

VSP One Block with Veeam Low Touch Promotion – Reseller

FY25 Hitachi Vantara Partner Program

Let's Innovate Together

Virtual Storage Platform One (VSP One) Block with Veeam's Data Platform makes data storage easy. Simple, secure and sustainable – it's the compact powerhouse perfect for any size business. Veeam has a reputation for an Easy to Install and Manage solution, coupled with a very attractive price point when combined with one of the VSP One bundles below.

To increase your margins and maximize your profitability, we've added an additional offer to the VSP One Promotion offering. Adding Veeam net new license subscriptions to VSP One Block opportunities will grow the revenue of the deal and improve performance and protection for your customers.

Program Period: April 1, 2025 through June 30, 2025

VSP One Block with Veeam

For a limited time receive an additional discount by including eligible Veeam license subscriptions with one of the VSP One Low Touch Promotion configurations. Additional discounts on net new Veeam licenses for the Promotion will be provided by Hitachi Vantara.

Sample configuration if you bundle net new Veeam licenses with VSP One Low Touch Promotion below.

Eligible Veeam license subscriptions can be found [here](#).

Sample Bundle	SKU	Description	Qty	Sample Combined Discounted Price (\$US) ¹
VSP One B24 LTB 18TB and Veeam Bundle ²	041-100259-01.P	VSP One Block 24 LTB 18TB	1	See distributor or CPQ for pricing
	V-ADVUL-01-SU3YP-00.P	Veeam Data Platform Advanced Universal Subs License. 10 instance pack. 3 Yrs Subs	3	

¹ This is a sample configuration; refer to CPQ or your distributor for final prices.

² Bundles do not include the required backup or proxy hosts, if appropriate, please reach out to your distributor or local Hitachi Vantara team to size and quote accordingly.



Alongside the Low Touch Promotion, access [marketing materials](#) available to help tailor and distribute content to your clients and prospects. Content includes a customizable email template and flyer.

VSP One Configurations Included in the VSP One Block with Veeam Low Touch Promotion

PTO Code	VSP One B24 Low Touch Bundles	NVMe SSD	Host IO Connectivity	# of Veeam Net New License Subscription Required ²
041-100259-01.P	VSP One Block 24 LTB 18TB ¹³	9 x 1.9TB	8 x 32Gb FC	3
041-100262-01.P	VSP One Block 24 LTB 18TB ¹³ iSCSI	9 x 1.9TB	4 x 25Gb iSCSI	3
041-100260-01.P	VSP One Block 24 LTB 36TB ¹³	9 x 3.8TB	8 x 32Gb FC	6
041-100263-01.P	VSP One Block 24 LTB 36TB ¹³ iSCSI	9 x 3.8TB	4 x 25Gb iSCSI	6
041-100261-01.P	VSP One Block 24 LTB 63TB ¹³	15 x 3.8TB	8 x 32Gb FC	11
041-100264-01.P	VSP One Block 24 LTB 63TB ¹³ iSCSI	15 x 3.8TB	4 x 25Gb iSCSI	11

¹ Base 2 effective capacity based on ADR of 2:1 and pool depletion of 100%

² Minimum subscription requirements for each VSP One Block platform size.

³ These recommendations are “ballpark” sizing, these are not meant to be the final configuration sizing. That is the responsibility of the Veeam and Hitachi Vantara systems engineer. Also, each Hitachi Vantara VSP One Block configuration is sized for the capacity of the Backup Repository. A Veeam backup and proxy server will also have to be configured.

Program Requirements

- There are minimum Veeam license requirements for each capacity platform to qualify for the combined additional discount. See minimum requirements for each platform and capacity in the VSP One B24 configurations above. 3 year minimum subscription required.
 - Advanced or Premium level subscription required.
- Hitachi Low Touch Promotion units and Veeam net new licenses must be on the same sales order to be eligible for the combined additional discount.
- Program Incentives earned under this program are conditional upon the registration of the qualifying deals in accordance with Hitachi Vantara’s Deal Registration process.
- Hitachi Vantara sales representative must register the Veeam opportunity on behalf of the partner through the Veeam Pro Partner Portal and add one of the qualifying VSP One configurations to the notes section in the deal registration to receive the additional combined up front discount for the net new Veeam licenses under this promotion.
- The additional up front discount will be provided by Hitachi Vantara and through Veeam’s nonstandard quote (NSQ) process.

