




Veeam ProPartner Program 2015: Benefits and Requirements

Type of Benefits	Registered	Silver ProPartner	Gold ProPartner	Platinum ProPartner
Access to ProPartner portal	V*	V	V	V
ProPartner logo		V	V	V
Inclusion on Veeam Partner Finder		V	V	V
Access to promotions and incentives	V*	V	V	V
Assigned Veeam manager			V	V
NFR keys/IUL		V	V	V
Discount on Internal Use licenses		V	V	V
OppShare			V	V
Qualified sales leads from Veeam				V
Partner Marketing Development Fund (PMDf) Program			V	V
Marketing Menu	V	V	V	V
Deal Registration Program		V	V	V
Quarterly Rewards Program				V
Recognition as Veeam Experts and customer reference				V

*Limited access

Level	Criteria	Minimal Requirements*
	By Invitation	2 certified Engineers – VMCE** 4 accredited Engineers – VMTSP** 4 accredited Sales – VMSP (at least 1 per location) 480K GBP annual revenue Quarterly business plan Veeam champion Veeam branding and description on partner website
	Meet the requirements To apply to Gold, meet quarterly target during the last 2 consecutive quarters	1 certified Engineer – VMCE** 2 accredited Engineers – VMTSP** 2 accredited Sales – VMSP** 32K GBP quarter revenue Veeam branding and description on partner website
	Meet the requirements To apply to Silver, meet quarterly target during the last 2 consecutive quarters	1 accredited Engineer – VMTSP 1 accredited Sales – VMSP Minimum 1 order/quarter

* Veeam divides EMEA in two zones (A and B) based on market size. To understand the program requirements applicable to your country/territory specifically – please visit the ProPartner Portal section "Programs"

** Each of the required Veeam certificates should be held by a unique individual (except for VMTSP and VMCE). Each trained individual should be certified on each product and its latest version. Grace period for re-certification is 120 days after Veeam product major release.