

Adistec Services Providers Programs - SPP

Sebastian Garcia Piscicelli
spp@adistec.com



Value Added Distributor

+18 years delivering IT solutions.

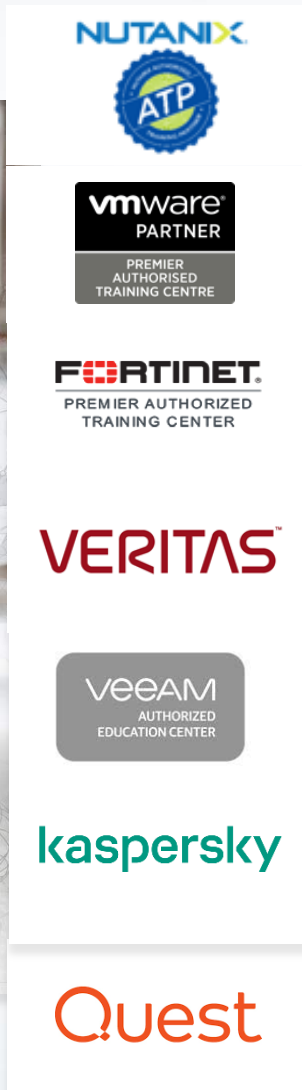
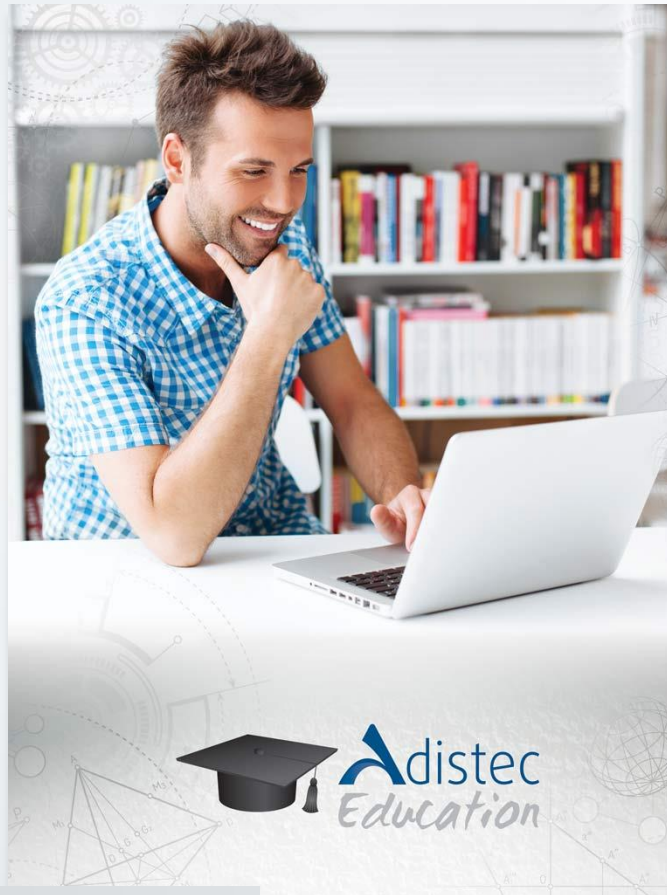
- Headquarters in Miami, USA
- With operations in **17 countries**
- **+300** people
- **+50** System Engineers
- 7 units of business







Our Brands



- **+4000** engineers in the last 2 years.
- Own Staff with **Certified Instructors**.
- Own **training rooms** in most of our offices in Latam
- We received several awards as a **leading authorized training center**
- Our own **laboratory infrastructure**

Our Catalogue Includes:

Implementation and installation: pre-configured services with proven methodology for installing and deploying data centers and security solutions both on-site and remotely.

Consulting services: including evaluations / design / implementation and quality control.

Managed services: outsourcing of critical processes to optimize performance and reduce costs. This service includes resource allocation, processes and execution, becoming an extended arm of your IT Department.

