



Partner Frequently Asked Questions (FAQ)

Program related questions:

1. Will there be a new partner program, or will either the Cohesity or Veritas program be adopted?

The two partner programs will continue in parallel as integration progresses and eventually be combined into a single program.

2. What if there's an existing deal registration with Veritas and Arctera?

The deal/opportunity registration process remains the same for now, with no change to benefits for either program. In-flight registrations should continue per the usual process for the respective program.

3. When will the price books be merged? Will there be pricing changes?

Pricelists will be consolidated as integration progresses, and you'll receive a minimum of 30 days notice prior to any changes.

4. Will our current deal registration and partner-level discounts change post-combination?

There'll be no immediate changes to how you register a deal or the partner-level discounts that you currently receive post Day 1. You'll be notified in advance of any changes as integration progresses toward a combined partner program.

5. Will there be changes to how to submit a deal registration or quoting and ordering?

There will be no changes to how you submit deal registrations, quoting or ordering. You'll be informed of any changes as integration progresses and receive the information and training required to ensure no adverse business impacts.

6. Is Cohesity planning to make changes to the Veritas distribution managed Partner target and rebate program?

There will be no immediate changes to the Cohesity or Veritas Partner programs. The Veritas Partner targets and rebates will remain unchanged through the end of March 2025. You'll receive more details as integration progresses toward a combined program.

7. I'm a VPDF-eligible partner/distributor with the Veritas Partner Force Program. Will VPDF still be available?

Yes. As integration progresses toward the launch of a combined partner program, marketing funding will be a key part of the investment to ensure that you have the ability to support Cohesity in key growth focus areas moving forward.

Contract related questions:

8. Do you plan to re-contract all partners as other organizations have done?

There will be no changes to the current partner ecosystem.

9. As a Cohesity partner, how do I become a Veritas partner? Will I have to sign a new partner agreement to sell Veritas?

COHESITY & VERITAS

Yes. If you're not currently a Veritas Reseller Partner you'll need to register via [Veritas PartnerNet](#) and accept Terms and Conditions (Ts&Cs) to become part of the Veritas PartnerForce Program

If you wish to become a Veritas Distribution Partner, you'll need to work with the Veritas Channel Sales team to create a business plan, and a full due diligence process will take place prior to any contract discussions

10. As a Veritas partner, how do I become a Cohesity partner? Will I have to sign a new partner agreement to sell Cohesity?

Yes, you'll need to complete the steps to [become a Cohesity partner](#) because your Veritas agreements and Ts&Cs don't cover sale of the Cohesity product portfolio. You'll receive more information on this process over the coming weeks.

11. How will you handle contracts that have both Data Protection and Arctera products?

The Veritas Legal and Channel Operations teams are working closely with Partners that have contracts relating to Arctera to ensure their contract terms enable ordering via Arctera. Veritas contracts remain unchanged for Veritas products.

Ordering/ transaction-related questions:

12. Can I transact a Cohesity order if I'm a Veritas partner but not a Cohesity partner?

No. You'll need to [become a Cohesity partner](#).

13. Can I continue procuring Veritas through the same partner I currently purchase my licensing and renewals from?

Yes. There will be no immediate changes to the current partner ecosystem and as always, a customer decides what partner they purchase through.

14. Can I continue procuring Cohesity through the same partner I currently purchase my licensing and renewals from?

Yes. There will be no immediate changes to the current partner ecosystem and as always, a customer decides what partner they purchase through.

Product-related questions:

15. Will NetBackup and Alta Data Protection be updated to include new features that are in-product and reflect new best practices for Flex, Cloud, and Cyber?

NetBackup and Alta Data Protection products will continue being enhanced for the foreseeable future as Cohesity CEO Sanjay Poonen has [communicated](#). Support for services and capabilities will be included as new ones are added.

16. Is ALTA View replacing NITA?

There are no immediate plans for Alta View to replace IT Analytics. IT Analytics provides a lot of unique functionality for heterogeneous environments, while Alta View is excellent for NetBackup/Alta environments.

COHESITY & VERITAS

17. What products are the main focus moving forward?

No specific product or product line will be a primary focus for the foreseeable future. Each Cohesity and Veritas product offers unique and compelling capabilities that enable the combined company's expanded portfolio to address new customer challenges and create new revenue opportunities for partners. Updates will be provided as the Cohesity strategy evolves.

Communications-related questions:

18. How will changes be communicated to Partners on an ongoing basis?

As integration progresses, you'll receive details about changes via email, portals, and regularly scheduled webinars. We'll also post regular updates on the Veritas Partner Portal and Cohesity Partner Portal.

19. As a Partner, what changes can I expect in the first 30 to 90 days after the deal closes?

Cohesity and Veritas will conduct business as usual with minimal change during the first 30-90 days. You can expect to receive regular communications via your Channel Sales Teams, email, newsletters, Partner Webinars, and calls as integration progresses.

20. My customer has both Cohesity and Veritas in their environment and asked who their account rep/team will be going forward. Can I confidently say they'll have two separate account teams for the foreseeable future?

Yes. Separate Cohesity-focused and Veritas-focused Sales teams will continue operating initially and be combined into a single team as enablement ramps. You'll receive details as integration progresses.

General questions:

21. Are the support.veritas.com and sort.veritas.com sites going to be merged with or migrated to a Cohesity support site or is the current plan to have it remain distinct from any Cohesity content?

Neither the support.veritas.com nor the sort.veritas.com sites will be merged on Day 1. Both sites will remain live for a period to be determined as the integration progresses. Details on the sunsetting of the sites will be communicated as the transition progresses.

22. Does the combination of Cohesity and Veritas mean expanded partner presence and opportunity in Asia?

Yes. The integration of the individual partner programs will expand presence and create new opportunity for partners in Asia.

23. Will there be changes to the partner support I receive?

For Cohesity Partners: Your first line of support will be via the [Cohesity Partner Portal](#) and second line is your current Channel Account Manager. You can also continue submitting email queries via partnersupport@cohesity.com.

For Veritas Partners: Your support won't change – you'll still be able to access [Veritas PartnerNet](#) and submit email requests through the Channel Operations email alias, and your Channel Account Manager will continue supporting you as integration progresses.