# How to list your Cloud Connect services in the VCSP Directory

A guide for Veeam Cloud & Service Provider (VCSP) partners

# Promote your Cloud Connect services

Veeam hosts a directory where VCSP partners can list their Veeam-powered service offerings, including services powered by Veeam Cloud Connect.

There are two versions of the directory, a version designed for customers and a version designed for partners looking to broker, resell or private label services.

The VCSP directory application populates both versions of the directory.

# How to get listed

First, have your ProPartner Manager log in to the <u>ProPartner Portal</u>:

And begin editing the <u>VCSP directory application</u>.

Note: All applications must comply with the <u>VCSP Branding Guide</u>, and any links you promote in your listings may not mention Veeam competitors, or services you offer with Veeam competitors.

The following slides show preview screenshots of the application.

# Connect with Customers and Resellers in the Cloud

**Status of your Cloud Connect Backup listing:** Approval pending
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## The opportunity

Customers are increasingly leveraging the cloud for backup and disaster recovery (BDR). The cloud is an attractive alternative to cumbersome tape backups and expensive DR facilities. Some organizations are even turning over backup operations to cloud service providers.

## The challenge

How can you connect with these customers and the resellers and cloud brokers they buy from?

It can be difficult. According to industry analyst IDC, there are more than 10,000 cloud backup service providers. Customers are overwhelmed, while service providers struggle to stand out. But Veeam® can help.

## The solution

The Veeam Cloud & Service Provider (VCSP) directory connects customers and resellers with service providers who offer hosted services for Veeam Backup & Replication™. The directory is free to search and available 24x7.

**Click here to view or edit your company's directory listings.** `View` `Edit`

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| General Information | Service Profile |
|---|---|

👁 - Information will be visible to customers and/or resellers

Company name          Leah's Fake Cloud co.

👁

Display name *    Pied Piper Co.

Contact name *

Contact email *

Contact phone *

Phone number for sales inquiries *

Email for sales inquiries *

Company description

Company logo

**P P**

pied piper

1. Where are your data centers located? *

United States

Alabama

➕ Add location

2. **What hosting certifications does your company hold?** *

   Check all that apply

   - [ ] FISMA Low
   - [ ] HIPAA - Compliant
   - [ ] ISAE 3000
   - [ ] ISAE 3402
   - [ ] ISO 9001
   - [ ] ISO 14001
   - [ ] ISO/IEC 27035
   - [ ] ISO 18001
   - [ ] ISO 20000
   - [ ] ISO 27001
   - [ ] PCI-DSS
   - [ ] SAS 70 Type 1
   - [ ] SAS 70 Type 2
   - [ ] None
   - [ ] SOC 3 SysTrust
   - [ ] SSAE 16
   - [ ] SSAE 16 SOC 1 Type 2
   - [ ] SSAE 16 SOC 2 Type 2
   - [ ] SSAE 16 SOC 3
   - [ ] ISO/IEC 24762
   - [ ] Other | Please specify |

3. **How do you sell your services?** *

   Check all that apply

   - [ ] Direct (on web, with direct sales force, etc.)
   - [ ] Through my own reseller channel (referral, resale, white label, etc.)
   - [ ] Through a distributor (2 tier)
   - [ ] Other | Please specify |

4. **What size customer do you target?** *

   Check all that apply

   - [ ] Very small (< 10 employees)
   - [ ] Small (< 100 employees)
   - [ ] Medium (< 1,000 employees)
   - [ ] Large (> 1,000 employees)
   - [ ] Very large (> 10,000 employees)
   - [ ] None – we don't target a particular size customer

5. **What industries do you target?** *
   Check all that apply

   - [ ] Agriculture/Mining/Gas/Oil
   - [ ] Computer (services, software, hardware)
   - [ ] Construction/Architecture/Engineering
   - [ ] Education/Training
   - [ ] Finance/Accounting/Banking
   - [ ] Healthcare/Pharmaceuticals
   - [ ] Insurance
   - [ ] Legal
   - [ ] Government
   - [ ] Other — Please specify

   - [ ] Manufacturing/Aerospace
   - [ ] Media/Marketing/Advertising
   - [ ] Telecommunications
   - [ ] Real Estate
   - [ ] Retail
   - [ ] Travel/Tourism/Entertainment/Hotels
   - [ ] Utilities/Transportation
   - [ ] None - we don't target a particular industry

6. **What PSA/RMM tools do you use?** *
   Check all that apply

   - [ ] Continuum (formerly Zenith RMM)
   - [ ] Kaseya
   - [ ] Level Platforms (now part of AVG)
   - [ ] PacketTrap (now part of Dell)
   - [ ] Other — Please specify

   - [ ] GFI MAX
   - [ ] LabTech
   - [ ] N-able (now part of SolarWinds)
   - [ ] None

   **✖ Exit**   **Next**

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## Cloud Connect Backup

(host off-site backup repositories using Veeam Cloud Connect for Veeam customers running their own copy of Veeam Backup & Replication)

✎ Edit info    ✖ Disable

## Cloud Connect Replication

(host off-site VM replicas using Veeam Cloud Connect for Veeam customers running their own copy of Veeam Backup & Replication)

✎ Edit info    ✖ Disable

![Adistec Cloud Solutions logo]

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## Cloud Connect Backup

👁 - Information will be visible to customers and/or resellers

1. Cloud repository for Veeam to verify (now and later) availability of your offering.
   Minimum 200 MB required

   Host name *

   Port *

   Username *

   Password *

2. Description of your offering. *

Limit of 300 characters

3. Key points about your offering.

Up to 5 bullets, limit of 55 characters each.
Press ENTER to start a new bullet.

