Veeam Integrated Solutions

What is the Integrated Solutions Program?

The Veeam® Integrated Solutions Program offers Veeam Alliance Partner Program members the opportunity to create solution offerings that complement or enhance Veeam features or functions. Through more extensive product integration, joint development and testing, these enhanced solutions help customers achieve optimal performance or create unique abilities together with Veeam Backup & Replication™. The program establishes specific standards and requirements for Alliance Partner solutions and grants access to specific Veeam APIs or technologies.

What are the program requirements?

The Veeam Integrated Solutions Program is an invitation-only program for Veeam Alliance Partner Program members. To be considered for solution integration with Veeam, alliance partners must meet the requirements for Veeam Ready in addition to the following criteria:

- Significant cooperative revenue contribution and market share within the solution's addressable market or Veeam user base

- Complementary features and alignment with future product direction of Veeam solutions

- Technical and marketing support from the alliance partner

- Creation of a formal business plan

- Veeam executive committee approval

How is the Veeam Integrated Solutions Program different than Veeam Ready?

Veeam Ready designates the highest level of qualification and testing for storage products by our established partners. Veeam Alliance Partner Program members that have tested their solutions as Veeam Ready and desire further levels of product integration with Veeam may be invited to leverage one of the following integration opportunities with Veeam:

- **Veeam Universal Storage API:** A framework designed for storage vendors to integrate their storage snapshot capabilities with Veeam Backup & Replication features (e.g. Veeam Explorer™ for Storage Snapshots and Backup from Storage Snapshots)

- **Advanced deduplication storage integration:** Enhanced support for deduplication storage appliances

What is the Veeam Universal Storage API?

Veeam Backup & Replication offers built-in integrations with storage systems to help decrease impact on the production environment and significantly improve recovery point objectives (RPOs). Storage vendors, in turn, can leverage the Veeam Universal Storage API framework to integrate their storage solutions with Veeam Backup & Replication. With this kind of integration, Veeam Backup & Replication utilizes storage vendor snapshot capabilities to perform backup and restore operations. Benefits from such integration include: Faster backup performance, improved recovery time objectives (RTOs) and RPOs, cost savings, ease of use and stronger security. Customers may download storage system plugins directly from the Veeam Backup & Replication download page.

Once I've integrated my products with Veeam, do I need to retest when there is a version change?

Re-testing ensures optimal performance and function for our joint customers. Additional testing is required for:

- New storage or deduplication operating system or firmware updates
- New storage or deduplication product versions or models
- New Veeam Backup & Replication versions or updates
- API or other development changes

Where can I find my product listing once I've completed integration?

The Veeam Ready database currently itemizes Veeam Integrated Solutions and can be found on the Veeam Ready webpage. Partners and customers can use advanced search criteria to find Veeam Ready articles posted for all participants of the Veeam Ready and Veeam Integrated Solutions programs.

Are there resources available to assist me?

Veeam assigns Product Development and Quality Assurance (QA) resources as needed. An Alliance Manager is also assigned by Veeam for Veeam Integrated Solutions. To request additional information or assistance, please contact your Veeam Alliance Manager or AllianceProgram@veeam.com.

How can I learn more about Veeam software and how to use it?

Alliance Partners may access the Veeam ProPartner Portal which contains both sales and technical training on Veeam's software offerings. For more information on the Veeam ProPartner Portal, please contact your Veeam Alliance Manager or send an email to AllianceProgram@veeam.com.

Where can I go to get more information about the Veeam Ready Program?

More information regarding the Veeam Ready program can be found in the Veeam Ready Program Guide posted on the Veeam Ready webpage.