Veeam Data Platform

Including Veeam Backup & Replication v12, Veeam ONE v12 and Veeam Recovery Orchestrator v6

Partner FAQ
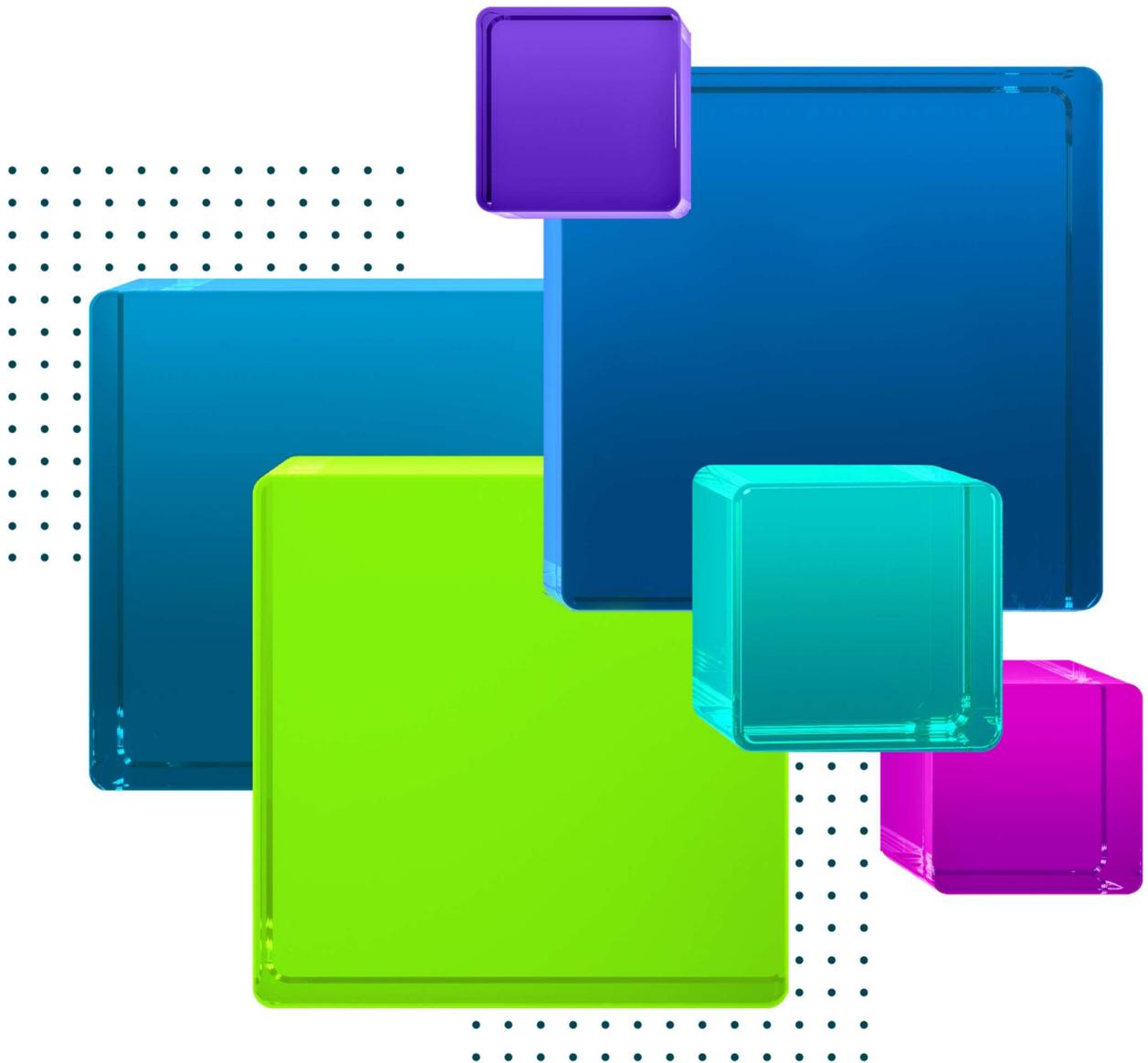
Veeam Data Platform

Partner FAQ

Why are we releasing Veeam Data Platform?

Outages and data loss are part of an unfortunate reality for businesses today. Outages can cause big risks to a company's reputation and revenue since each minute of downtime means critical data is no longer accessible. As if things weren't complicated enough, managing a complex hybrid, multi-cloud environment makes continuity even harder. These challenges exponentially increase complexity and greatly impact an organization's ability to stay in control.

Veeam® Data Platform keeps businesses running by providing organizations with resiliency though a broad platform that provides Data Security, Data Recovery and Data Freedom for the hybrid cloud.

