

PROVIDER HIGHLIGHTS

HOW TO ENGAGE?

CHANNEL SALES MANAGERS

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Why Partners Choose Veeam Solutions from phoenixNAP?

phoenixNAP is a global cloud service provider of secure and compliant Infrastructure (IaaS) solutions helping managed service providers and small to mid-sized businesses use the power of cloud computing without the complexity and cost of managing it themselves. phoenixNAP provides a full stack of cloud services, infrastructure-as-a-Service (IaaS), Disaster Recovery-as-a-Service (DRaaS), Backup-as-a-Service (BaaS) and Security-as-a-Service (SECaaS) powered by Veeam. Partnering with phoenixNAP helps you leverage your solutions and offer an expansion of your customers' business to all of our geographic locations while staying highly-available world-wide all the time.

Get advanced features - easy implementation, RTOs of under 15 minutes for all applications, as well as integration with major databases, and reach your availability goals! Deploy Veeam Solutions with phoenixNAP and ensure the protection and availability of the virtual and physical environments you manage, from a single-pane-of-glass!

How Can MSPs Become More Operationally Efficient and Free Up Time To Invest In **Winning New Customers?**



EXPERTISE

We are a top in-mind Veeam Platinum Solution providers. Our Solution Architects, have expertise to support you and deliver VCC services. We have been with Veeam since its beginning.

RELIABILITY

As public cloud providers can host DR as well, they still leave MSPs on the hook to provide labor & expertise. You can rely on our labor and expertise. We develop cost-effective services with always-on availability, and we know how Cloud Adoption can bring you more margin.

SCALE FOR GROWTH

VCC completes the solution, and for the customers that have Veeam we can easily add storage on any VM and connect it globally. This easily brings you new markets, more margin, and greater profits.

OPTIMIZE DATA PROTECTION & DR

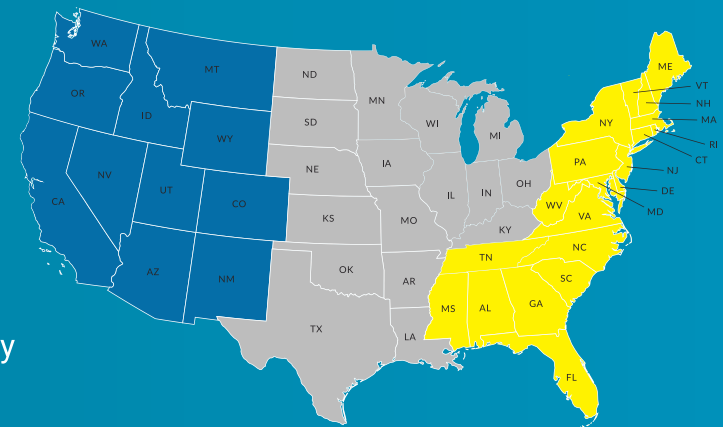
VCC features are already built into your solutions. With a complete set of services to protect your clients, we can help you leverage a full Veeam Integration with other solutions. This helps you to deliver more effective and lucrative services to your current client base.

DELIVER ADDED VALUE

We help you become a trusted advisor for your Veeam clients. We are flexible and devoted to partners in building tailored services for MSP's and SMBs market.

TOP QUALIFYING QUESTIONS

1. Are you getting the most out of your Veeam Backup & Replication software?
2. Does your existing DR plan meet the business' recovery time objectives (RTOs)?
3. Do you need to minimize potential data loss during an unplanned outage?
4. Do you currently protect your critical data off-site?
5. What are your mission-critical applications and how are you protecting them today





DIFFERENTIATORS

- Fast deployment, quick provisioning
- Free 30-day trial
- National Platinum Partner
- Top commissions
- Lead-generation tools
- Scalability and flexibility
- Diverse footprint | Data Center choice: 5 VCC global locations available to your clients: Phoenix, Atlanta, Ashburn, Amsterdam & Singapore
- Our Phoenix fully redundant (low-risk zone) DC is an ideal location for your Backup & DR needs



SWEET SPOT

- Small & mid-market enterprise
- Seat Minimum: 10
- Seat Maximum: 10,000
- Sweet Spot: 100-2,000
- Verticals:
 - Healthcare | Finance | MFG | Retail
 - Commercial | SaaS | eCommerce | Media | Legal | State/Local government | Manufacturing



VEEAM SERVICES

- Cloud Backup & Replication Services
- Disaster Recovery-as-a-Service
- Data Security Cloud - a premier new product
- Managed Backup for Office 365
- Security-as-a-Service

Award Winning Veeam Partner



What are **phoenixNAP customers** saying?



CHALLENGE: “Malware encrypted our file shares, and we were only able to restore 60 percent of them,” Patow said. “The remaining 40 percent hadn’t been backed up reliably, rendering them unrecoverable. That’s when we decided to virtualize our file shares and deploy reliable backup and recovery.”

BENEFITS: “Veeam is reliable, intuitive and easy to use,” Patow said. “I am 100 percent confident that if Veeam had been deployed when malware struck, we would have recovered every file share quickly - with no data loss.”

[Download Customer Story](#)

phoenixNAP Partner Program Meets Your Business Objectives

De-Risk your business and Earn Top Commissions!

Partners can rely on phoenixNAP to deliver the best Backup and DR Solutions, affordable OpEx payment options, quick response times, and a strong up-time record to help you achieve your technical, security, business, and financial goals. Our Channel Partnership program is designed to create new opportunities with ease and recurring revenues. We offer a personalized onboarding process to arm you with what you need to grow a successful referral stream. We are here to assist you with in-depth education and support to help you reach your goals as quickly as possible.

Stay online and stay in business! Choose phoenixNAP, choose uptime and security!

VALUE PROPOSITIONS

- Consultative, flexible customer relationships
- **Easy to Work with** - Presales support through implementation
- **Prompt & responsive** - Quick engagement with Channel Managers
- Highest Revenue per Deal - **High MRR services** with 33% YoY anticipated growth
- Top in demand revenue-driving services - Full portfolio of Cloud-based services, Colocation, SECaaS, IaaS, BaaS, DRaaS
- Spiffs - Generous & timely monthly spiffs to our Partners
- **Sales Enablement** - Refined Sales process; we engage experts (Solution Architects)
- Channel Friendly, Resources for Success, More Value, More Revenue
- **Diversify & Grow** - Expertise & long-term experience of working within the SMBs market
- Our channel sales team is taking steps to help you enter the IaaS and Security markets before they become saturated.

EARN WITH PHOENIXNAP!

Have an identified opportunity? Register at partner@phoenixnap.com

- Deal registration & protection
- Track commission and opportunities
- Partner Assets (co-branded marketing material & enablement training)

[Visit phoenixNAP Portal](#)

BEST MARGINS EVER!

Best value & high growth solutions for top residual compensation

- Top Commissions
- Earn on up-sells, and cross-sell opportunities

phoenixNAP MEETS ALWAYS-ON DATA AVAILABILITY WITH VEEAM

Benefits of Extending Backups to the Cloud

- | | |
|---|--|
| ✓ Accounts provisioned in four hours or less | ✓ Achieve high availability. Most flexible and reliable way to back up your data |
| ✓ Backup your virtual machines to any of our global locations in the U.S., Europe, and Asia | ✓ Security and compliance ready |
| ✓ No hardware investment (space, power, cooling) | ✓ The ability to leverage your Veeam environment |