Tech Data®

Veeam Cloud Connect for the Enterprise on Azure

Sales Battle Card

Elevator pitch

Tech Data Cloud's Veeam® Cloud Connect for the Enterprise is an easy, efficient way to get backups off-site to Azure – applying Veeam's 3-2-1 backup rule of keeping one backup copy off site. It provides the features and flexibility of the Veeam Cloud Connect for the Enterprise software with the security, high availability and quality of service of Microsoft Azure – all bundled in a pay per use package directly available through Tech Data's StreamOne.

Qualifying Questions to discover End Customer pain points

- What would happen to your businesses if data disappeared and you were unable to restore your data after a technical incident?
- What is the cost of poor availability?
- How do you currently manage your off site backups?

Value Statement

Tech Data has partnered with Veeam to bring you a preconfigured and click-to-deploy solution blueprint. Tech Data gives customers and partners the flexibility of the Veeam Cloud Connect for the Enterprise software with the security, high availability and quality of service of Microsoft Azure – all bundled in a pay per use package directly available through Tech Data's StreamOne, cloud store platform.

Veeam Cloud Connect for the Enterprise is an easy, efficient way to get backups off-site to Azure. It enables a customer to easily connect and centrally manage the movement of backup archives to Microsoft Azure.

Veeam Cloud Connect for the Enterprise on Azure includes;

- VM, backup and storage
- BYOL Veeam Cloud Connect for the Enterprise, 30 days trial license included
- Optional: WAN accelerator (for VCC Enterprise Plus editions)

Partner/Customer requirements
- Microsoft CSP
- Veeam Cloud Connect for the Enterprise license
- Microsoft EA or VMware ELA

Key Differentiators

End User customers
- Easiest way to externalise to Azure
- Ideal for multi-site configurations
- You keep the same interface and console
- Solution deployed in a few clicks from the Azure Marketplace

Partner

Quickly copy off-site backups to Azure. Veeam's modern backup architecture makes it easy to transfer enterprise backups to Azure with forever-forward, incremental backups, as well as (grandfather-father-son) retention policies and built-in job copy functions.

Easily deploy Veeam-powered backups to Azure. In a few clicks and in just 30 minutes, you can provision a Veeam Cloud Connect for the Enterprise directly from Tech Data's StreamOne platform.
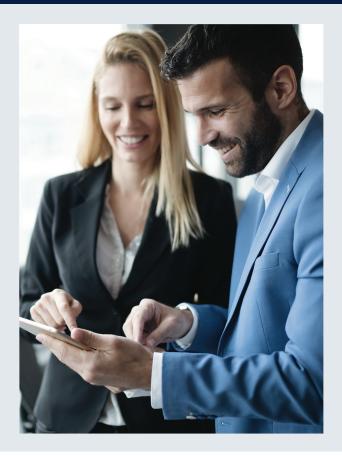
Vendor approved design. Solution architecture approved by Veeam and Microsoft.

Cost-effective package sizes. Tech Data's Veeam Cloud Connect for the Enterprise comes in XXS (1TB), XS (2TB), Small (4TB), Medium (8TB), Large (16TB) and XL (32TB) packages, as pay-as-you go and without long term commitments.

Microsoft

veeam

Customer objection handling

1. What is a preconfigured and click-to-deploy solution blueprint

A preconfigured and click-to-deploy solution blueprint gives a vendor approved solution architecture, which is ready to use. After deployment of the solution, you can customise the solution using your own Microsoft and Veeam credentials.

2. We're concerned about the cost of a cloud solution

Cloud solutions are cost effective as they are based on a 'pay as you go' subscription model; your monthly bill is directly linked to your monthly usage, which is predetermined and monitored continuously.

3. How can I order this solution?

This solution blueprint can be ordered through Tech Data's StreamOne cloud store platform. It requires a Microsoft CSP Tier-2 contract, a Veeam Cloud Connect for the Enterprise license and a Microsoft EA or VMware ELA. The solution is bundled in a pay per use package, in 6 different storage sizes: XXS (1TB), XS (2TB), Small (4TB), Medium (8TB), Large 16TB and XL (32TB) packages with or without WAN acceleration.

Next steps

Access – Sign up to Microsoft Cloud Solutions Provider (CSP) program with Tech Data and gain access to our unique SMB focused products.

Power – Leverage StreamOne to easily provision and bill cloud to your customers, owning the relationship without having to invest in cloud infrastructure.

Master – Use Tech Data learning materials to train your commercial and technical resources up to sell Azure cloud based solutions.

For further information please contact your Microsoft specialist:

Web: cloud.techdata.dk

Email: cloud@techdata.dk

Further Resources

Veeam Cloud Connect for the Enterprise on Azure Sales Leaflet
Veeam Cloud Connect for the Enterprise on Azure Solution Deck
Azure Data Sheet
Veeam Data Sheet

■■ Microsoft

veeam