What's the core messaging for V12?

Veeam Data Platform advances enterprise-grade recovery capabilities that ensure confidence in the face of disaster or cyberattacks across the hybrid cloud. This includes NEW direct-to-object storage, expanded cloud-native support and trusted immutability at all locations for greater ransomware protection, which allows you to protect more and recover faster with the efficiency that comes with a single platform.

Trusted immutability: Ensure that your backups can always be restored after a cyberattack with comprehensive enterprise-grade immutability options from trusted vendors, including on-premises objects, block and file storage, hardened repositories and deduplicating storage appliances, cloud object storage and tape.

Cyber resilient: Enable the fastest response to ransomware attacks by identifying, alerting and restoring with clean data, including automation and proven orchestration of all workload recoveries. Empower your zero-trust journey with multifactor authentication (MFA) and password-less service accounts and fortify your defense against cyberattacks with Kerberos-only and IPv6-only environment support.

Hybrid-cloud optimized: Achieve even greater efficiency and security across the hybrid cloud with immutable backups for AWS and Microsoft Azure workloads, cloud-integrated agents, orchestrated disaster recovery (DR) to Azure and unified cloud monitoring and reporting.

What are the Veeam Data Platform editions?

Veeam Data Platform is available in three editions to meet a customers' specific needs and budgets.

Platform edition	Backup and recovery Veeam Backup & Replication™	Monitoring and analytics Veeam ONE™	Recovery orchestration Veeam Recovery Orchestrator
Premium	✔	✔	✔
Advanced (Formally Veeam Availability Suite™)	✔	✔	
Foundation (Formally Veeam Backup & Replication)	✔		

Veeam Data Platform — Essentials is the same as Veeam Data Platform — Advanced Edition but limited to 50 workloads.

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What is Veeam Recovery Orchestrator?

Veeam Recovery Orchestrator (Orchestrator) is the new name for Veeam Disaster Recovery Orchestrator.

What are the themes of Veeam Data Platform?

Data Security: Backups stay protected from cyberattacks with enterprise-grade immutability that safeguards your backups throughout their entire lifecycle, ensuring you can meet your recovery objectives.

Data Recovery: Achieve rapid response and reliable recovery from ransomware attacks for your data center and cloud-hosted workloads by identifying and fully orchestrating the recovery of clean data.

Data Freedom: Optimized for the hybrid cloud with new application consistency options for cloud workloads, low-recovery point objective (RPO) DRaaS and multi-cloud monitoring helps organizations clear roadblocks and accelerate their cloud initiatives.

What are the new features of Veeam Data Platform?

Key features:

NEW direct-to-object storage backups: Take full advantage of the unlimited scalability of on-premises and cloud object storage without sacrificing performance.

NEW! Direct to on-premises object storage: Send your enterprise scale datacenter backups directly to Veeam's broad ecosystem of object storage partners on-premises with the performance you need to meet your goals.

NEW! Direct to cloud object storage: Reduce the overall cost and complexity of managing new and existing infrastructure backups at the edge with direct backups to object storage in the cloud.

Major capabilities:

Expanded options for cloud backups: Ensure zero-loss recovery with more ways to back up workloads that are born in or migrated to the cloud with full application awareness with cloud-integrated agents.

Multi-cloud visibility: Proactively monitor your multi-cloud backup policies with simple at-a-glance reports and new alarms. 16DEC22 NOTE: Areas highlighted in GREEN have been updated and should be reflected in any collateral that uses this messaging.

Immutability for cloud-hosted workloads: Add a critical layer of security to your AWS- and Azure-hosted workloads with WORM functionality for backups that are tiered to object storage.

Immutability for more of your enterprise: Reduce the cyberthreat attack surface of your enterprise with expanded immutable backup and reporting of NAS, Oracle, SAP and SAP HANA workloads plus additional immutability for HPE StoreOnce Catalyst target storage.

Immutable storage for Microsoft Azure Blob Storage: Ensure data integrity with immutability options for on-premises backups that were tiered or written directly to Azure Blob Storage.

Fastest ransomware response: Enable the fastest response to ransomware attacks by actively detecting threats and malicious behavior before restoring with clean data.

Stop cyberthreats at the door: Prevent unauthorized access with support for MFA, password-less gMSA accounts, Kerberos-only and IPv6-only environments.

Reliable low RPO DraaS: Meet stringent recovery objectives for critical workloads with Veeam Continuous Data Protection (CDP) to a Veeam Cloud & Service Provider (VCSP) partner.

Enterprise-grade protection management: Simplify the management of large and complex environments with flexible policy-like jobs and new at-a-glance recovery time objective and recovery point objective (RTO and RPO) status views with specific service level agreement (SLA) compliance reporting.