Cloud services: including data center design, deployment, upgrades, and multi-tenant deployments



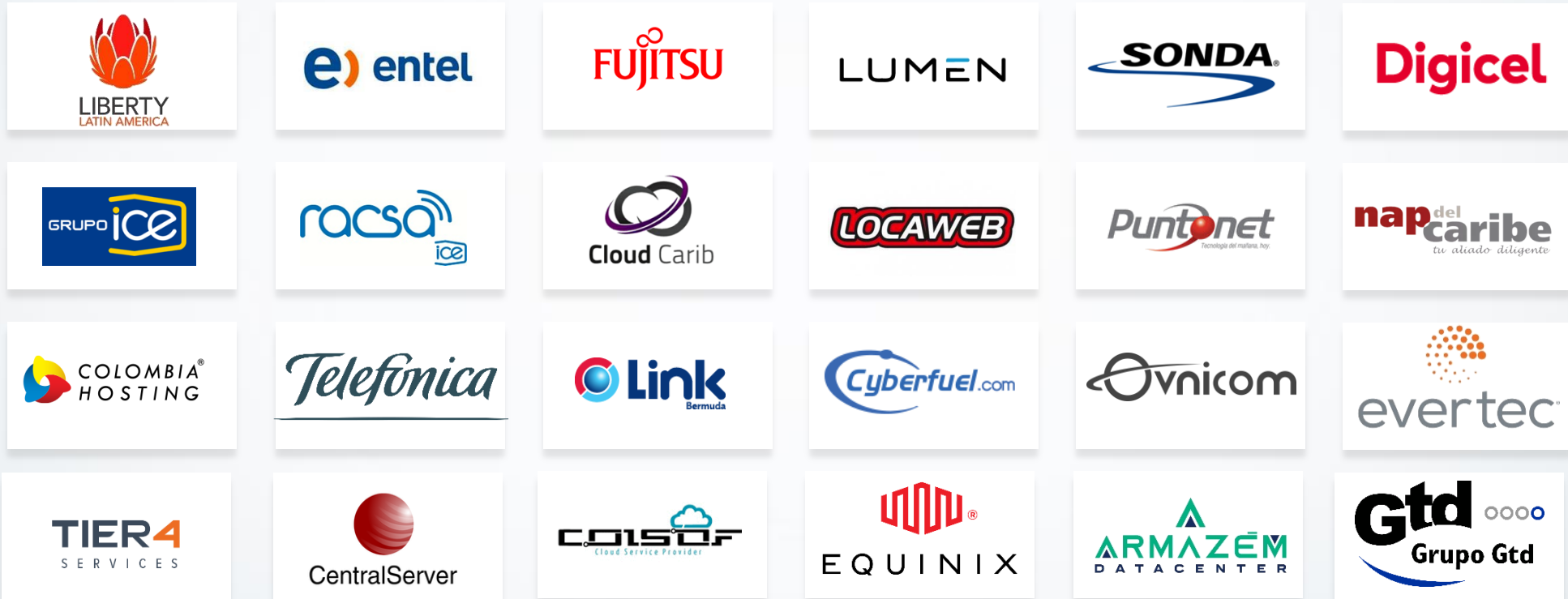
Service Providers Programs (SPP)



- More than **200** active contracts in the region.
- **Pay Per Use** Model.
- **13 Years** of Experience in Cloud Licensing topics.
- Datacenters **implementation experience.**



Some of ours Partners (SPP)



ADISTEC ENTERPRISE CLOUD



- Dedicated Clouds
- Virtual Private Clouds
- BaaS
- DRaaS
- Endpoint Management as a service



AEC – EQUINIX MI1, MIAMI (TERREMARK)





