

# Accelerate Success with the Veritas Managed Service Provider Program

The Veritas Managed Service Provider Program (VMSPP) provides partner enablement and marketing resources to service providers (SPs) that allow integration of Veritas products into managed service offerings. Partners can quickly build backup, cyber resilience, disaster recovery, information archive, and data governance as a service offerings that will help provide business outcomes to mutual end customers.

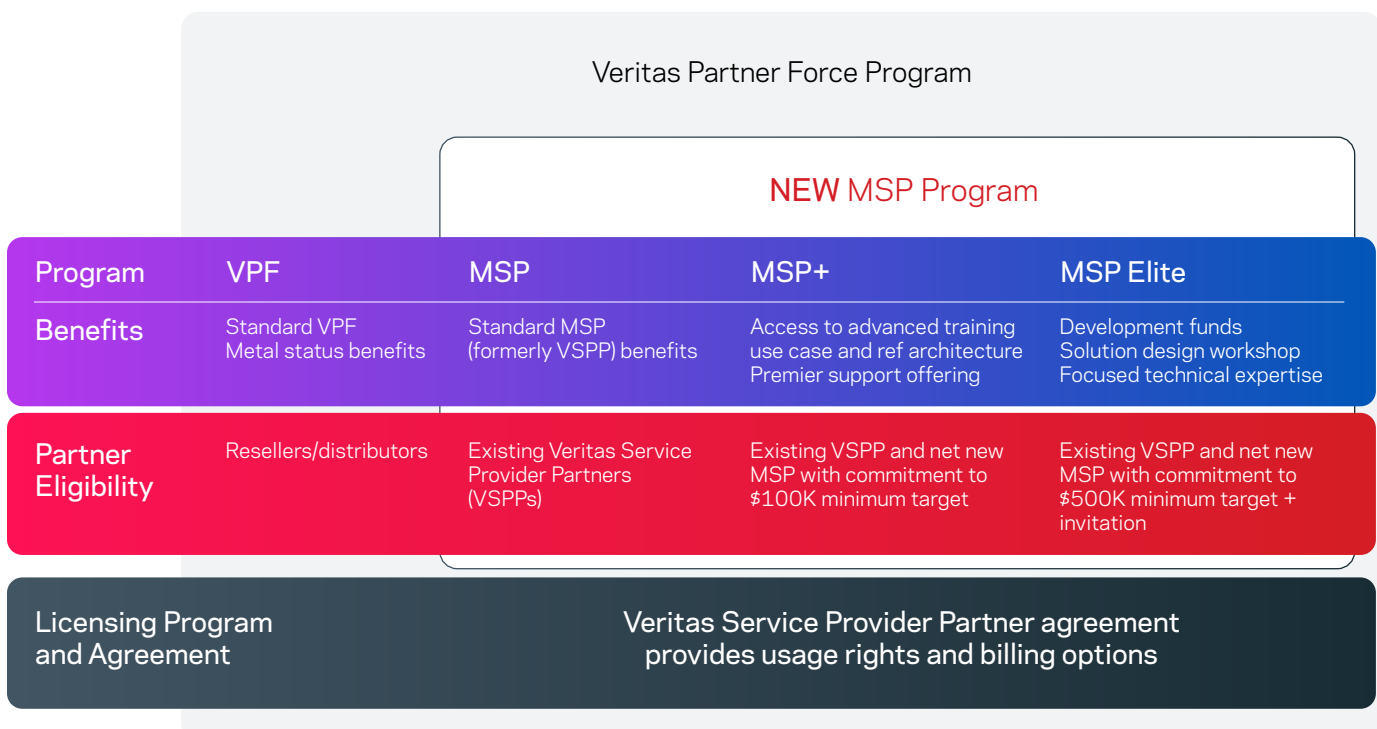
The program provides comprehensive solutions and streamlined licensing for the Veritas industry-leading software and appliances. Combined with flexible and competitive commercial models, training, marketing, enablement resources, 24x7 support, sales, and service resources, partners can deliver industry-leading solutions as a service.

## The VMSPP Structure

Designed from the ground up for all managed service providers (MSPs), the program framework helps partners design, architect, and rapidly deliver best-in-class information management offerings to the most important part of their business: their customers.

Veritas offers the ability to select subscription or consumption commercial models for Veritas products in alignment with how end customers consume the services.

Visit [PartnerNet](#) for more details.



## Program Benefits<sup>1</sup>

Providers can leverage flexible licensing options and an expanded set of marketing, sales, product support, and offering development resources to accelerate time to market and enhance customer adoption.

### Commercial

- Streamlined agreement for easy access to Veritas software and solutions
- Price lists for subscription and consumption licensing
- Programmatic discounting for increased terms and qualifying volume commitments

### Sales

- Ability to be self-sufficient with advanced technical training, reference architectures, and establishment of a Center of Competency
- Dedicated Veritas partner management (dependent on tier)

### Technical

- 24x7 Essential Support included with license
- Access to latest and past software versions
- VOX user community
- Support portal
- Complimentary internal use licenses (NFR)<sup>2</sup> for service development, testing, training, demonstrations, and technical support

### Enrollment Requirements

- Approved VPF program partner
- Signed VSPP agreement or VSPP addendum
- Demonstrated delivery capability of first-line end user customer support
- Business plan: Up-to-date and regularly reviewed (tier dependent)
- Maintain status in good standing in VPF program

### Marketing

- Service provider partner listing on Veritas partner locator
- Access to partner marketing resource center for joint marketing materials
- Proposal-based marketing funds for portfolio and GTM activities

### Training

- Inclusive online sales and technical training
- Product collateral
- Partner-only webinars
- Veritas news

### General

- GTM playbooks<sup>3</sup>

### Find out More

- For more information about the Veritas Managed Service Provider Program, please visit PartnerNet.
- Questions? Contact your Partner Success Manager or regional Partner Program Operations team.

1. Benefits are subject to applicable partner program requirements, terms, and conditions. Please see PartnerNet and the VMSP Program Guide for further details.

2. Complimentary internal use licenses are valid for 12 months and include Basic Maintenance support. Internal use licenses may be used on service development networks, in training facilities, briefing centers, customer technical support, and customer demonstrations.

3. GTM playbooks provide resources to enhance deployment, delivery, and marketing development. Subject to availability.

## About Veritas

Veritas Technologies is the leader in secure multi-cloud data management. Over 80,000 customers—including 91% of the Fortune 100—rely on Veritas to help ensure the protection, recoverability and compliance of their data. Veritas has a reputation for reliability at scale, which delivers the resilience its customers need against the disruptions threatened by cyberattacks, like ransomware. No other vendor is able to match the ability of Veritas to execute, with support for 800+ data sources, 100+ operating systems and 1,400+ storage targets through a single, unified approach. Powered by Cloud Scale Technology, Veritas is delivering today on its strategy for Autonomous Data Management that reduces operational overhead while delivering greater value. Learn more at [www.veritas.com](http://www.veritas.com). Follow us on X at [@veritastechllc](https://twitter.com/veritastechllc).

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