INGRAM MICRO ™
Partner Smart

veeam

1-800-456-8000 x76582
veeam-licensing@ingrammicro.com
Desk hours - 8:30-8:00 Eastern
www.Veeam.com

Veeam Program Overview

Veeam Software, a premier-level VMware Technology Alliance partner, develops innovative products for virtual infrastructure management and data protection. Customers can reduce costs, minimize risks, and fully realize the promise of virtualization with Veeam.

Veeam is an international company with North American headquarters in Columbus, Ohio; European headquarters in Reading, UK; and APAC headquarters in Sydney, Australia. Veeam has more than 10,000 customers worldwide and is currently adding new customers at the rate of 600 per month. The company's free FastSCP™ tool is used by more than 120,000 VMware professionals, making it the most widely used tool to help manage VMware.

The company was founded in 2006 by the team previously behind Aelita Software, well known for its Windows Server management solutions. In 2008, Veeam acquired nworks, adding enterprise management solutions that bridge the gap between VMware and enterprise systems management frameworks from Microsoft and HP.

Veeam is rapidly expanding its presence and its partner network around the world and will continue to offer innovative and practical solutions to help IT professionals better manage their virtual infrastructure. Today the company focuses on managing VMware, but as customer requirements grow, Veeam will support other virtual environments.

Key Products

Veeam offers a powerful suite of products to better manage VMware, including #1 for VMware backup: Veeam Backup & Replication™; Veeam Reporter™, for enterprise reporting, change management and capacity planning for VMware; Veeam Monitor™, for VMware performance monitoring and alerting across multiple vCenters; and Veeam Business View™, a free add-on that automatically categorizes virtual resources according to user-defined parameters to combat VM sprawl and facilitate business-oriented management of the virtual environment. With its acquisition of nworks, Veeam's products also include the nworks Management Pack™ and the nworks Smart Plug-in™, which incorporate VMware data into enterprise management consoles from Microsoft and HP.

Veeam's success is rooted in its technical innovation and customer responsiveness through a strategy of "innovate and iterate." Veeam seeks out and rapidly acts on customer feedback, which means Veeam meets and exceeds customers' expectations within weeks or months, while competitors often take years. This is how Veeam is taking away market share from competitors who have been in the space longer. Veeam's channel partners have found the products significantly superior, and that gives these partners an important competitive advantage in helping their customers.

Maintenance/Support
All products come with one year of 8x5 support with an option to uplift the support to 24x7 for an additional cost.

Media
No media is available

Authorization Requirements
Authorization is required for the purchase of Veeam products.

Ordering Requirements
To assure prompt processing of your Veeam Purchase, please be sure to include the following information when placing your order with us:

1. PO number
2. End-user agency/organization name
3. End-user shipping street address, city, state and zip code
4. End-user contact name - first and last name required
5. End-user contact phone number
6. End-user contact email address

Product Delivery
Veeam will email the license to the end user within 48 hours of the purchase.

Renewals
Renewals must be purchase within 90 days of the renewal date of the license.

Pricing Programs
Veeam offers deal registration pricing for orders over $6000.00.