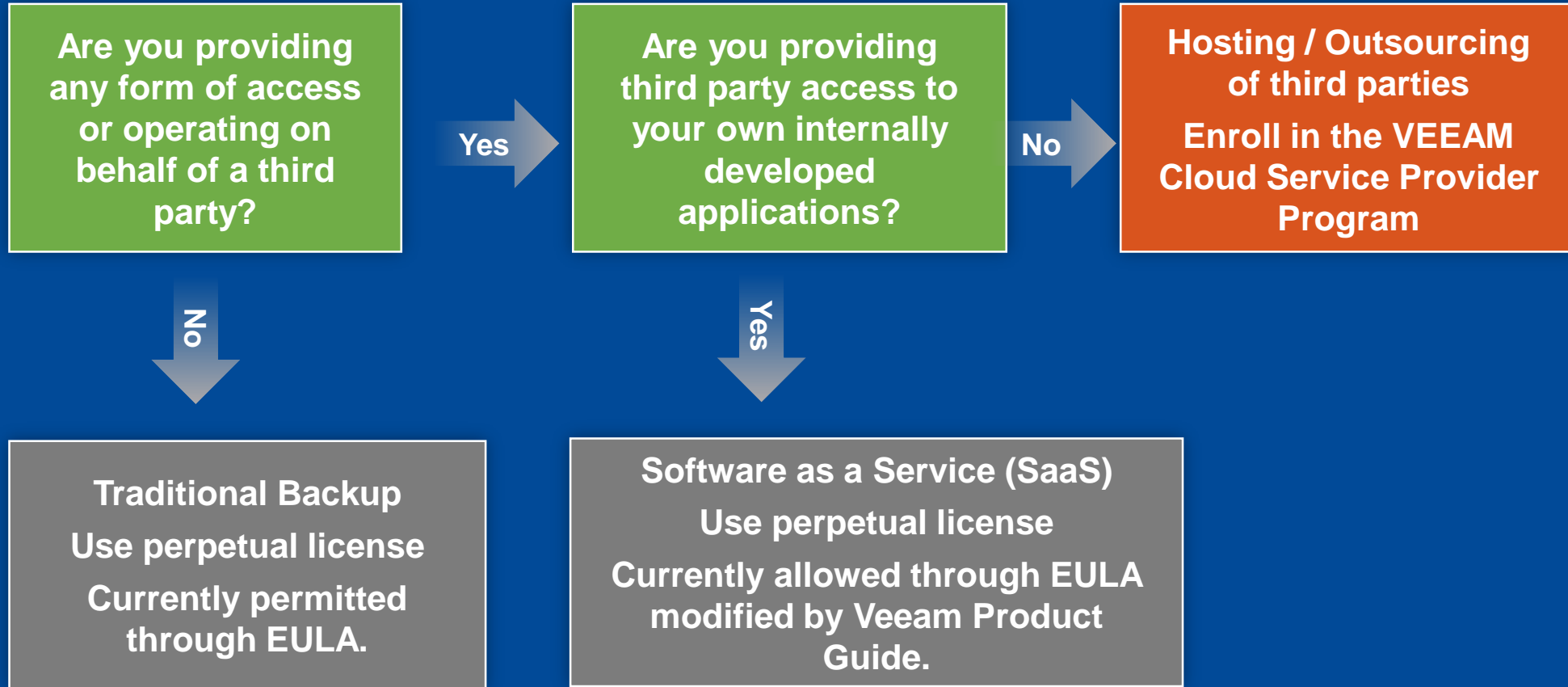
VEEAM Cloud Service Provider



VEEAM

CSP PARTNER
PROGRAM

Which license should I choose?



VCSP (Veeam Cloud Service Provider) is VEEAM's partner program designed to meet the needs of Service Providers based on a monthly lease model of their products.

This new modality will allow Service Providers to acquire, according to their demand, the number of licenses necessary to provide a service to their customers without additional costs.





- There are different levels of contracts that allow you to **obtain discounts and improvements**, where the lowest level is very accessible.
- There is **no charge** for belonging to the VCSP program.
- The VCSP contract **does not have an objective** or stipulated quota to fulfill.
- The Service Provider **pays per month according to the use made of licenses** (On Demand) and according to the level of VCSP contract in force.
- A contract is signed for **12 months** with a fixed price.
- **It does not require the purchase of the software**, it can be downloaded for free with your access to PULSE.
- It adapts to the way service providers charge their customers.

- Access to the Pro-Partner Portal (marketing material, manuals, communications).
- **Partner profile** and inclusion in the directory of recommended Partners.
- **Global reach**, all countries have the same price list, enabling you to compete globally.
- Conferences for Partners VEEAM-ON*.
- VCSP's Logo.
- The software will be **updated free** of charge by VEEAM while the Service Provider's contract is active.
- **Discounts** for trainings (regional).
- **Technical Support "Production" level included**, provided by VEEAM direct.



