TD SYNNEX

veeam

Introducing Veeam for Microsoft 365

Protect Microsoft 365 workloads and unlock new revenue opportunities

Start your Veeam journey



Microsoft 365 is **mission critical** for your customers, yet native tools alone cannot guarantee complete protection. Data loss can occur through accidental deletion, ransomware, identity-based attacks or retention gaps. Microsoft's own guidance recommends using a **third-party backup** to ensure **full protection and restore flexibility.**

Veeam Data Cloud for Microsoft 365 (VDC M365) closes this gap with a fully managed Backup as a Service (BaaS) solution that delivers:

- Immutable, secure by design storage
- Granular restores for emails, files, Teams channels and SharePoint sites
- Audit ready reporting for compliance reassurance
- No infrastructure or technical overhead

VDC M365 is proven to protect against rising cyber threats while enabling rapid, clean recovery.

Key workloads protected:

- Exchange Online
- SharePoint Online
- OneDrive for Business
- Microsoft Teams

Why partners should act now

Attaching Veeam to every Microsoft 365 deal **strengthens your portfolio, increases deal size and delivers recurring revenue** through monthly per-user subscriptions. It is an easy entry point for partners new to Veeam, fits seamlessly into existing Microsoft motions and is backed by TD SYNNEX onboarding, enablement and co-selling support.



Enhance every deal with Veeam Data Cloud Vault

Provide secure, immutable, encrypted Azure-based storage with transparent pricing, removing unpredictable cloud costs. It's the fastest-growing product in Veeam's history and is ideal for Microsoft 365 backups, supporting compliance requirements such as GDPR and HIPAA. Adding Vault to your VDC offering increases deal size and delivers long-term customer value.

Partner Opportunity and Value

Expand your Microsoft offering with complete data resilience

Veeam goes beyond Microsoft 365 protection to deliver a **unified portfolio** that covers SaaS, identity, hybrid and multi-cloud workloads. By attaching Veeam solutions to your existing deals, you can offer customers a more **complete security and compliance** story while increasing your own margins.

Partner benefits:

- Expand Microsoft 365 deals with additional services
- Increase deal value by attaching Veeam Vault secure cloud storage
- Deliver complete customer solutions across SaaS, virtual, physical and cloud workloads
- Strengthen customer retention with ongoing subscription models

Veeam Data Cloud for Microsoft 365 is the starting point of a broader data resilience strategy, seamlessly connecting to Veeam's portfolio for virtual machines, cyber security and secure cloud storage:

Veeam Data Cloud Vault adds secure, immutable, predictable-cost cloud storage optimised for Microsoft 365 and Entra ID workloads. It is ideal for secondary or primary backups and supports compliance requirements such as GDPR and HIPAA.

Veeam Data Platform protects virtual infrastructure, physical servers, databases, NAS and cloud-native workloads with AI-powered threat detection, cleanroom recovery and instant recovery to Azure.

Veeam Cyber Secure equips organisations with the knowledge, best practices and expertise needed to proactively protect, prepare, and prevail against cyberattacks. In the rising threat landscape, Veeam Cyber Secure helps bridge the skills gap by providing business continuity with rapid, confident recovery and demonstrating compliance for customers and regulators.

TD SYNNEX advantage:

Local onboarding and presales support | Access to TD SYNNEX Channel Academy training modules | Ready made sales tools and co-marketing campaigns | Pipeline acceleration through joint selling

Strengthen customer resilience with Veeam Cyber Secure Program

This elite service equips organisations with best-practice guidance, ongoing threat intelligence and rapid incident response. The Premium tier includes a cyber extortion readiness retainer from Coveware, 24/7 response with 15-minute SLAs and up to £5M ransomware warranty. Offering Cyber Secure alongside Veeam solutions positions you as a trusted advisor for security and compliance.

Your next step

By positioning Veeam alongside your Microsoft 365 and VMware offerings, you can **meet rising customer demand** for modern data resilience while securing **faster time to revenue**.

Ready to start expanding your offering with Veeam?

Start your Veeam journey

* https://www.ibm.com/reports/data-breach