4. Web page about your Cloud Connect Backup offering *

http://websitename.com/cloud-connect-backup

5. Do you manage and host your own offering, or do you sell another service provider's white-labeled offering? *

◉ I manage and host my own offering

◯ I sell another service provider's white-labeled offering

6. Do you target customers by hypervisor? *

◯ No, we work with customers on VMware or Hyper-V

◉ Yes, we only work with customers who are on VMware

◯ Yes, we only work with customers who are on Hyper-V

7. Do you offer WAN acceleration? *   ◉ Yes   ◯ No

8. How can a customer purchase your service? *

Check all that apply

☐ Direct

☑ Through reseller

**B** ☰

Describe your Cloud Connect Backup offering to potential reseller partners

How can an interested reseller contact you to discuss potential partnership?

Email * | E-mail

Phone * | Phone

Contact person or group (Optional) | Name

Where can an interested reseller find more information about your partner program? | http://websitename.com

Tip: fill in these fields to get listed in the partner-facing version of the directory.

9. Web page with "How to buy" information for your Cloud Connect Backup offering *

http://websitename.com/cloud-connect-backup

10. If you offer instant provisioning, specify the URL of the web page where a customer can subscribe online to your Cloud Connect Backup offering

http://websitename.com/cloud-connect-backup

11. Datasheet about your Cloud Connect Backup offering *

Blank Datasheet.pdf ✕

12. Other collateral about your Cloud Connect Backup offering

➕ Add another file

For example, customer case studies,"how to" videos, etc.; attach or specify URL.

13. **Special offer**

You can specify multiple offers, but only one will be displayed (the first one in effect for the current day)

Offer Name

07/19/2016 - 08/31/2016

URL

✚ Add special offer

14. **Do you offer free trials?** *

◉ Yes          ◯ No

URL of the web page with information about your free trial *

is required

Preview          Back          Save

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## Cloud Connect Replication

(host off-site VM replicas using Veeam Cloud Connect for Veeam customers running their own copy of Veeam Backup & Replication)

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1. Cloud host for Veeam to verify (now and later) availability of your offering.
   Minimum 200 MB required

   Host name *

   Port *

   Username *

   Password *

2.  Description of your offering. *

    Limit of 300 characters

3.  Key points about your offering.

    Up to 5 bullets, limit of 55 characters each.
    Press ENTER to start a new bullet.

4.  Dedicated web page about your Cloud Connect Replication offering *

    http://websitename.com/cloud-connect-replica

5.  Do you manage and host your own offering, or do you sell another service provider's white-labeled offering? *

    ● I manage and host my own offering

    ○ I sell another service provider's white-labeled offering

6. What are your RTO/RPO SLA's? *

- ○ <15 minutes
- ● >15 minutes, but < 1 hour
- ○ >1 hour, but < 3 hours
- ○ >3 hours

7. Do you target customers by hypervisor? *

- ● No, we work with customers on VMware or Hyper-V
- ○ Yes, we only work with customers who are on VMware
- ○ Yes, we only work with customers who are on Hyper-V

8. Do you offer WAN acceleration? *

for customers who have licensed WAN acceleration from Veeam

- ● Yes
- ○ No

9. How can a customer purchase your service? *

Check all that apply

- [ ] Direct
- [x] Through reseller

**B** ☰

Describe your Cloud Connect Replication offering to potential reseller partners

How can an interested reseller contact you to discuss potential partnership?

Email * [E-mail]

Phone * [Phone]

Contact person or group (Optional) [Name]

Where can an interested reseller find more information about your partner program? [http://websitename.com]

Tip: fill in these fields to get listed in the partner-facing version of the directory.

10. Web page with "How to buy" information for your Cloud Connect Replication offering * 

http://websitename.com/cloud-connect-replica ⓘ

11. If you offer instant provisioning, specify the URL of the web page where a customer can subscribe online to your Cloud Connect Replication offering

http://websitename.com/cloud-connect-replica

12. Datasheet about your Cloud Connect for Replication offering *

Blank Datasheet.pdf ✖

13. Special offer

Offer Name | 07/19/2016 - 08/31/2016 📅 | URL ✖

You can specify multiple offers, but only one will be displayed (the first one in effect for the current day)

➕ Add special offer

14. Do you offer free trials?

◉ Yes      ○ No

URL of the web page with information about your free trial *

is required

👁 Preview        Back        Save

# What's next?

Your application will be reviewed by the local VCSP team, you will receive a notification with the result.

Should your application be approved, your listing(s) will appear on veeam.com here:
https://www.veeam.com/find-a-veeam-cloud-provider.html
and on the ProPartner portal here:
http://propartner.veeam.com/vcsp-lookup?nav=topmenu

# Questions?

Contact your local VCSP team:
Asia: hosting.asia@veeam.com
Australia and New Zealand (ANZ): hosting.anz@veeam.com
Europe, Middle East and Africa-1 (EMEA-1): hosting.emea@veeam.com
Europe, Middle East and Africa-2 (EMEA-2): hosting.em@veeam.com
Latin America: hosting.latam@veeam.com
North America: hosting.na@veeam.com

Not sure which email you should use? Click here for a list of countries in each region.

# Thank you