



# 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 **ProPartner Portal**:

And begin editing the VCSP directory application.

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.



Status of your Cloud Connect Backup listing: Approval pending
Status of your Cloud Connect Replication listing: Approval pending
Status of your other VCSP directory listings: Not started

#### 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.

#### 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.

But Veeam® can help.

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.

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Display name \* Pied Piper Co.

Contact name \*

Contact email \*

Contact phone \*



•	Phone number for sales inquiries *		
•	Email for sales inquiries *		
•	Company description		
•	Company logo	Poied piper ×	
•	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	
•	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	



				- 1 to 1 to 1
5.	What industries do you target? *	Agriculture/Mining/Gas/Oil	Manufacturing/Aerospace	distec solutions
	Check all that apply	Computer (services, software, hardware)	Media/Marketing/Advertising	
		Construction/Architecture/Engineering	Telecommunications	
		Education/Training	Real Estate	
		Finance/Accounting/Banking	Retail	
		Healthcare/Pharmaceuticals	Travel/Tourism/Entertainment/Hotels	
		Insurance	Utilities/Transportation	
		Legal	None - we don't target a particular industry	
		Government		
		Other Please specify		
6.	What PSA/RMM tools do you use?*	Continuum (formerly Zenith RMM)	GFI MAX	
	Check all that apply	Kaseya	LabTech	
		Level Platforms (now part of AVG)	N-able (now part of SolarWinds)	
		PacketTrap (now part of Dell)	None	
		Other Please specify		
			× Exit Next	
			TACK	



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#### General Information

#### **Service Profile**

#### Cloud Connect Backup

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





#### 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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#### **Cloud Connect Backup**

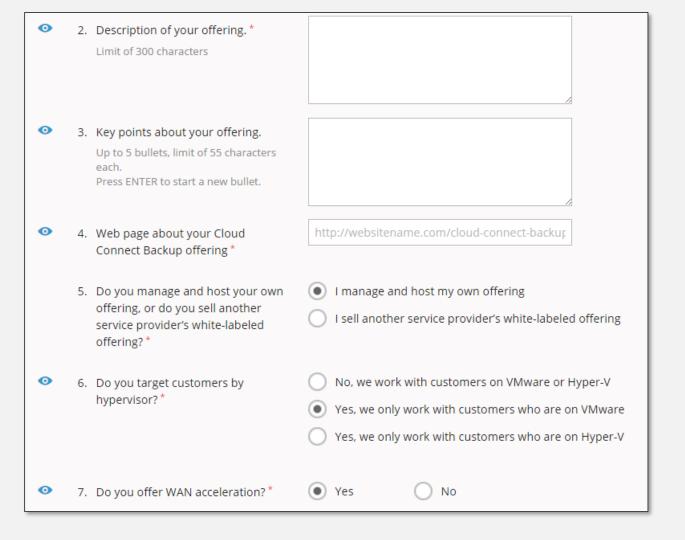
- Information will be visible to customers and/or resellers
  - Cloud repository for Veeam to verify (now and later) availability of your offering.
     Minimum 200 MB required

Host name \*

Port \*

Username \*

Password \*



8. How can a customer purchase your	Direct
service? * Check all that apply	✓ Through reseller
спеск ан спас арргу	В ≔
	Describe your Cloud Connect Backup offering to potential reseller partners
How can an interested reseller cont	act you to discuss potential partnership?
Ema	il* E-mail
Phon	e* Phone
Contact person or group (Optiona	l) Name
Where can an interested reselle find more information about you partner program	r Inttp://websitename.com



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

http://websitename.com/cloud-connect-backur 0 9. Web page with "How to buy" information for your Cloud Connect Backup offering \* 0 http://websitename.com/cloud-connect-backur 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 Blank Datasheet.pdf X 11. Datasheet about your Cloud Connect Backup offering \* 12. Other collateral about your Cloud + Add another file Connect Backup offering For example, customer case studies,"how to" videos, etc.; attach or specify URL.



•	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	



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#### **Cloud Connect 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 chareach.  Press ENTER to start a new bullets.	racters
•	Dedicated web page about y     Cloud Connect Replication of	
	<ol> <li>Do you manage and host you offering, or do you sell anot service provider's white-labority</li> </ol>	her Leell another service provider's white labeled offering

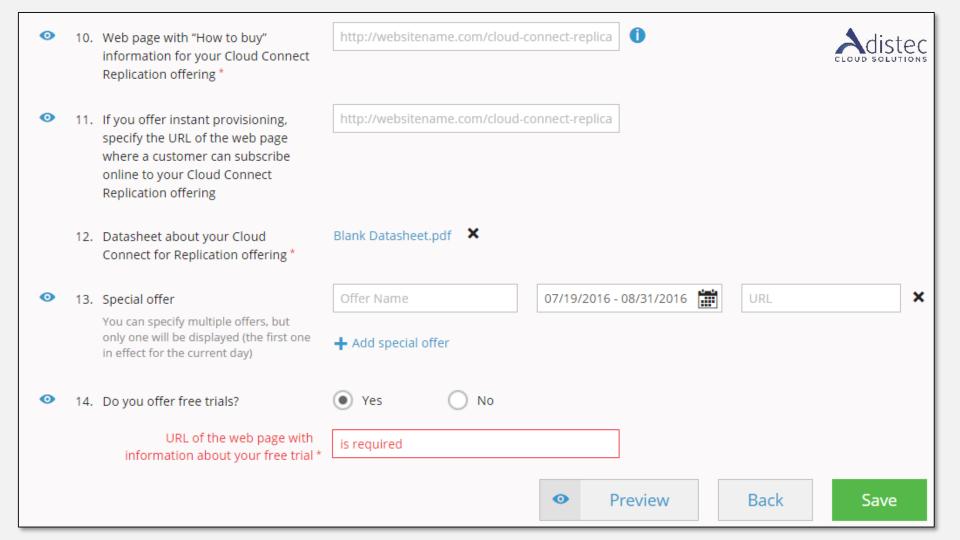


	6. What are your RTO/RPO SLA's? *	<15 minutes
		>15 minutes, but < 1 hour
		>1 hour, but < 3 hours
		>3 hours
•	7. Do you target customers by	No, we work with customers on VMware or Hyper-V
	hypervisor? *	Yes, we only work with customers who are on VMware
		Yes, we only work with customers who are on Hyper-V
•	8. Do you offer WAN acceleration? *	Yes      No
	for customers who have licensed WAN acceleration from Veeam	

9.	How can a customer purchase your	Direct
	service? * Check all that apply	▼ Through reseller
	спеская анасарру	В ≔
		Describe your Cloud Connect Replication offering to potential reseller partners
	How can an interested reseller contact y	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.



### 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: <a href="mailto:hosting.asia@veeam.com">hosting.asia@veeam.com</a>

Australia and New Zealand (ANZ): <a href="mailto:hosting.anz@veeam.com">hosting.anz@veeam.com</a>

Europe, Middle East and Africa-1 (EMEA-1): <a href="mailto:hosting.emea@veeam.com">hosting.emea@veeam.com</a>

Europe, Middle East and Africa-2 (EMEA-2): hosting.em@veeam.com

Latin America: <a href="mailto:hosting.latam@veeam.com">hosting.latam@veeam.com</a>

North America: <a href="mailto:hosting.na@veeam.com">hosting.na@veeam.com</a>

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

# Thank you



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