their investments in existing and future infrastructure purchases. Just as important, Veeam is committed to continuing to expand on third-party integrations to support features like data mining, data re-use and more.

### Rental licensing for Service Providers:

Offered through a pay-as-you-grow program to Veeam service provider partners, rental licensing unlocks à-la-carte options to deliver services to more customers than ever before with Veeam Cloud Connect. The benefits only begin with:

- Expanded license usage rights to manage and protect third-party data with Veeam
- Portable licenses that unlock data protection and value-added services for any customer, any workload, across any cloud
- Auto-license update in-product capabilities to maintain entitlement, extend license expiration and increase license size at scale
- Purpose-built products and partner portals designed to quickly onboard customers, unlock capabilities and facilitate monthly usage reporting

### Veeam: The global leader in data protection

- 400,000 customers and growing
- Veeam protects over 83% of Fortune 500 companies
- +75 NPS Score: Over 3.5x industry average

## Powerful and affordable data protection for all

Veeam Backup & Replication is a 4-in-1 backup and recovery solution for storage snapshots, backups, replicas and continuous data protection (CDP) in a single product. NEW Veeam Backup & Replication v11, with over 150 new features and enhancements, unlocks new capabilities and enhancements to help you build and grow a truly competitive offering for cloud backup and disaster recovery.

- Business continuity for critical apps and data with Veeam CDP
- Over 20X lower cost, long-term archive-to-cloud storage on AWS S3 Glacier and Azure Archive
- Bulletproof ransomware protection with immutable backups on a hardened Linux repository
- Instant recovery for NAS, Microsoft SQL and Oracle
- And much more!

By teaming up with Veeam, you'll have a partner dedicated to helping you get started quickly, easily and supported by the best technical team in the business. You'll also have access to over 400,000 customers worldwide who power their data protection with Veeam solutions, coupled with co-brandable sales and marketing resources you can implement with a single click.

[Join the program](#)

[Learn more about BaaS & DRaaS](#)

[Go to market now](#)