TD SYNNEX

veeam

Grow Your Veeam Business in 2026

Now is the time to make the most of SaaS and identity protection gaps in **Microsoft 365** and **Entra ID** to create your own upsell and renewals opportunities.



Customer risks are rising - Expansion opportunities await

277 days
Average time to identify & contain a breach[1]

$4.88M
Global average cost of a data breach[2]

$1.85M
Average ransomware incident cost[3]

600M
Daily cybercriminal and nation-state identity attacks[4]

3× more identities
to manage as non-human machine identities grow[1]

Cloud adoption demands **unified protection.**

Hybrid infrastructures need secure-by-design, **AI powered recovery.**



The Veeam 2026 Portfolio enables multi workload growth

Core offerings:

- **Veeam Data Cloud (VDC):** M365, Entra ID, Azure SaaS, Vault.
- **Veeam Data Platform (VDP):** virtual, physical, NAS, DBs, cloud-native.
- Instant recovery, cleanroom restore, AI threat detection.
- Immutable, portable backups - recover anywhere.

Top Cross-Sell Actions for 2026

Attach VDC to every M365 customer for recurring SaaS revenue.

Add Entra ID protection to counteract rising identity attacks.

Expand to Azure protection for VMs, Files, SQL and BLOBs.

Add Vault to every VDC and VDP deal for immutable cloud storage and predictable cost.

Modernise legacy backup estates with VDP upgrades.

Partner Growth Funnel

SaaS (M365/ Entra ID) → **Azure** workloads → **Hybrid** workloads → **Immutable** storage → **Cyber** resilience

TD SYNNEX Growth Support

Get started today!

Take advantage of partner resources to help your business grow:

- **TD SYNNEX Channel Academy** training, expertise and sales enablement.
- **Interactive demos,** such as VDC product tour.
- **Co-selling and presales support.**
- **Easy renewals.**

1: Microsoft Digital Defence Report 2024; 2: IBM Data Breach Report 2025; 3: Cybersecurity Ventures 2025; 4: Identity Security Threat Landscape Report 2024