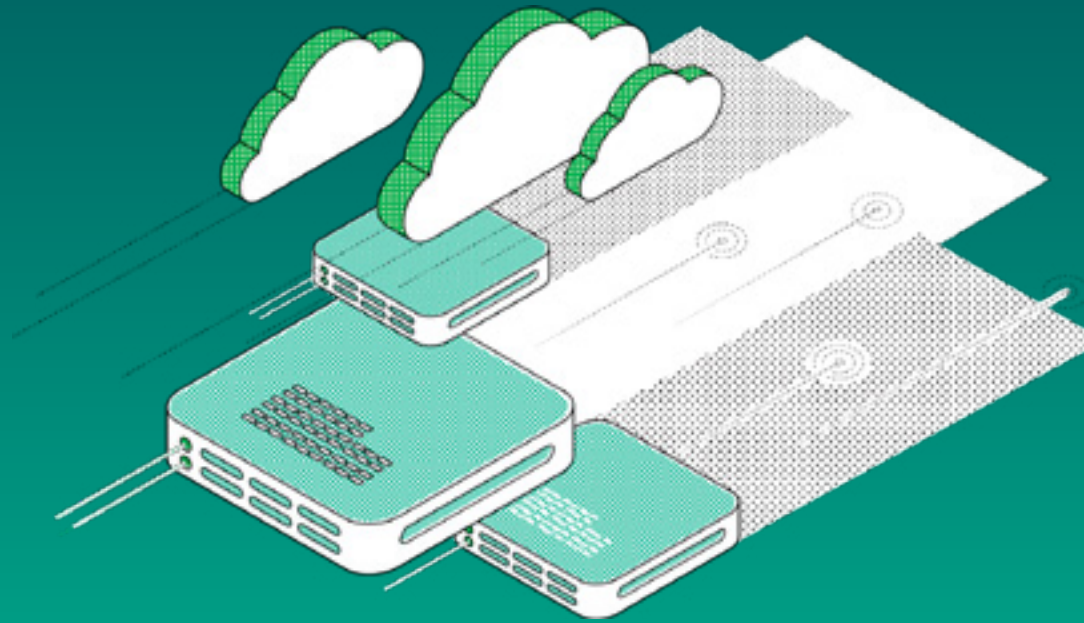


2022

New Partner Welcome Kit



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About Veeam

Thank you for registering with Veeam as a ProPartner member with Ingram Micro.

We understand your customers rely on you to provide them the best technology solutions to support their business. By partnering with Veeam, you'll be leveraging the technology that 400,000 companies around the world trust and use to protect their customer's most precious asset – their data.

As a 100% channel-driven company, Veeam is here to help. By joining the ProPartner Network, partners like you, instantly become connected with a global community where they can build, market and sell Veeam solutions and Veeam-powered services.

The channel team at Veeam are dedicated to your success, and that means their customisable channel programs are built with you in mind. Your growth. Your trust. Your advantage. Your customers. No matter your business model, it is simple for your business and your team to reach your goals and grow like a Pro.

About Veeam ProPartner Program and Portal

Join an award-winning ProPartner Program for Value-Added Resellers



Access to
extensive tools
and resources



Drive business
and capture growth
opportunities



Provide data
management to ALL
your customers



Leverage multiple
routes to market

Join the PartnerPerks program by Veeam, through which ProPartner sales, technical and marketing representatives can earn instant rewards for completing various selling based activities.



Sales & Deal Registration:

Claim your sales and get rewarded!
PLUS get bonus rewards for
registered deals



Proof of Concept

Earn rewards for deploying a Proof of
Concept (PoC). Earn BONUS rewards if
that deal closes.



Marketing Campaigns

Use Veeam's FREE marketing
automation tool and earn rewards for
every campaign



PartnerPro

propartner.veeam.com

PartnerPerks

veeampartnerperks.net/dashboard

About Ingram Micro

Why Veeam through Ingram Micro?

As the largest IT distributor in Australia, we also partner with Veeam across the globe, so leverage this vast network of knowledge and experience to your benefit. We complement the Veeam offerings, by connecting solutions across complementary technologies and Veeam alliance vendors. Ingram Micro enables business partners to operate more efficiently and successfully in the markets they serve through our capability across infrastructure solutions and focus on cloud, mobility, technology lifecycle, supply chain and technology solutions. No other company delivers as broad and deep a spectrum of technology and supply chain services to businesses around the world.

When you partner with Ingram Micro, you gain access to a broad selection of programs and services; from education, training and business development resources to marketing services and pre & post-sale technical assistance. Through your journey, Ingram Micro will work with you closely to elevate your Veeam credentials and capabilities to maximise your return; we plan your path to success.

No other company delivers as broad and deep a spectrum of technology and supply chain services to businesses around the world.

Ingram Micro offers partners a true distribution partnership with a difference:

Efficient Supply Chain

that works the way you need it to with state-of-the-art distribution and back-end systems to help you lower costs and increase productivity.

Strong Sales Enablement

to help you to grow your business and maximise sales opportunities.

In depth technical support and knowledge

that keeps you abreast of trends, changes in technology and in-depth product expertise – helping you ensure satisfied customers.

Dedicated account management

making it easy to access the expertise you need with a single touch point to everything Ingram Micro can provide.

Flexible financial solutions

allowing you and your customers to have the flexibility to upgrade their technology while maintaining cash and liquidity.

Ingram Micro Resources

How to request a quote?

- To request a quote, or if you have a product query, please contact our Licensing Quote Desk: licensingquotes@ingrammicro.com.au
- Phone: 1300 363 318
- We require the complete end user details and size of the opportunity to quote new opportunities
- Quote SLA is 24 hours

How to place an order?

- Once your quote has been provided by our Licensing Quote Desk, please send an email with your PO attached to our Order Entry Team: licensingorders@ingrammicro.com.au
- To enquire about the status of an existing order, this team can help also.
- Order SLA is 24 hours

Ingram & Veeam reseller incentive Microsite

For latest information on running promotions, deal registration, etc visit our Ingram/Veeam website: ingrammarketing.com.au/Veeam

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