* only by invitation if you are enrolled in a commitment Plan

How to join the VCSP Program?



1. Admission requirements

Complete the online application and accept the agreement.

<http://www.veeam.com/service-providers>

**If you are already a VEEAM partner, use the cross enrollment link on the Partner Central portal.*

The screenshot shows the Veeam website with a dark blue background. The Veeam logo is in the top left. Navigation links include Contact Sales, Downloads, Support, and Forums. A secondary navigation bar includes Products, Solutions, Resources, Partners, Company, and How To Buy. The main content area features the headline "The Power of Partnership" and the text "375,000 customers, 68,300 channel partners, 0 competition from Veeam". Two prominent buttons are visible: a blue "JOIN THE VCSP PROGRAM" button with the text "Free to join, no obligation to buy" below it, and a white "DOWNLOAD TRIAL" button with the text "Select downloads available exclusively for VCSP Partners" below it. The Veeam logo and "CSP PARTNER PROGRAM" text are in the bottom right corner.

How to join the VCSP Program?



2- Contact your local Adistec executive, who will send you the digital VCSP contract.

3-They must complete the contract



4- Adistec will process your contract with VEEAM, and you will be able to download the keys and the products from VEEAM PULSE; so that you can activate them (this process takes 48 hours).

5-The VCSP Partner must enter once per month (between 1st and 5th of each month) in PULSE and complete the report of usage



The partner is ready to offer the service to its customers and to sell!





VEEAM | Search...

Monthly Usages | Rental Agreement | Open Support Case | Pulse Tutorials | Pulse Settings

REPORT Service Provider - My Actions

Total Records: 1

USAGE MONTH	DOE DATE	SUBMITTED ON	MIN COMMIT POINTS	POINTS REPORT
December 2018	1/5/2020	-		1,500
Grand Total (1 record)				

<https://propartner.veeam.com/vcsp-pulse>

Contract 01991360

Account Name	Status	License Contact	Contract Start Date	Contract End Date	Contract Term (months)
[AA] Service Provider Test	Draft	Tony Adebajo	11/1/2019	10/31/2020	12

Contract Number: 01991360
VRA Min Commit: 10/31/2020
Contract Term (months): 12
Total Prepay Points: 0
Status: Draft

Account Name: [AA] Service Provider Test
Usage Reporting Administrator: Tony Adebajo
Replacement Contract: [AA] Service Provider Test
Soft Limit: 3,311
Hard Limit: 4,375

Announcements / Updates

Please ensure you have signed the [NEW VCSP Partner Enrollment agreement](#), a new requirement as of March, 2019. For assistance capturing your usage reporting data across your Veeam installations, check out the [NEW VCSP Rental Agreement](#).



Reporting Status: Pending Service Provider Review

Outstanding Reporting Actions

- New** - Provide Consumption Report
- Pending Service Provider Review** - Provide Consumption Report
- Rejected by Aggregator** - Review and Resubmit Consumption Report

[Training Videos VCSP PULSE](#)

