



Veritas and Azure – Better Together

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Agenda

- Introduction to Microsoft Azure
- Moving Data to the Cloud with Veritas solutions
- Marketing promotions
- Q&A

Microsoft Azure

Programming languages + tools

.NET, Visual Studio, TFS + Git, Java, NodeJS, PHP, Python, Ruby, C++

IaaS

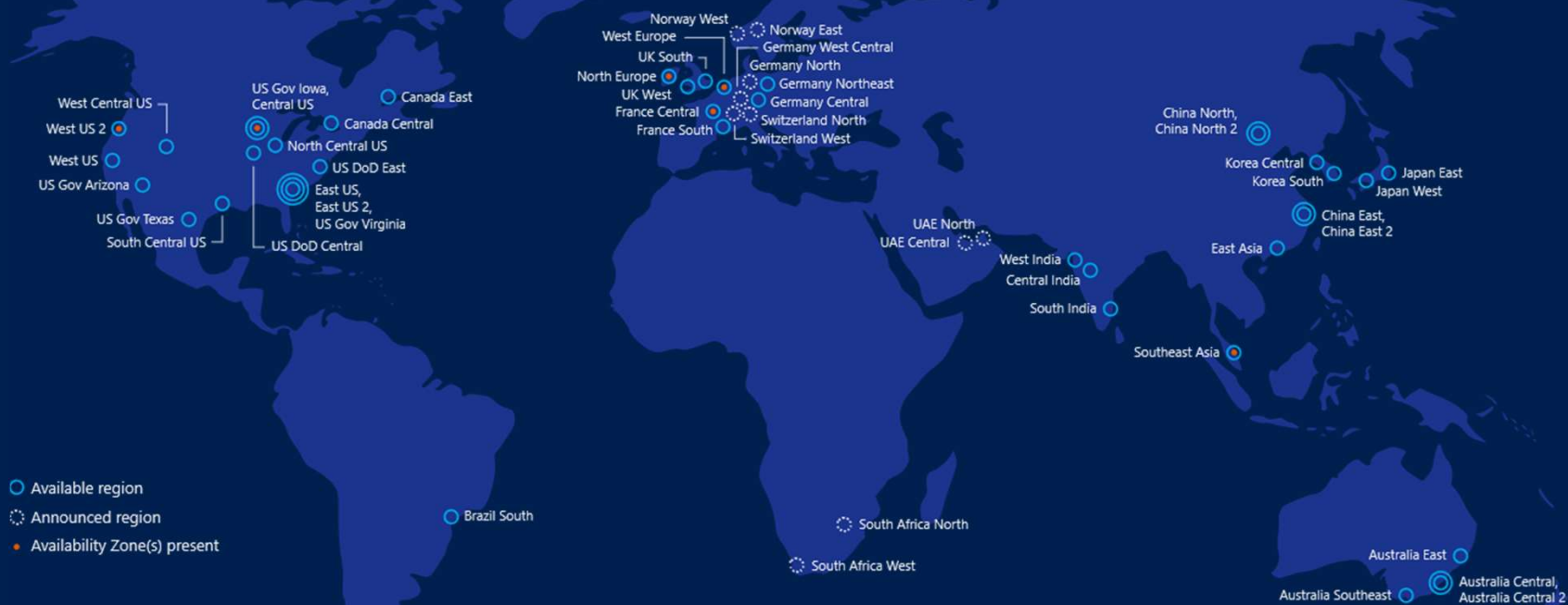
Windows VMs
Linux VMs
Storage
Networking

PaaS

Web	Data
Mobile	Analytics
Gaming	Media
IoT	Identity

Microsoft cloud infrastructure

54 Azure regions





The most trusted and compliant cloud



Trust

GLOBAL



ISO 27001



ISO 27018



ISO 27017



ISO 22301



SOC 1
Type 2



SOC 2
Type 2



SOC 3



CSA STAR
Self-Assessment



CSA STAR
Certification



CSA STAR
Attestation

US GOV



Moderate
JAB P-ATO



High
JAB P-ATO



DoD DISA
SRG Level 2



DoD DISA
SRG Level 4



SP 800-171



FIPS 140-2



Section
508 VPAT



ITAR



CJIS



IRS 1075

INDUSTRY



PCI DSS
Level 1



CDSA



MPAA



FACT
UK



Shared
Assessments



FISC
Japan



HIPAA /
HITECH
Act



HITRUST



GxP
21 CFR Part 11



MARS-E



IG Toolkit
UK



FERPA



GLBA



FFIEC

REGIONAL



Argentina
PDPA



EU
Model Clauses



UK
G-Cloud



China
DJCP



China
GB
18030



China
TRUCS



Singapore
MTCS



Australia
IRAP/CCSL



New Zealand
GCIO



Japan
My
Number
Act



ENISA
IAF



Japan CS
Mark
Gold



Spain
ENS



Spain
DPA



India
MeitY




Canada
Privacy
Laws



Privacy
Shield




Germany IT
Grundschutz
workbook


 Microsoft


Azure Marketplace Apps

Search Marketplace

More








Welcome to Azure Marketplace. Discover, try, and deploy the cloud software you want.


