

Your Veeam
Trusted Advisors
at Tech Data

VEEAM

Our Value Proposition - Why work with us

Working with Tech Data means a commitment from us to help you develop and grow opportunities, to transfer skills to your organisation, to extend your reach and to maintain this commitment for the long term.

Tech Data offers a wealth of experience with Veeam solutions, which means simple and effective support for our business partners, enabling them to confidently approach any project featuring Veeam.

A one-stop-shop for Virtualisation solutions:

Veeam solutions are co-certified with - and complementary to a number of our vendor partners - including HP, VMware, Cisco Systems, NetApp, Oracle, EMC, QLogic and Microsoft.

This means that by working with Tech Data you can maximise your edge over the competition, with access to:

- Industry-leading technical and sales expertise across the whole solution
- Access to the very best discounts and promotions
- Marketing programmes, funding and support to help you spread the message to your customer base
- Proofs-of-Concept to de-risk your customer proposition, with extensive demo facilities available at Tech Data's THE [resource] centres throughout the UK
- Certification and accreditation via Tech Data Academy that puts you in the driving seat
- Comprehensive portfolio of Business, IT, Lifecycle and Education Services to support you and add real value to your business for the long term
- The benefits of our state-of-the-art logistics, financial strength, and global scale - to help you do more business, more profitably.



Tech Data's cross-vendor synergy and Veeam's 100% channel focus, makes us the **perfect choice** as the **one-stop-shop** for your customers' virtualisation solutions.

trustedadvisor.techdata.co.uk/vendors/veeam/veeam-alliances