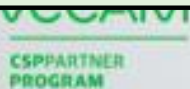


Products and Prices



SKU	Model	Measure	Description	Points	Whitout Commit	200	800	1500	3500	5000
H-VASPLS-VV-R0000-00	Rental	VM	Veeam Availability Suite Enterprise Plus	13	\$ 10,53	\$ 9,49	\$ 8,84	\$ 8,32	\$ 7,80	\$ 7,41
H-VASENT-VV-R0000-00	Rental	VM	Veeam Availability Suite Enterprise	11	\$ 8,91	\$ 8,03	\$ 7,48	\$ 7,04	\$ 6,60	\$ 6,27
H-VBRPLS-VV-R0000-00	Rental	VM	Veeam Backup & Replication Enterprise Plus	11	\$ 8,91	\$ 8,03	\$ 7,48	\$ 7,04	\$ 6,60	\$ 6,27
H-VBRPLS-0R-R0000-00	Rental	Server	Veeam Backup & Replication Enterprise Plus	11	\$ 8,91	\$ 8,03	\$ 7,48	\$ 7,04	\$ 6,60	\$ 6,27
H-VBRPLS-0W-R0000-00	Rental	Workstation	Veeam Backup & Replication Enterprise Plus	4	\$ 3,24	\$ 2,92	\$ 2,72	\$ 2,56	\$ 2,40	\$ 2,28
H-VBRPLS-NS-R0000-00	Rental	NAS (250 GB)	Veeam Backup & Replication Enterprise Plus	10	\$ 8,10	\$ 7,30	\$ 6,80	\$ 6,40	\$ 6,00	\$ 5,70
H-VBRENT-VV-R0000-00	Rental	VM	Veeam Backup & Replication Enterprise	9	\$ 7,29	\$ 6,57	\$ 6,12	\$ 5,76	\$ 5,40	\$ 5,13
H-VBRENT-0R-R0000-00	Rental	Server	Veeam Backup & Replication Enterprise	11	\$ 8,91	\$ 8,03	\$ 7,48	\$ 7,04	\$ 6,60	\$ 6,27
H-VBRENT-0W-R0000-00	Rental	Workstation	Veeam Backup & Replication Enterprise	4	\$ 3,24	\$ 2,92	\$ 2,72	\$ 2,56	\$ 2,40	\$ 2,28
H-VBRENT-NS-R0000-00	Rental	NAS (250 GB)	Veeam Backup & Replication Enterprise	10	\$ 8,10	\$ 7,30	\$ 6,80	\$ 6,40	\$ 6,00	\$ 5,70
H-VBRSTD-VV-R0000-00	Rental	VM	Veeam Backup & Replication Standard	5	\$ 4,05	\$ 3,65	\$ 3,40	\$ 3,20	\$ 3,00	\$ 2,85
H-VBRSTD-0R-R0000-00	Rental	Server	Veeam Backup & Replication Standard	11	\$ 8,91	\$ 8,03	\$ 7,48	\$ 7,04	\$ 6,60	\$ 6,27
H-VBRSTD-0W-R0000-00	Rental	Workstation	Veeam Backup & Replication Standard	4	\$ 3,24	\$ 2,92	\$ 2,72	\$ 2,56	\$ 2,40	\$ 2,28
H-VBRSTD-NS-R0000-00	Rental	NAS (250 GB)	Veeam Backup & Replication Standard	10	\$ 8,10	\$ 7,30	\$ 6,80	\$ 6,40	\$ 6,00	\$ 5,70
H-ONE000-VV-R0000-00	Rental	VM	Veeam ONE	2	\$ 1,62	\$ 1,46	\$ 1,36	\$ 1,28	\$ 1,20	\$ 1,14
H-VBO365-0U-R0000-00	Rental	User	Veeam Backup for Microsoft Office 365	1,5	\$ 1,22	\$ 1,10	\$ 1,02	\$ 0,96	\$ 0,90	\$ 0,86
H-CCEBCK-0W-R0000-00	Rental	Workstation	Veeam Cloud Connect Backup	3	\$ 2,43	\$ 2,19	\$ 2,04	\$ 1,92	\$ 1,80	\$ 1,71
H-CCEBCK-0V-R0000-00	Rental	VM	Veeam Cloud Connect Backup	5	\$ 4,05	\$ 3,65	\$ 3,40	\$ 3,20	\$ 3,00	\$ 2,85
H-CCEBCK-0R-R0000-00	Rental	Server	Veeam Cloud Connect Backup	7	\$ 5,67	\$ 5,11	\$ 4,76	\$ 4,48	\$ 4,20	\$ 3,99
H-CCEREP-0V-R0000-00	Rental	VM	Veeam Cloud Connect Replication	10	\$ 8,10	\$ 7,30	\$ 6,80	\$ 6,40	\$ 6,00	\$ 5,70

in dollars, without any local or customs taxes nor fees. Talk to your local Adistec's Executive.





Thanks!

Sebastian Garcia Piscicelli
spp@adistec.com

 adistec