Browse all apps >

Check out the latest announcements


Featured apps




Barracuda CloudGen WAF for Azure
By Barracuda Networks, Inc.
★★★★★ (1)
Software plans start at \$1.04/hour
Test Drive




NetApp Cloud Backup Cloud-Based Appliance
By NetApp
Software plans start at \$0.67/hour
Test Drive



NetScaler ADC: Load Balancer, SSL VPN, WAF & SSO
By Citrix
Software plans start at Free
Get it now

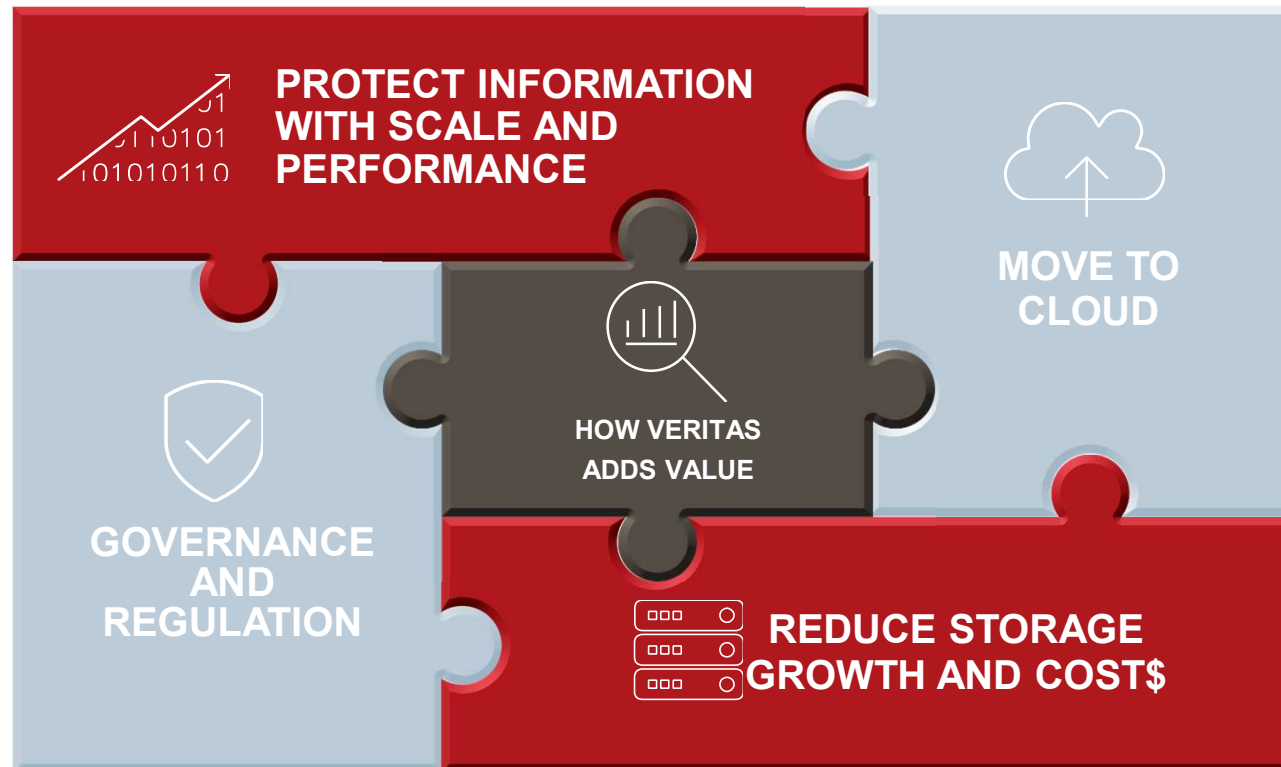


Elasticsearch
By Elastic
★★★★★ (3)
Price varies
Get it now



SoftNAS Cloud Platinum
By SoftNAS
★★★★★ (1)
Software plans start at \$0.294/hour
Free software trial

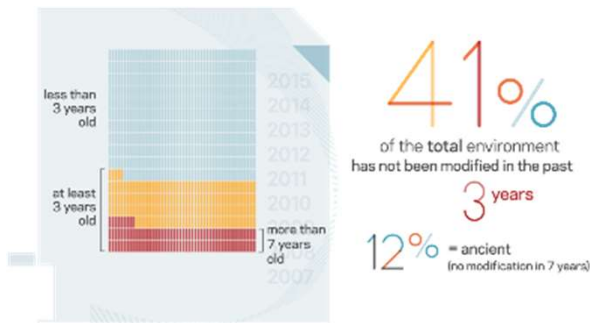
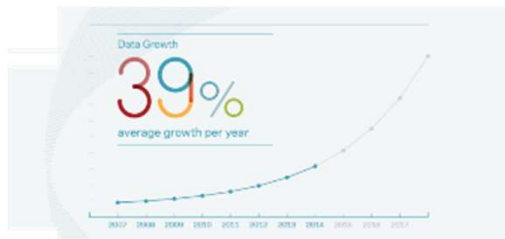
The Veritas Value Add