Eliminate NAS access gaps: Maintain a user's full read/write access to SMB file shares after a disaster with new Instant Recovery for NAS backups.

Improved operational efficiency: Optimize moving or copying backups between different storage types while preserving data reduction with new and intelligent backup data migration.

Delight your database administrator: NEW Veeam Plug-in *for Microsoft SQL Server* lets your database administrator send database backups directly to Veeam repositories.

Simplify PostgreSQL recovery: New Veeam Explorer™ *for PostgreSQL* provides intuitive and GUI-driven standardized recovery for backup administrators.

Centralized management of Kubernetes backups: Centralized visibility and management of Kubernetes data protection with the new Veeam Backup & Replication plug-in for Kasten K10.

Excellence in the ecosystem: Veeam's Universal Storage API 2.0 and NEW Smart Object Storage API provide even more future proofing for enterprise scalability and offsite resiliency. Ecosystem vendors include Pure Storage, Scality and Object First as the inaugural launch partners that integrate with these new APIs.

What trainings are available to help me sell V12?

There are several trainings available to help you get started with selling V12. These trainings include:

[V12 VeeamIQ training for Veeam Value-Added Resellers (VVARs)](#)
[V12 VeeamIQ training for VCSPs](#)
[Cloud Native VeeamIQ training for VARs](#)
[Cloud Native VeeamIQ training for VCSPs](#)

Additionally, Veeam Sales Professional and Veeam Technical Sales Professional (VMSP and VMTSP) certification courses are being updated to include V12's new capabilities. These certifications will be called VMSP 2023 and VMTSP 2023 and will be available in Q1 2023. For those who have VMSP 2022 or VMTSP 2022, there will be an upgrade path defined in VeeamIQ to guide you through this simple upgrade process.

Will there be changes to licensing with this new release?

No. Veeam Universal License (VUL) will continue to be our primary license type. VUL is a portable license that can be used universally, which gives users an added element of portability and helps make the jump to cloud and hybrid environments even easier without any additional cloud fees. VUL licenses are sold for a defined duration that ranges from one- to five-year terms or paid upfront or annually for a three-year term. These licenses can be used across a variety of Veeam product and workload types interchangeably.

What is Veeam Ransomware Recovery Warranty?

NEW Veeam Ransomware Recovery Warranty is an important part of a ransomware recovery strategy and provides customers with access to the expertise and best practices they need to be prepared for a worst-case scenario. There's no silver bullet that solves the threat of ransomware, but with Veeam Ransomware Recovery Warranty, customers have one more way to achieve peace of mind.

For eligible users, Veeam Ransomware Recovery Warranty includes:
- Advanced onboarding support
- Quarterly health checks
- Highest-priority issue routing
- Access to a Ransomware SWAT team to help in the event of an attack
- 30-minute time-to-first-response SLAs

- Access to design and installation services through a Veeam Accredited Service Provider (VASP)
- In the event of a verified ransomware attack, up to $5 million data recovery reimbursement

For more information on Veeam Ransomware Protection Warranty, reach out to your channel manager.

Are there changes to PULSE and how VCSP partners report workloads with V12?

Yes. There have been updates to the PULSE interface and how VCSP partners will need to report their workloads starting at V12's GA.

- Public cloud workloads: There will be more granular options when you report public cloud workloads beyond cloud virtual machines (VMs).
  - Public cloud VM: AWS EC2 instances, Azure VMs, GC VMs
  - Public cloud database: AWS RDS, Azure SQL, Google Cloud SQL
  - Public cloud file share: Managed file share instances like AWS EFS, Azure Files
- File share to tape: With the performance enhancements included in V12, partners that back up file shares directly to tape will now report based on the total size of their source object. This follows the same structure we have in place today for NAS backup (where the first 500GB is free). This is reported under the file share counter. Learn more here.

What's New in Veeam Service Provider Console v7

For more information on Veeam Service Provider Console v7, check out our Partner FAQ.

Veeam Data Platform

Packaging FAQ

Why is Veeam changing the packaging options?

To provide greater capabilities to our customers, Veeam has adopted a formal platform strategy to extend greater capabilities of backup, monitoring and orchestration to customers for the best cyber resiliency options. A good/better/best model has proven effective at giving customers the options that they need, in easy-to-understand packaging which makes buying decisions easier.

Also, Veeam had an inconsistent structure for naming products and bundles. Some names were the products (ex: Veeam Backup & Replication), others were suites (ex: Veeam Availability Suite) and other names were editions (ex: Standard, Community, etc.) This solution simplifies the naming into one offering name, Veeam Data Platform, with good, better, best packaging options.

