



New Veeam Managed Backup Portal *for Service Providers* Enables Partners to Launch New Services and Accelerate Cloud Revenue Opportunities

New Product Streamlines Delivery of Backup Services (including BaaS) and Propels Cloud-Based Availability; Makes it Simpler for Partners to Acquire New Customers and Build New Revenue Streams

Las Vegas, NV: VeeamON 2015 Event – October 26, 2015: [IDC](#) predicts that the worldwide market for hosted private cloud, which amounted to \$8.9 billion in 2014, will grow at a CAGR of 35.4% to reach \$40.6 billion in 2019ⁱ. To enable partners to maximize this opportunity, deliver trusted availability solutions via the cloud and carve out new - or expanded - routes to market, [Veeam® Software](#), the innovative provider of solutions that deliver *Availability for the Always-On Enterprise™*, today announced [Veeam Managed Backup Portal for Service Providers](#).

Veeam Managed Backup Portal *for Service Providers*, available through the Microsoft Azure Marketplace, streamlines the delivery of Veeam-powered backup services (including BaaS) for service providers, including resellers interested in launching a service provider business. It provides a “business-in-a-box” by including remote monitoring and management of customer backups via a service provider portal for administrative and billing purposes, and a customer portal for basic self-service monitoring and configuration. For both the established service provider or for partners wishing to carve out new opportunities for themselves as a service provider, this new offering provides the ideal foundation to deliver value-added services to customers and drive competitive advantage.

“IT solution providers are facing many disruptive challenges in 2015 and beyond. To succeed, they must be selling the 3rd Platform of Cloud, Analytics, Mobile and Social, they must be more strategic to their customers, and they must embrace the new consumption economy,” commented Darren Bibby, Program Vice President, Channels and Alliances Research at IDC. “Traditional partners must re-evaluate the way they conduct business, and one key positive change they can make is to offer solutions based on both cloud and managed services. The cloud presents a huge opportunity to those partners open-minded enough to embrace change.”

“Comprehensive availability strategies can only be delivered by true availability experts, which is why more and more companies who do not possess this expertise internally are looking to trusted managed service providers to help” said Ratmir Timashev, CEO at Veeam. “With Veeam Managed Backup Portal *for Service Providers*, we are not only providing peace-of-mind to customers in ensuring their critical data and applications are protected, but we are delivering new business opportunities to our partners. It is a win-win for the entire Veeam ecosystem.”

Integrated with Veeam Cloud Connect *for Service Providers* and available in the Microsoft Azure Marketplace, Veeam Managed Backup Portal *for Service Providers* makes it easy to acquire new customers and build new revenue streams through the following capabilities:

- **Simplified customer on-boarding:** With a **service provider administration portal**, creating new customer accounts, provisioning services, and even managing customer billing and invoicing is easier than ever

- **Streamlined remote monitoring and remote management:** Daily monitoring and management of customers' jobs is made simple and convenient, and can be done securely through a single port over SSL/TLS (no VPN required)
- **Multi-tenant customer portal:** Clients remain engaged with a customer portal where they can set up users and locations, easily monitor backup health, review cloud repository consumption and manage monthly billing statements.

“Not only does this announcement further illustrate Veeam’s commitment to its partner ecosystem, Veeam Managed Backup Portal *for Service Providers* is another addition to our robust portfolio of cloud-focused offerings, complementing [Veeam Cloud Connect](#) which offers a comprehensive, multi-tenant secure platform to deliver backup-as-a-service (BaaS) and disaster recovery-as-a-service (DRaaS) by Veeam’s network of Service Providers. And within Veeam Availability Suite v9, coming out later this year, we will be offering extended functionality that also gives service providers the ability to provide their customers with cloud-based DRaaS,” added Timashev.

Veeam Managed Backup Portal *for Service Providers* will be generally available during Q1 2016, with the initial offering only being available through the Microsoft Azure Marketplace. Pricing is yet TBD.

Veeam Availability Suite v9 will be generally available later this year. For further details, please visit <http://go.veeam.com/v9>.

About Veeam Software

[Veeam](#)® recognizes the new challenges companies across the globe face in enabling the Always-On Business™, a business that must operate 24/7/365. To address this, Veeam has pioneered a new market of Availability for the Modern Data Center™. Unlike “Legacy Backup” solutions which provide recovery time (RTO) and recovery point objectives (RPO) of hours or days, Veeam helps organizations meet recovery time and point objectives (RTPO™) of less than 15 minutes for all applications and data. This is achieved through a fundamentally new kind of solution that delivers high-speed recovery, data loss avoidance, verified protection, leveraged data and complete visibility. [Veeam Availability Suite](#)™, which includes [Veeam Backup & Replication](#)™, leverages virtualization, storage, and cloud technologies that enable the modern data center to help organizations save time, mitigate risks, and dramatically reduce capital and operational costs.

Founded in 2006, Veeam currently has 33,000 ProPartners and more than 157,000 customers worldwide. Veeam’s global headquarters are located in Baar, Switzerland, and the company has offices throughout the world. To learn more, visit <http://www.veeam.com>.

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¹ Source: [Worldwide Hosted Private Cloud Services Forecast, 2015–2019: New Models for Delivering Infrastructure Services](#), IDC, September 2015