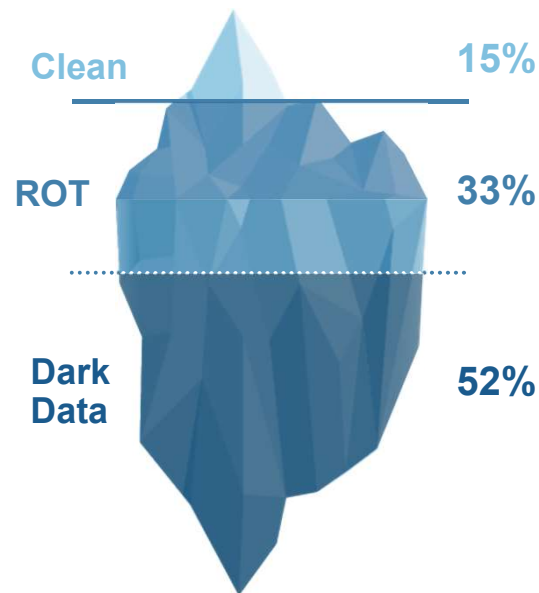
Today's Business Challenge

- Research and findings

The Data *Data Genomics Index*



The People *Global Databerg Report*



Key Finding #1

Data keeps growing at an impressive rate

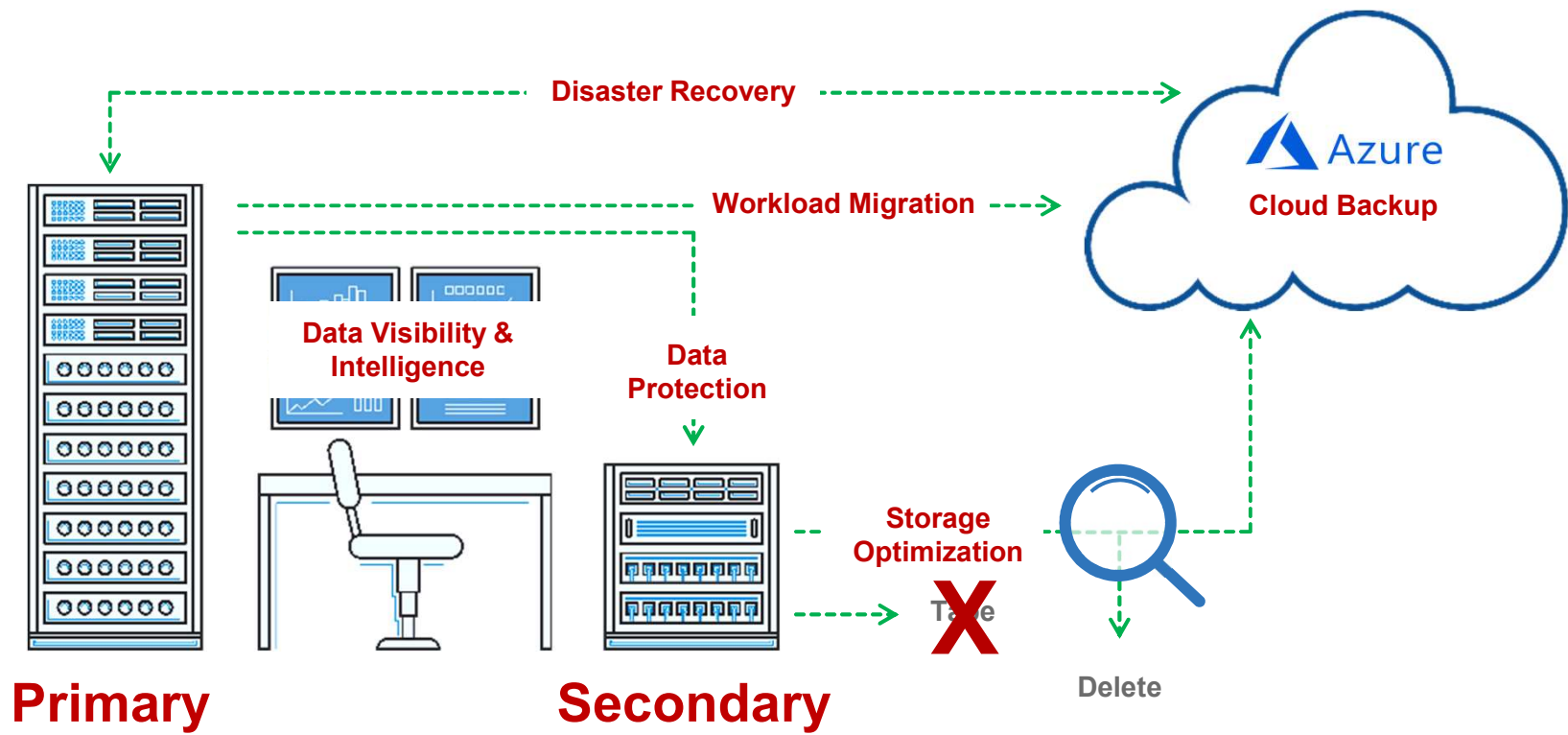
Key Finding #2

