

Why Choose **Veeam Solutions from phoenixNAP**

As an award-winning Veeam Platinum CSP Partner, phoenixNAP provides the highest level of reliability and expertise in deploying Veeam cloud solutions. Through a phoenixNAP, you can increase your profit by providing your clients access to industry-leading technologies on an OpEx model. With the most competitive prices in the market today, an expert team of solution engineers, and consultative approach, we are dedicated to helping you and your clients grow. Explore the possibilities with the best-in-class cloud backup and disaster recovery solutions powered by Veeam for an Always-On Enterprise™.

DRaaS
Business Continuity

Veeam Disaster Recovery-as-a-Service
Veeam users can recover mission-critical workloads with a 4-hour SLA. Our DR solutions are simple, cost-effective, and enable fast and flexible deployments.

BaaS
Secure Cloud Backup

Veeam Cloud Backup
phoenixNAP provides top-quality, lightning-fast, simple, and secure cloud backup services. All of which are integrated with Veeam Backup & Replication with a low all-in cost per Tb per month.

O365
Secure O365 Cloud Backup

Managed Backup for Office 365 powered by Veeam
Securely back up and protect Microsoft Office 365 Exchange Online, SharePoint, and OneDrive. 24/7/365 availability of your critical data with unlimited storage and long-term retention.

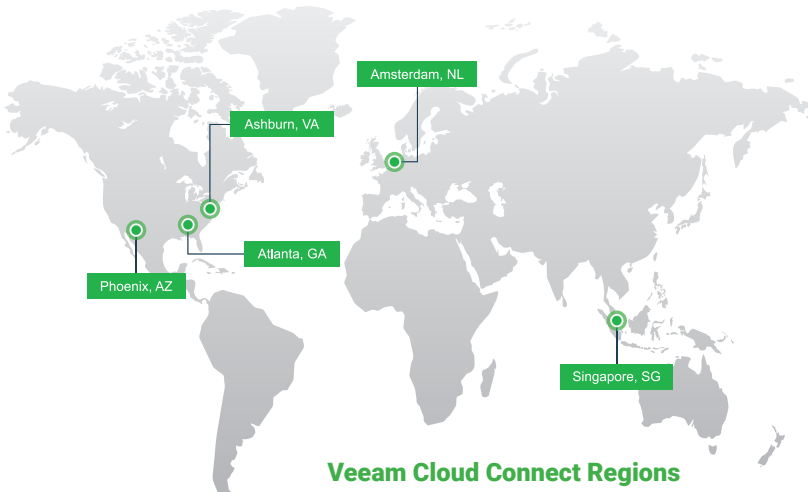
What makes phoenixNAP different

- Retire more quota with CCA
- Leverage expertise in Veeam customer management
- Get guidance and consultation by a responsive and dedicated channel and sales team
- Offer FREE 30-day trials for Veeam Cloud Backup
- Get premium 24/7/365 support from cloud experts
- Earn more commissions by up-selling & cross-selling O365 & Cloud Connect Services to your customers



Data Protection in the Cloud with Award-Winning Veeam Solutions Provider!

Diverse footprint | Data Center Choices: **5 VCC global locations** available to you: Phoenix, Atlanta, Ashburn, Amsterdam & Singapore.



Compliance-Ready Cloud Solutions

High-Density Design. 100% Environment Stability. High-Speed. Low Latency Network. Career neutral.



Retire more quota with CCA & phoenixNAP

Award-Winning Veeam Partner





phoenixNAP's Veeam Solutions Partner Program by Regions

Technology partnerships are fundamental to driving global business innovation. By working together with various IT service providers, MSPs, MSSPs, and other companies, we have developed relationships that make it possible for thousands of organizations to access innovative technology services on an OpEx model. By being globally present and locally available at the same time, we assure our partners have the highest level of services to go-to-market with ease. These include: A personalized onboarding process for Veeam Cloud Services, a comprehensive Veeam referral/reseller program (to assist with the in-depth education and support), and access to an online deal management platform.

HOW TO IDENTIFY A CLOUD OPPORTUNITY

- Clients whose businesses are regulated by compliance mandates & require better security/compliance.
- Clients with limited IT staff & resources.
- Clients who have an upcoming infrastructure refresh.
- Organizations looking to avoid up-front costs, preferring an OpEx model.
- Clients who need easy scaling.
- Clients who need competitive pricing and a personalized approach.
- Clients who need powerful tailor-made turn-key solutions to leverage the cloud.
- Clients who need a familiar user interface vs. learning a new platform.
- Clients who need to automate and backup their data in the cloud.
- Clients who need a better business continuity plan.
- Clients who are using Office365, SharePoint, OneDrive.

WE MAKE IT SIMPLE

STREAMLINED DEAL REGISTRATION

Register deals and opportunities in a simple way. You can use the phoenixNAP partner portal to get visibility to all opportunities and status updates.

Partner Portal: <https://partners.phoenixnap.com/English/>

ONLINE INFORMATION HUB

Get all of the details on Veeam partner opportunities on a dedicated web page: <https://phoenixnap.com/veeam-solutions-partner-program>

DEDICATED EMAIL FOR VEEAM TEAM:

veeamsales@phoenixnap.com

DEDICATED CHANNEL TEAM

Regionally aligned channel team with Veeam sellers



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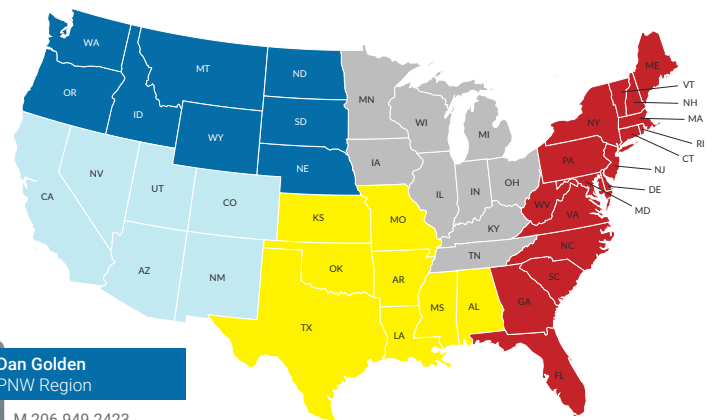
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See why customers love phoenixNAP

"phoenixNAP is included in almost every disaster scenario that we discuss. Knowing that they are there for us with available space for a call center, our gear, their accommodating staff, and ability to get things done in an efficient manner is a huge part of our plan."

Dale Pikula, Network Engineer at 1st Guard