

# Public Cloud Data Protection

## Expand Resilient Managed BaaS to the Public Cloud

### Challenge



Workloads are quickly moving to hybrid environments that include AWS, Microsoft Azure, or Google Cloud, so it's crucial that they remain resilient against data loss.

As per the 2024 Cloud Protection Trends Report, 51% of organizations subscribe to a managed backup service for their data protection expertise. This presents a profitable opportunity for MSPs to broaden their data resiliency offerings. By encompassing hyperscale cloud workloads, service providers can fully extend data resiliency and mobility to multi and hybrid cloud customer environments. Furthermore, this service portfolio expansion also leads to the creation of additional revenue streams.

### Solution Components

- ✓ Veeam Backup for AWS
- ✓ Veeam Backup for Microsoft Azure
- ✓ Veeam Backup for Google Cloud
- ✓ Veeam Service Provider Console
- ✓ Veeam Backup & Replication

### Key capabilities

#### Powerful Recovery

Broad coverage of recovery options in and out of the cloud or back to on-premises.

#### Layered Security

Including multifactor authentication (MFA), least-privilege access, immutability, and encryption for cloud data resiliency.

#### Cloud Efficiency

Zero-fuss backup that meets service level agreements (SLAs) and budgetary requirements across the hybrid cloud.

#### Migrate Data Seamlessly

Easily migrate or restore data to and from on-premises environments and/or hyperscale public clouds\*.

#### Estimate costs effectively

Built-in cost calculation capabilities to make informed storage decisions and forecast budget requirements.

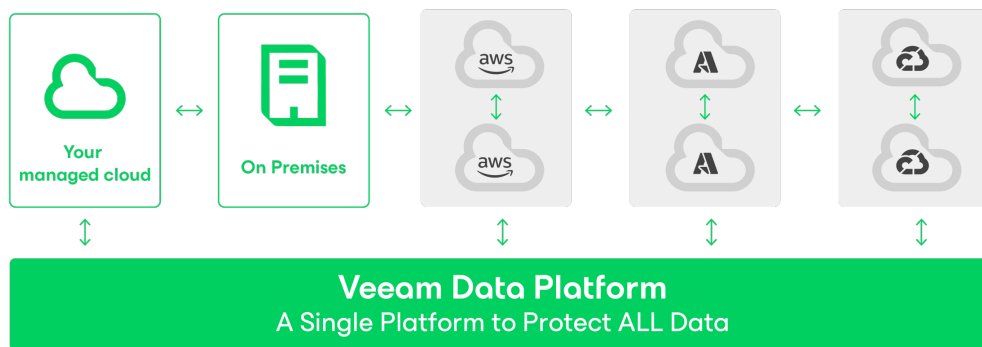
#### Streamline Monitoring and Management

Access multi-tenant management, reporting, monitoring, and invoicing with Veeam Service Provider Console.

\*When combined with Veeam Backup & Replication

## Public Cloud Data Protection Use Case

### Customers' Public Cloud Environments. Protected with Veeam



Platform Native • Cloud Mobility • Multi-tenancy

# 75

Net Promoter  
Score

# 80%

Of the Fortune 500  
count on Veeam

# 72%

Global 2000 are  
protected by Veeam

# 12K+

VCSP  
Partners

## Partnering with Veeam

By building Veeam-powered BaaS and DRaaS offerings, you'll also be invited to join our Veeam Cloud & Service Provider (VCSP) program, unlocking exclusive access to:

- Customizable and ready-to-go marketing and sales enablement assets.
- Free product trials.
- A pay-as-you-grow pricing and licensing model that's available exclusively to partners.

➔ Partner with Veeam: [vee.am/VCSP](https://vee.am/VCSP)