There is a lot of stored data that hasn't been touched in a long time

Key Finding #3

Organizations don't know the context around the data they are storing

Deep Technology Integration with Azure

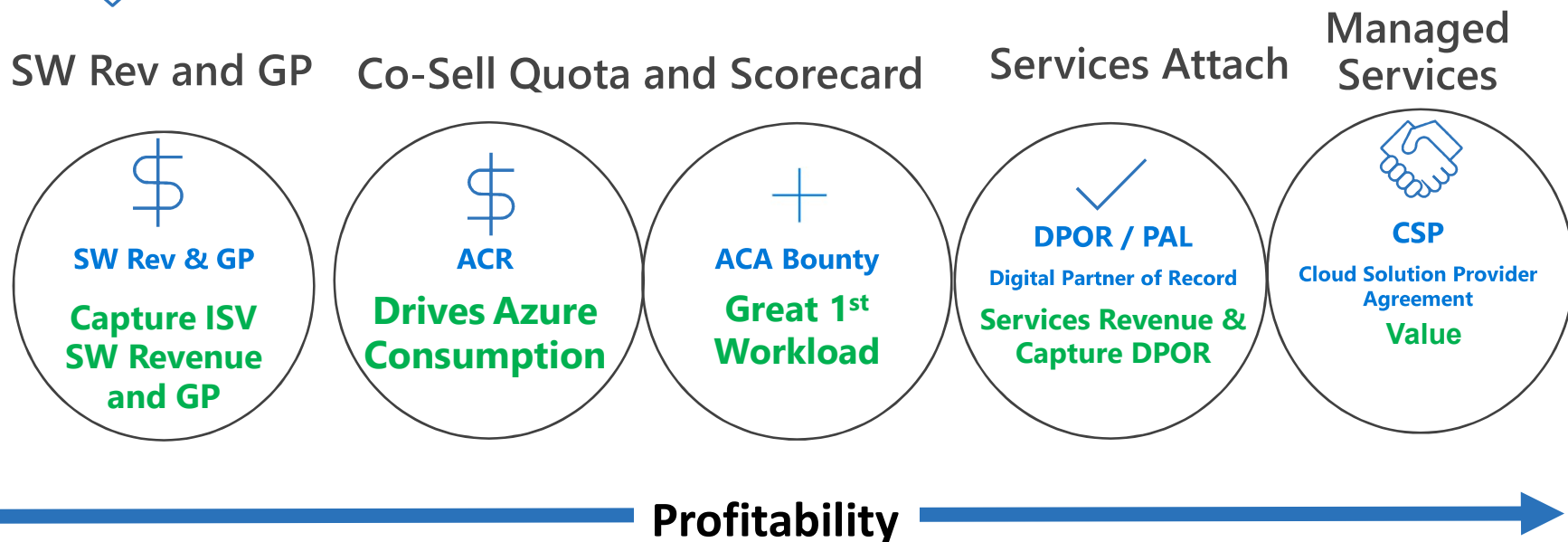


What's In it for the Partner Channel with ISV Cosell?