What is changing?

Veeam is packaging the product bundles more strategically, bringing additional value to customers in an easier to consume fashion. Veeam now markets and packages its core offerings in a platform fashion, instead of marketing and selling standalone offerings or bundles that have a confusing or unclear title structure.

Veeam Data Platform Packages

Platform Packages	Backup and Recovery	Monitoring and Alerts	Recovery Orchestration	Ransomware Warranty (add-on)
Premium	✓	✓	✓	✓
Advanced	✓	✓		
Foundation	✓			
Supporting product components	Veeam Backup & Replication	Veeam ONE	Veeam Recovery Orchestrator	

Also Available:
- Veeam Data Platform Essentials (for Small Business)
- Veeam Backup & Replication, Community Edition

Previously we sold the standalone Veeam Backup & Replication product as just that, Veeam Backup & Replication. Now we will market it as the **Veeam Data Platform — Foundation Edition** package. Similarly, Veeam Availability Suite will now be marketed and sold as Veeam Data Platform — Advanced Edition. Veeam Backup Essentials will be marketed and sold as Veeam Data Platform — Essentials.

> **Old packaging → New packaging**
>
> Veeam Backup & Replication → Veeam Data Platform — Foundation
>
> Veeam Availability Suite → Veeam Data Platform — Advanced
>
> Veeam Backup Essentials → Veeam Data Platform — Essentials

How is VDP licensed?

Veeam Data Platform is licensed with VUL for all editions. VUL subscription is preferred, but it is also available with VUL Perpetual.

For customers demanding sockets, which are limited to only protecting VMware or Hyper-V, customers can purchase subscription sockets. Subscription sockets can be offered in Veeam Data Platform Essentials, Foundation and Advanced options, but only available in ENT+ edition. Perpetual socket customers purchasing subscription sockets will need to convert all sockets in that environment to subscription sockets.

Does VDP support all workloads?

Yes, all VDP packages support all of the following:
- Cloud: AWS, Azure and Google Cloud
- Virtual: VMware, Hyper-V, Nutanix AHV, and Red Hat Virtualization
- Physical: Windows, Linux, MacOS, AIX and Solaris
- NAS: To disk, to tape and to object
- Enterprise Apps: Microsoft, Oracle, SAP, PostgreSQL

2.22.2023 | 5

Are the underlying products different with Veeam Data Platform (as compared to previous packaging)?

No, Veeam Backup & Replication, Veeam ONE and Veeam Recovery Orchestrator are the same.

Are features eliminated, changed or removed?

No, the full feature capabilities of the underlying products still exist for all Veeam Data Platform packages. If you had purchased Veeam Backup & Replication VUL standalone, Veeam Data Platform — Foundation Edition carries over all features and functionality. The same is true for Veeam Availability Suite, where Veeam Data Platform — Advanced Edition provides the full features of Veeam Backup & Replication and Veeam ONE. The same is true for Veeam Backup Essentials as well.

What features are available to per-CPU socket customers of Veeam Backup & Replication, Veeam Availability Suite and Veeam Backup Essentials?

Per-socket customers of Veeam Backup & Replication, Veeam Availability Suite and Veeam Backup Essentials will keep the same feature capability they have in their per socket license and respective edition (ENT+, ENT and STD). Their capabilities are still restricted to only VMware and Hyper-V and are still limited to their edition. Details can be shown here in the Feature comparison.

It is expected that per socket customers will have their product packaging updated in the same fashion with Foundation, Advanced and Essentials. There will be no Veeam Data Platform — Premium Edition offered with per-socket metering.

Can socket customers upgrade to the full Veeam Data Platform packages?

Yes, socket customers can, and should consider upgrading to the Veeam Data Platform and the way to do this is to migrate to VUL. Migrating to VUL is the lowest price ever in 2023, at the price of the customers Socket renewal!! Contact renewals for the best deal here today!

Customers may be keen to upgrade to higher packages (ex: from Veeam Backup & Replication sockets to Veeam Data Platform — Advanced VUL).

Do "Enterprise Plus" socket customers qualify for Veeam Data Platform Premium or Ransomware Warranty?

No, just because a customer has ENT+ edition socket, which has capabilities limited to only VMware and Hyper-V, it does not qualify them for the Premium package or the Ransomware Recovery Warranty, but there are upgrade options there, starting with Migrating to the fully featured VUL license.

When will the changes to SKUs and new price books go live?

While the new Veeam Data Platform — Premium Edition is already live, Advanced, Foundation and Essentials are still being transacted as Veeam Availability Suite, Veeam Backup & Replication and Veeam Backup Essentials until April 1. As a partner, you will be notified of this update on March 1 with new price books going public April 1.