



Introducing the Veritas™ Service Provider Program (VSPD)

The new Veritas™ Service Provider Program enables service providers to incorporate Veritas technology into their service offerings, in a more efficient and streamlined manner. As a VSPD Partner, you are able to purchase or consume Veritas software, hardware and hosted products in the manner that best aligns to how you do business with your customers, whether that be:

- Upfront in a specific transaction, locking in your best long term pricing,
- Spread your investment out over time, providing access to more technology for annual payments, or
- Pay as you consume the product, only paying only for what you use.

Designed to genuinely meet the needs of service providers of all types, from small business to the enterprise, VSPD is designed to value you as our partner, and deliver the best-in-class storage management offerings to the most important part of your business . . . your customers!

VSPD Key Features & Benefits

- Consolidated, flexible licensing models that can be tailored to how you serve your customers:
 - Perpetual Use Rights
 - Subscription
 - Consumption (Pay-as-you-go) quarterly billing in arrears
- Maintain direct relationship with your customers:
 - Position yourself as a trusted advisor delivering best-in-class service offerings
 - Customers depend on you for support / upgrades
- Access to the current / past versions of Veritas software available under maintenance/support:
 - Self-service access, as soon as a product is released
 - Ability to continue to deploy older versions of software to existing customers, subject to VSPD requirements
- Programmatic and volume discounting, rewarding you for your increased levels of purchase or commitment:
 - Term based, greater discounts for longer support terms purchased
 - Volume based, greater discounts for minimum purchase commitment(s)
- Internal Use Licenses (NFR) for demo, development and support

Integration with Veritas Partner Force

The VPF Program is designed to reward our Partners' capability, commitment and growth. For qualified providers, there is new "Service Provider" track within VPF that unlocks product and service enablement, marketing tools and additional training resources to help build your service business:



- Partner Portal Access to free Sales/Technical Training
- Proposal-based marketing funds
- Access to Partner Marketing Resource Center, for joint marketing materials
- Use of new “Service Provider Expert” logo & certificate
- Listing as a Service Provider Expert on the Veritas Partner Locator
- GTM Playbooks

Who is eligible to join?

VSPP is designed to support managed service provider partners. These are defined as:

A partner company who, as part of their business model, provides hosting, cloud or managed services to independent companies (under different ownership) and incorporates Veritas technology into service offerings that their customers consume. These services can include, but are not limited to:

- *Infrastructure as a Service (IaaS)*
- *Platform as a Service (PaaS)*
- *Software as a Service (SaaS)*
- *Backup as a Service (BaaS)*
- *Disaster Recovery as a Service (DRaaS)*

What requirements do I have to meet?

Eligible partners seeking to participate in VSPP can join by meeting and continuing to meet the following requirements:

- Be a member in good standing in the Veritas Partner Force Partner Program.
- Execute a VSPP Agreement, posted on PartnerNet. Download, sign and submit.
- Comply with VSPP licensing standards and reporting requirements.
- Incorporate Veritas products into your larger service offering.
- Provide technical support to your customers for the entire service offering.

That's it!

For more information on how to join VSPP and the Veritas Partner Force Programs, please visit the Veritas [PartnerNet](#) website.