Opportunity to Co-Sell with Microsoft

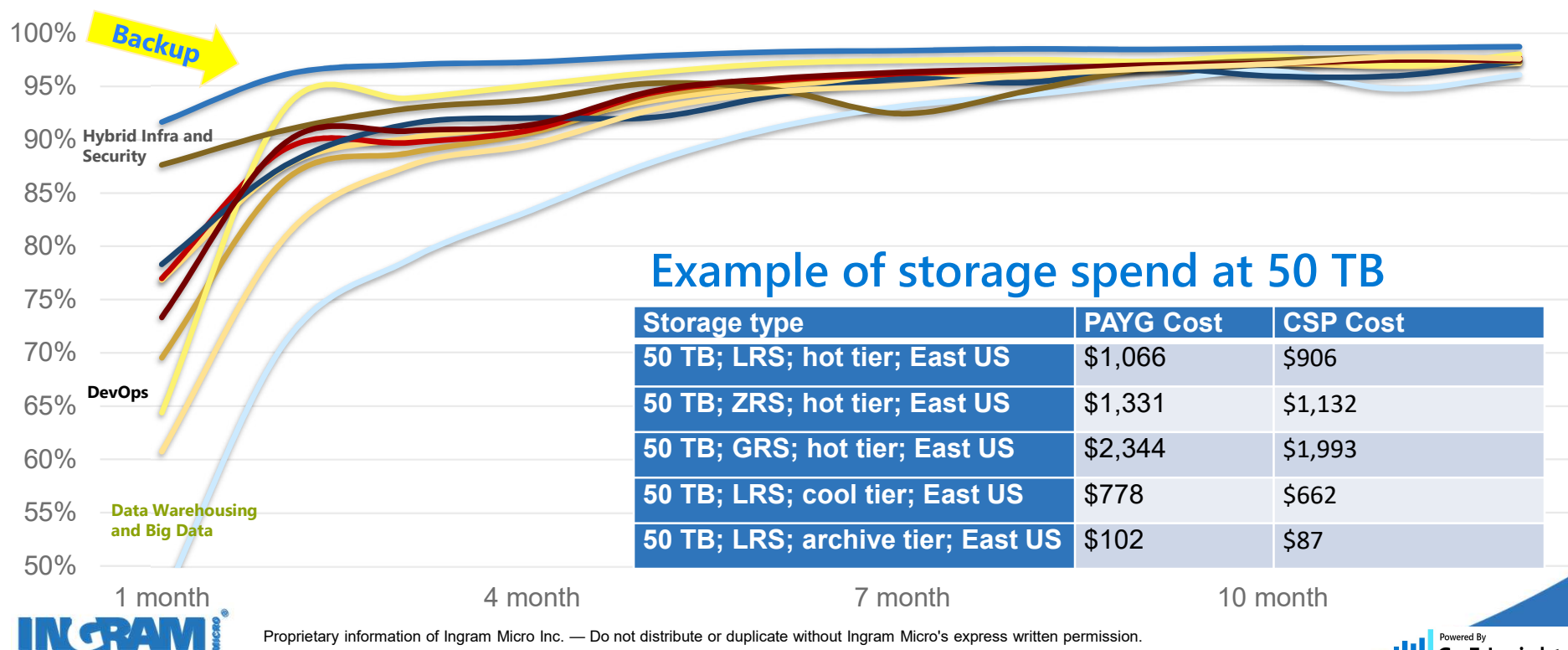
Retire quota and accelerate success



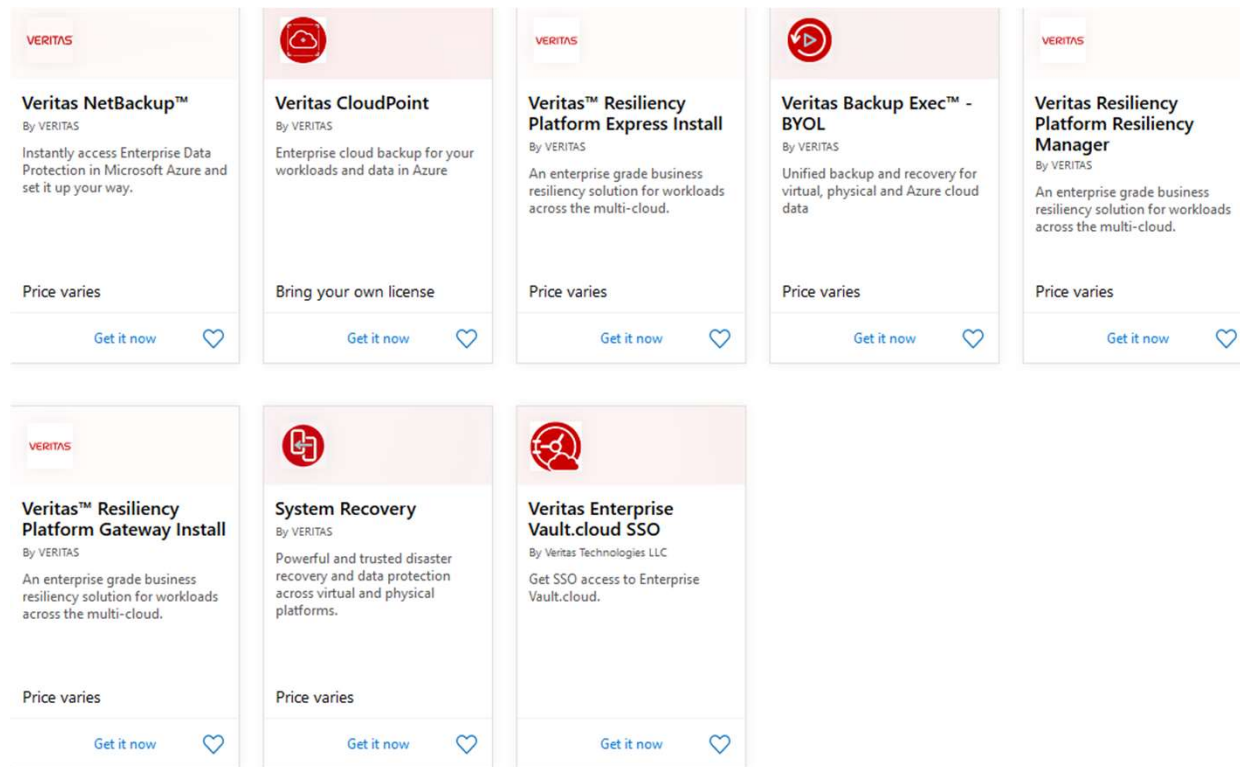
Why start with Data Management?

Backup is our stickiest workload, fastest route to ACA and ACR, least customer impact

Backup reaches highest retention rate within 2 months.

