Earn your VCSP BaaS & DRaaS Competency today!

Get recognized and supported by Veeam in promoting your as-a-service solutions

The Veeam® Cloud & Service Provider (VCSP) Competency Program recognizes partners that maintain the highest qualification for providing Veeam-powered as-a-service solutions sold to their end user customers.

The Veeam Competency Program is designed to:

- Recognize VCSP partners who offer best-in-class Veeam-powered Baas & DRaaS services
- Qualify and validate VCSP solutions that are aligned to specific Veeam use cases
- Help customers easily identify VCSP partners that offer a service tailored to the needs of their business

Once competency requirements have been validated by Veeam, partners may display the designated VCSP competency logo in accordance with Veeam brand guidelines and the competency logo will be added to their Veeam.com directory listing. For additional details, please refer to the VCSP Competency Program guide.
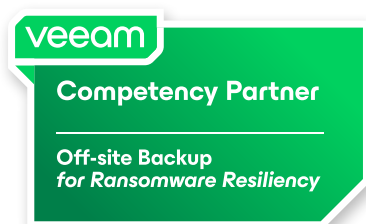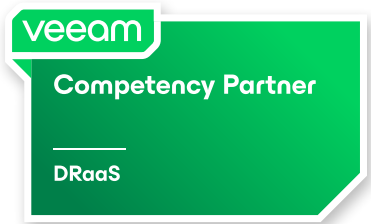
Available customer focused competencies include:

BaaS *for Microsoft 365*

Many organizations are not aware that a comprehensive backup solution is not part of the services provided within Microsoft 365. This creates a lucrative opportunity for service providers to offer a Veeam-powered Backup as a Service (Baas) solution that's specifically designed to protect customers' critical Microsoft 365 data. This solution includes all-in-one licensing, instant provisioning, and self-service backup and restore capabilities.
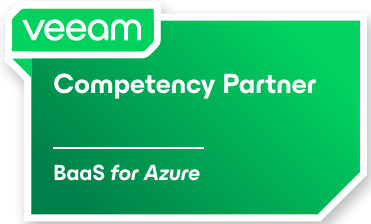

Off-site Backup *for Ransomware Resiliency*

Service providers with an Off-site Backup *for Ransomware Resiliency* Competency can show customers how to extend Veeam data protection solutions to the storage option that makes sense for the customer's needs. This includes sending backups to immutable cloud repositories, as well as migration to the service provider's off-site cloud infrastructure.

DRaaS

Not all organizations have the time, budget, or expertise to stand up a secondary site for a much-needed DR solution. Service Providers that acquire a DRaaS competency prove they can deliver a best-in-breed DR solution with Veeam Backup & Replication to ensure customers remain resilient when the unexpected happens.

BaaS *for Microsoft Azure*

Service Providers can showcase their expertise in protecting public cloud data with a BaaS for Azure Competency. Veeam ensures your solution meets the highest standards of managing Microsoft Azure workloads including Azure VMs, Azure SQL, and Azure Files. Coupled with the ability to provide immutability, reporting and billing capabilities as well as selfservice capabilities for your customers.

BaaS *for AWS*

Service Providers can showcase their expertise in protecting public cloud data with a BaaS for AWS Competency. Veeam ensures your solution meets the highest standards of protecting and managing AWS workloads including Amazon EC2, RDS and EFS instances. Coupled with the ability to meet reporting and SLA requirements with remote monitoring and management that provides licensing, billing, and invoicing.

For more information about the program, please refer to the [VCSP competency program guide](#) or contact your VCSP sales representative.

→ **Click here to apply to the VCSP competency program**