

# VMSP & VMTSP Azlan Training Courses

## Service Description

Veeam VMSP & VMTSP courses are free self-paced online training offered to all ProPartners. Azlan run regular free half day instructor led sessions to provide the additional support you need to complete the courses quickly and efficiently. Giving you the key sales and technical sales skills to help you effectively position Veeam to your customers:

### VMSP (half-day):

- Product overview and positioning the product for sale
  - Selling to different levels of an organization
  - Objection handling and competition
- The course is aimed at Sales and Pre-Sales



### VMTSP (half day):

- Veeam Architecture
  - Technical positioning of Veeam Backup & Replication
  - Demo of Veeam Backup & Replication
- The course is aimed at Technical Sales, Pre-Sales & System Engineers



## Partner Requirements / Key Benefits

Veeam's Partner Program has changed, introducing new and increased partner requirements. Beyond the Basic partner status there are three levels of partner, Silver, Gold & Platinum.

Silver        1x VMSP & 1x VMTSP\*  
Gold         2x VMSP & 2x VMTSP (1x VMCE)\*  
Platinum    4x VMSP & 4x VMTSP (2x VMCE)\*

Obtaining and maintaining the level of partnership with Veeam entitles the partner the following benefits.

| Type of Benefit                                     | Silver ProPartner | Gold ProPartner | Platinum ProPartner |
|---|-------------------|-----------------|---------------------|
| Access to ProPartner portal                         | V                 | V               | V                   |
| ProPartner logo                                     | V                 | V               | V                   |
| Inclusion on Veeam Partner Finder                   | V                 | V               | V                   |
| Access to promotions and incentives                 | V                 | V               | V                   |
| Assigned Veeam manager                              |                   | V               | V                   |
| NFR Keys/IUL  | V                 | V               | V                   |
| Discount on Internal Use licenses                   | V                 | V               | V                   |
| Sales leads from Veeam                              |                   | V               | V                   |
| Qualified sales leads from Veeam                    |                   |                 | V                   |
| Co-Marketing Program incl. MDF                      |                   | V               | V                   |
| Joint marketing activities / Success Story / PR     |                   | V               | V                   |
| Deal Registration Program                           | V                 | V               | V                   |
| Quarterly Rebate program                            |                   |                 | V                   |
| Recognition as Veeam Experts and customer reference |                   |                 | V                   |

## Engagement Delivery, Pricing & Packaging

This is a free half day session run from one of the Azlan UK offices.

Any partners wishing to complete this at their own time are welcome to contact their account manager who will endeavour to find resources to assist you with this if it is needed.

## Deliverables

A half day, instructor led session covering Veeam sales and technical sales training. Helping the delegate gain a greater understanding of the value of Veeam's solutions and help in articulating the message to your customer base.

## Customer Requirements

All delegates should meet the following requirements

### VMSP

- Have a reasonable understanding of the basics concepts of virtualisation

### VMTSP

- Have a reasonable technical understanding of the basics of virtualisation and backup solutions

\*For full details on the Veeam ProPartner program and requirements please visit:

<http://www.veeam.com/propartner.html#/propartner.html>

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