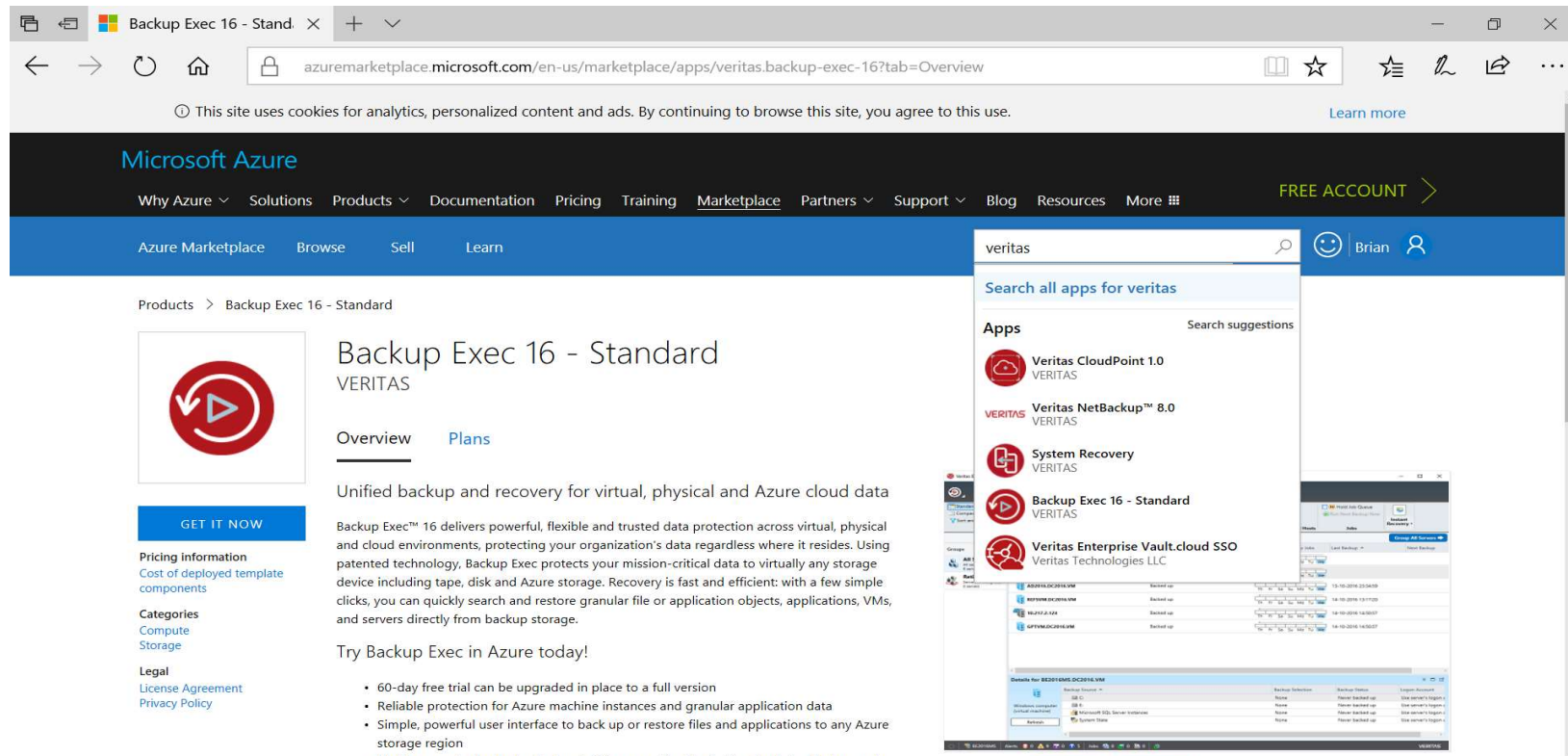


Veritas solutions in Azure Marketplace



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Try Veritas for FREE in Azure!



Veritas helps drive Azure consumption and grow in the Accelerate Program

		Fundamentals	Develop	Elite
		< \$10k/mon	\$10k-\$50k/mon	\$50k+/mon
Demand Gen	Playbook: End customer quarterly digital campaign	✓	✓	✓
	Playbook: Partner success story spotlight		Case study	Case study + video
	Prospecting as a Service: Lead Pass Program			✓
Lifecycle Services	White Label Services	Access	Access with discount	Access with discount
Pricing	Exclusive Promotions (Net Tenant Credit)	\$200	\$300	\$500
	Volume Discount Eligibility		Volume Discount	Volume Discount
Certs	Azure Competency Training	Fundamentals Training	Up to 1 Associate	Up to 2 Associates
Elite Partner	Azure Business Plan Consultation		✓	✓
	Dedicated Account Manager Support		✓	✓
	Exclusive Cloud Summit Promotion and Access	CS20 \$100 Discount	CS20 \$200 Discount	CS20 \$300 Discount



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Is your customer ready for Veritas + Microsoft Solutions?

Questions to start the conversation

- What is the current long-term storage target for your backups? Tape? Cloud?
 - Solution: Veritas Backup with Azure Storage
- Have you already migrated workloads to the cloud? How are you protecting those workloads today?
 - Solution: Veritas CloudPoint with Azure
- Do you know where your data is? How old it is? Who owns it? Does it *really* need to be continually backed up? Or can it be archived in the cloud?
 - Solution: Veritas Information Map

Next Steps : Netback Up

- NBU 7.7.3 end of support May 2019
- Upgrade them to latest and greatest 8.1.2

Benefits:

- New NBU GUI
- Orchestrate snapshots of cloud workloads in AWS, Microsoft and Google
- Smart Meter



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Next Steps : Backup Exec

- BE16 end of standard support April 2 2019
- Upgrade them to latest and greatest 20.3
- 20.4 arriving in May 2019 !

Benefits:

- After 20.2 instant cloud recovery (Azure DR)
- After BE20 and above: Information map integration
- Smart Meter (20.4 Release)

VPF Program Financial Benefits by Partner Tier

Level	Margin Builder Discounts	Rebates
Registered	10%	N/A



Margin Builder

Registered, Silver, Gold, and Platinum tier partners can earn a front-end discount on commercial business opportunities with Margin Builder. To qualify, you must register your opportunity in the Margin Builder portal. The registration process takes less than two minutes to complete, making it quick and easy to register your opportunities.

Easily Register and Start receiving Margin Builder Discounts

1. Select Sign Up


Enroll to the Veritas Partner Program
Sign in to Veritas Account and complete the enrollment process to gain access to PartnerNet resources and tools. If you do not have a Veritas Account, you can sign up now for one.

Sign In to PartnerNet

User ID

Sign In [Forgot your Veritas Account password?](#)

Don't have a Veritas Account?
With a Veritas Account, you can use your sign-in credentials and profile on multiple Veritas applications including PartnerNet, Veritas Support, Veritas Enrollment Management System (VEMS) and Veritas Vox.

Sign up now 

2. Create A Login


Home > Create Profile
Create a Veritas Account

Create Veritas Account Profile
Create your sign-in credentials and profile, and then use them on multiple Veritas applications including PartnerNet, MyVeritas, MySupport, Veritas Enrollment Management System (VEMS), Customer Care and Veritas Vox. All fields are required and must be entered in English/Latin characters only.

