

## External FAQ

# Veeam Ready Program

## Program Overview and Benefits

### Q: What is the Veeam Ready Program?

Veeam® Ready is a program within the **Veeam TAP INnovation Program** portfolio that allow storage-centric hardware and software partners to test their storage solutions used as a backup target for applications protected by Veeam Backup & Replication™. The Veeam Ready verification test process is based upon a culmination of Veeam best practices, internal workload characterization, interoperability, and performance expectations allowing Technology Alliance Partners to verify their products as “Veeam Ready”. The program tests for functional compatibility and establishes specific performance standards for TAP Partner solutions.

### Q: What are the classifications within the Veeam Ready Program?

There are four classification categories within the Program:

- **Veeam Ready – Repository:** Verified backup storage that supports all Veeam backup and restore features
- **Veeam Ready – Object:** Verified S3-compatible object storage that supports Veeam object storage repositories for Veeam Backup & Replication functions
- **Veeam Ready – Object Immutability:** Verified S3-compatible object storage that supports Veeam object storage repositories utilizing S3 object lock data immutability features.
- **Veeam Ready – Tape:** Verified tape devices where available hardware features have been tested to work with Veeam

### Q: What is the benefit for my product(s) to become Veeam Ready?

Participation in the Veeam Ready Program provides customers and partners verification that TAP Partner solutions meet a set of standards to perform together with Veeam Backup & Replication. Credibility for your solution is achieved with the assurance that Veeam Backup & Replication has been thoroughly tested on your platform and meets both functional and performance threshold expectations.

### Q: Is there a program logo or “badge” available for use upon successful completion of testing?

Yes. Upon successful completion of the Veeam Ready Program testing, the partner's storage solution will be included in the Veeam Ready database and will be granted use of the Veeam Ready logo for marketing purposes. More information on logo can be found in the [Veeam Ready Program Guide](#) and information on the logo usage is available via the Veeam Brand Guidelines.

### Q: Where can I find my product listing once I've completed testing?

The Veeam Ready database can be found on the [Veeam Ready](#) page. Partners and customers can use advanced search criteria to find Veeam Ready articles posted for all participants of the program.

**Q: How can I engage with the Veeam Ready program?**

To qualify for Veeam Ready testing, the vendor must first be a Veeam Technology Alliance Program Partner in good standing. Not yet a Veeam TAP Partner? Learn about the program here: [Veeam TAP Program](#). Any questions can be emailed to [allianceprogram@veeam.com](mailto:allianceprogram@veeam.com).

To engage with Veeam Ready, the Alliance Partner Manager will further vet the storage solution to ensure compatibility with Veeam Backup & Replication and Veeam messaging.

**Q: What is the Object storage category and how can I participate?**

**Veeam Ready – Object** is a category for Veeam Ready that focuses on the Object Storage Repository within Veeam Backup & Replication. Partners who have developed their own S3-compatible object storage solutions, either on-premise or in the cloud, can participate in the **Veeam Ready – Object** testing.

In order to confirm S3-compatibility with Veeam Backup & Replication, check with your Veeam Alliance Partner Manager to review current status of compliance requirements.

**Q: How is the Object Immutability category different from the Object storage category?**

The Object Immutability testing is a superset of the Object Storage testing. It includes all of the tests within the Object Storage test plan, but adds additional functional testing for the immutability features found in Veeam Backup & Replication v10 and above. These data immutability features are based upon the partner storage solutions' use of S3 Object Lock abilities within the Veeam software.

**Q: How can I learn more about the Veeam software and how to use it?**

TAP Partners have access to 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 Partner Manager or send an email to [allianceprogram@veeam.com](mailto:allianceprogram@veeam.com).

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

The primary source for information for Veeam Ready can be found in the Program Guide located on the [Veeam Ready](#) page.

**Q. After we've successfully passed the Veeam Ready qualification, what go-to-market opportunities are available?**

Once you have achieved your Veeam Ready status and logo, we encourage you to create go-to-market collateral to share the customer benefits of the joint solution by:

- Creating:
  - A joint solution brief (which must be reviewed and approved by Veeam before publishing)
  - A technical "How-To Guide" (what would an IT team need to know about the setting up the joint solution)
- Posting the collateral on your Veeam Landing Page
- Submitting a PR or Blog (must be approved by Veeam's Partner PR team)

Please contact your Account Manager or send an email to [allianceprogram@veeam.com](mailto:allianceprogram@veeam.com) to get started. Veeam offers various additional marketing support depending on the Veeam TAP partnership level. Please see the [Veeam TAP Program Guide](#) for details.

## Technical Overview

**Q: Are there resources available to assist me with testing our product(s)?**

While the testing process is intended to be self-service, a Veeam Solutions Architect is available to assist with questions or clarifications regarding the environment setup, testing, capturing results, and recommended best practices. To request assistance, please contact [veeamready@veeam.com](mailto:veeamready@veeam.com).

**Q: What are the Veeam Ready testing criteria?**

Testing criteria depends on whether the storage device is disk-based, object storage, or a tape backup system. Testing is comprised of verification of Veeam feature functionality and performance against pre-defined metrics and a full Test Plan is provided to the partner once accepted into the program.

**Q: Is Veeam Ready associated with a specific Veeam support status?**

In general, Veeam support specific storage protocols or standards and will support all storage solutions that follow those protocols and standards, independent of their Veeam Ready status. Veeam Ready helps a vendor to test the compatibility to Veeam Backup & Replication features/capabilities and demonstrate this status to their customers.

**Q: Once I've tested my products with Veeam, do I need to re-test when there is a version change?**

Re-testing with Veeam Ready is mostly at the discretion of the program participant. Since there are no support implications associated with Veeam Ready, Veeam doesn't generally require partners to re-test. Some partners have re-tested with Veeam Ready to demonstrate to their customers that they have performed functional and performance threshold testing with the latest Veeam release.

New versions of Veeam Backup & Replication may make substantial changes in functionality and performance which impacts the backup target and may necessitate a re-qualification to ensure compatibility. In those situations, a re-test may be required.

**Q: Does Veeam Ready – Repository status mean my solution can now be used as primary backup target?**

**Veeam Ready – Repository** testing allows vendors to verify their storage solutions using standard Veeam operations for backup and restore. Whether a storage system can be used as primary or secondary backup target depend on the actual customer environment, requirements and other factors. Veeam expects vendors and resell partners to guide their customers to implement the best solution under the given situation, aligning with the [Veeam Best Practices](#) documentation for Backup & Replication and [Deduplication Appliances Best Practices](#).

**Q: Why is vendor storage snapshot integration for vSphere not a part of the Veeam Ready program?**

Primary storage vendors with solutions that are integrated with Veeam Backup & Replication receive **Veeam Integrated** recognition. Those storage solutions can also be found in the [Veeam Ready](#) database but does not go through the same partner self-testing processes as Veeam Ready.

**Q: If we resell an OEM product and that product is already in Veeam Ready, do we need to test?**

The short answer is yes. When partners resell an OEM product, there may be minor changes in software/firmware that can affect how the solution behaves with Backup & Replication which could affect functional or performance tests. If you plan to go-to-market with Veeam and want to leverage the Veeam Ready logo, we recommend that testing be performed on your OEM'ed platform.