Sign In Details

Email Address:
Verify Email Address:
Password:
Verify Password:

Contact Details

First Name:
Last Name:
Company Name:
Company Country:
Language:
Type the characters you see in the following image:

Refresh image

By clicking Submit, you accept the Veritas Account Privacy Notice.

Submit **Cancel**

3. Accept The Program Agreement

Veritas Partner Program Enrollment

Online Contract | Company & Contact Information | Confirmation

VERITAS PARTNER FORCE PROGRAM AGREEMENT Veritas Technologies LLC and/or its subsidiaries ("Veritas") is writing to enter into this Veritas Partner Force Program Agreement ("Agreement") with you as an individual, the company or the legal entity ("You", "Your" or "Yourself") that will be authorized as a member of the Veritas Partner Force Program ("VPF"), only on the condition that you accept all of the terms of this Agreement and subject to Veritas' separate confirmation of acceptance of You into the VPF, which acceptance may precede, accompany or follow Your execution of this Agreement. The Veritas entity who is party to this Agreement is defined by Your location, as follows: "Veritas" means Veritas Technologies LLC, if You are located in the Americas or Thailand; Veritas Storage (Ireland) Limited, if You are located in Europe, Middle East or Africa; Veritas Technologies (Japan) LLC, if You are located in Japan; Veritas Technologies (Beijing) Co. Ltd. if You are located in the Peoples Republic of China; Veritas (Australia) Pty Ltd if You are located in Australia, New Zealand or the Pacific Islands; and Veritas Storage (Singapore) Pte. Ltd. if You are located in any other country in Asia-Pacific. Please note that Veritas reserves the right to change the Veritas entity participating in this Agreement by notice to You as described in this Agreement. 1. Introduction. Read the terms and conditions of this Agreement carefully. This is a legal and enforceable contract between You and Veritas. By clicking on the "Accept" button or otherwise indicating assent and acknowledgment electronically, representing Yourself as a Veritas Partner Force Program member, requesting or receiving any benefits under the VPF and this Agreement, You agree to these terms and conditions. If you do not agree to these terms and conditions, then click on the "I do not agree" or "No" button, or otherwise indicate refusal, log off this website, do not represent Yourself as a member of the VPF and do not request or accept VPF benefits. This Agreement, including the Program Guide, and any applicable supplemental terms, governs Your membership in the VPF. The purpose and intent of this Agreement is to define terms by which You and Veritas (each a "Party", collectively "Parties") conduct our relationship and fulfill our respective commitments pursuant to the VPF and as defined in the then-current Program Guide and any applicable supplements, as may be updated by Veritas from time to time. The Veritas Partner Force Program is intended to facilitate the creation and use of sales tools, product training, and communications to organizations committed to the sale, licensing, and/or recommendation and support of Veritas enterprise software, hardware, or service solutions ("Offering" or "Offerings"), as approved by Veritas. 2. No Authorized Offerings Resale. This Agreement does not authorize Your direct ordering from Veritas and/or Your distribution or resale of Offerings. Any such distribution or resale shall be pursuant to a separate reseller, distributor or other commercial agreement between You and Veritas ("Other Commercial Agreement") or between You and an

4. Fill Out Your Company Information

Veritas Partner Program Enrollment

Online Contract | **Company & Contact Information** | Confirmation

Company Information

Company Name:
Doing Business As:
Country:
Delivery Address:
City/Town:
State/Province/Country:
Postal/Zip Code:
Website:
Phone: +1 Ext.
Sales Tax Ref No.:

Primary Contact Information

Please tell us about yourself!
* Indicates required fields

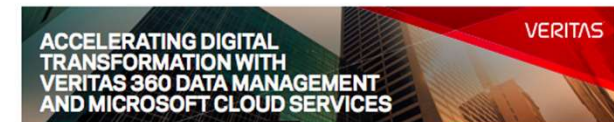
Salutation:
First Name:
Last Name:
Email Address:
Job Title:
Job Description:
Phone: +1 Ext.
Mobile Phone: +1
☐ Address is same as the Company Address



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Resources for you

- Marketing assets in the OCP Catalog
- 360DM on Azure: <https://veritas.com/microsoft>
- Veritas Alliance Team:
 - Carla Ewing carla.ewing@veritas.com
 - Dave Little dave.little@veritas.com
 - Dana Epstein dana.epstein@veritas.com



INTRODUCTION

Cloud services play a critical role in helping organizations accomplish their digital transformations. A deeper partnership with Microsoft is a great option for businesses looking to either simply lower the cost of data storage by moving it to the cloud, or in a more sophisticated use case—migrating on-premises Exchange to Exchange online in Office 365.

As enterprises look to accelerate the adoption of these cloud services, there is increased attention and scrutiny on how they should go about doing this, and a desire to follow best practices to ensure they're capturing the benefits the cloud offers, while controlling for risks. The recently announced **Global Strategic Partnership between Veritas and Microsoft** promises to bring the entire set of 360 Data Management capabilities to the Microsoft Cloud.

"Microsoft and Veritas customers have enjoyed the benefits of highly complementary technology offerings, focused on solving IT challenges in the data center," said Jason Zander, corporate vice president, Microsoft Azure team. "Today, our strengthened partnership delivers deeper integration, allowing customers to more easily take advantage of the flexibility and enterprise-grade reliability that Azure provides."

More than 86 percent of global Fortune 500 enterprises currently use Veritas software-based data protection, availability, and insight capabilities today—many of which are specifically employed to offer complementary management capabilities to their Microsoft environments. It's not necessary to completely fork lift out proven and trusted data management solutions when adopting Microsoft cloud services. Rather, data protection and information governance capabilities can be natively extended to accommodate Azure storage and Office 365 adoption at a pace that's right for the business.

With 360 Data Management for Microsoft Cloud services, organizations can accelerate their digital transformation and embrace more Microsoft cloud services in a holistic manner that doesn't leave the on-premises environment stranded, and is focused on what matters most—their data.

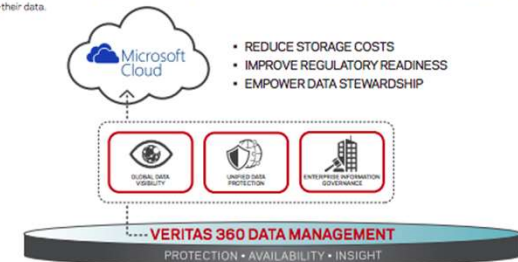


Figure 1. Veritas 360 Data Management capabilities offer enhanced value to customers embracing Microsoft Cloud services



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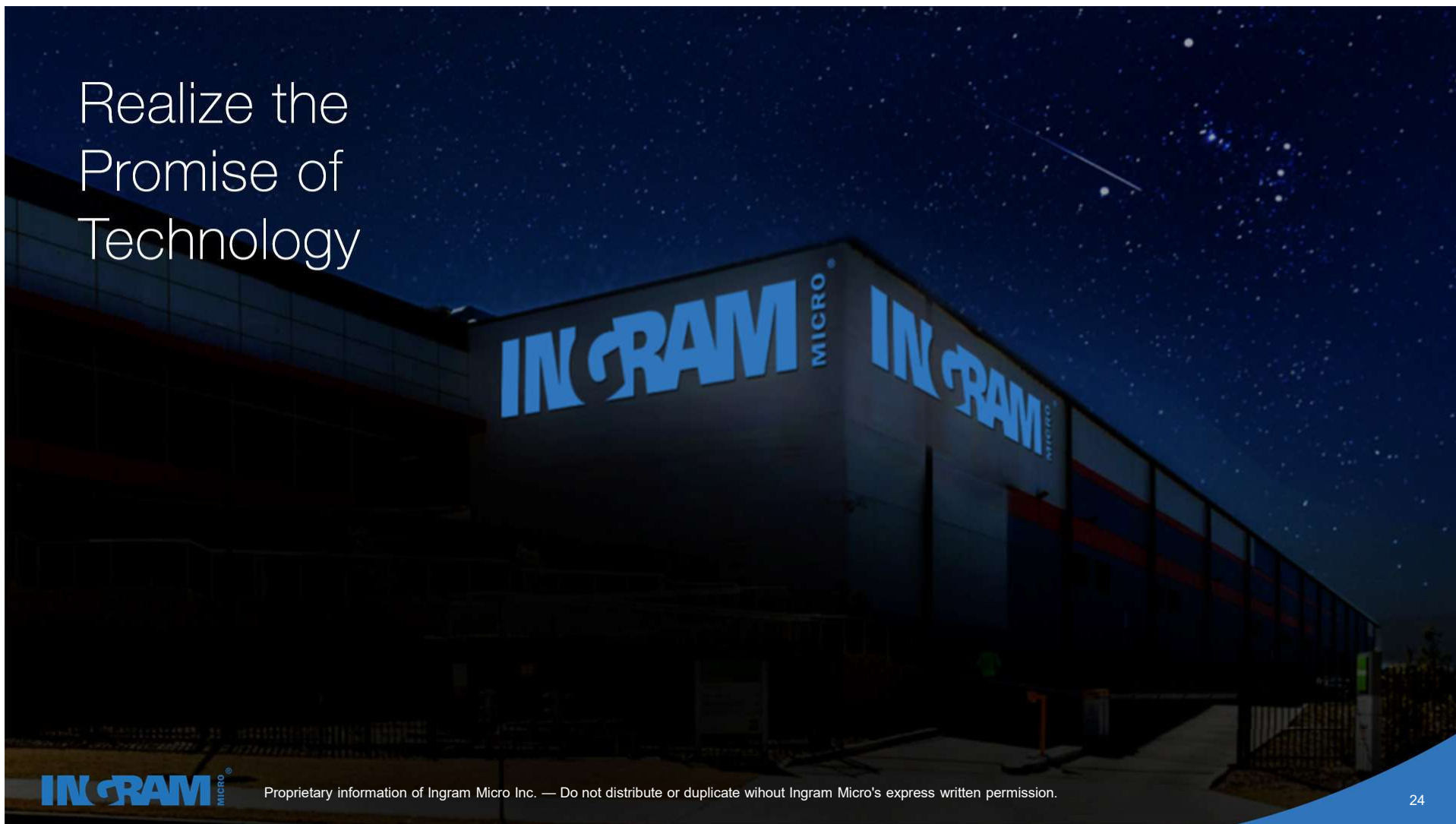
Cloud Team:
Cloud.security@ingrammicro.com



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Q&A

Realize the
Promise of
Technology



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