- One of the qualifying VSP One codes are required when registering the opportunity and requesting an NSQ.
- Qualifying products must be sold to an end customer that is considered a net new account to Veeam and an indirect account for Hitachi Vantara.
- Qualifying products must be booked during the promotion duration.

Program Details

This program is for Hitachi Vantara Partners who have a current executed Partner Program agreement with Hitachi Vantara, and Discover Program Participants.

Other criteria include

- Hitachi will validate the above requirements and discount amount through the deal registration and NSQ process with Veeam.
- Details, requirements, and terms for the VSP One Block Low Touch Promotion Program can be found on Partner Connect under [Partner Incentives](#).
- Deal Registration and Quoting process for the promotion can be found on Partner Connect on the [Veeam Partner Page](#).
- Hitachi Vantara reserves the right to discontinue the program at any time.

See Program Terms and Conditions for further restrictions on qualifying criteria

Terms and Conditions THE FOLLOWING TERMS AND CONDITIONS: ("TERMS") APPLY TO THE VSP ONE BLOCK WITH VEEAM LOW TOUCH PROMOTION (THE "PROGRAM"). THESE TERMS AND CONDITIONS MUST BE READ IN CONJUNCTION WITH THE SPECIFIC TERMS SET OUT IN THE PROGRAM DETAILS DOCUMENT TO WHICH THESE TERMS AND CONDITIONS ARE ATTACHED ("PROGRAM TERMS"), THE ONLINE TERMS IN SECTION 10 INCORPORATED HEREIN BY REFERENCE, AS WELL AS THE TERMS OF THE HITACHI VANTARA PARTNER PROGRAM, INCLUDING THE PROGRAM MANUAL, BUSINESS MODEL GUIDES AND PARTNER AGREEMENT ("**PARTNER PROGRAM**").

1. **The Program:** The VSP One Block with Veeam Low Touch Promotion offers Hitachi Vantara Partners the opportunity to earn the Program Incentive(s) described below when selling eligible Hitachi Vantara solutions.
2. **Program Promoter:** The Promoter of this program is Hitachi Vantara LLC. References to "Hitachi Vantara" in this Program mean the Promoter and its worldwide-related companies within the Hitachi Vantara corporate group, as applicable.
3. **Program Period:** This Program will operate during the period of April 1, 2025, through June 30, 2025, subject to the rights of Hitachi Vantara herein ("**Program Period**").
4. **Eligible Participants:** This Program is open to Hitachi Vantara Partners who have a current executed Partner Program Agreement with Hitachi Vantara and Discover Program Participants ("Participants"). In order to be eligible under the Program, Participants must also be in good standing with Hitachi Vantara throughout the Program Period. By participating in this Program, Participants are deemed to have accepted these TERMS and to have entered into a binding agreement with Hitachi Vantara. If any Participant does not wish to accept these TERMS, they should refrain from participation. If, during the Program Period, the Participant's status changes so that they are no longer eligible to participate in the Program, they will be automatically excluded from the Program.
5. **Government Sales:** Sales to United States Federal Government agencies and entities are not eligible for the Program. Government sales opportunities other than sales to the United States Federal Government are included in the Program, except where excluded or prohibited by local law or regulations. "Government Opportunities" include sales to State-Owned Entities (SOEs), which are corporations or other entities owned or controlled, in whole or in part, by a government. Partner is singularly responsible for: i) verifying whether or not a customer is a government agency or a SOE; ii) verifying which local laws and regulations prohibit incentive awards; and iii) reporting the incentive to the end-user customer, if required by applicable law and/or procurement guidelines.
6. **Program Location:** The Program is available to Participants in AMER, APAC, and EMEA.
7. **Claims and Program Requirements:** In order to have a valid claim for the Program Incentive as described in these TERMS ("**Claim**"), Participants must demonstrate to Hitachi Vantara's satisfaction that they have fully met all the TERMS of the Program, including (where applicable) the requirements under the Partner Program ("**Program Requirements**"). For a Claim to be valid, it must also be made in accordance with all applicable terms referenced at the head of these TERMS. Unless stated otherwise in the Program details, a Participant cannot be awarded more than one Program Incentive per Claim and per Program. For the purposes of this Program, the Program Requirements are set out in the heading "Program Details".
8. **Program Incentive:** Participants who fully and completely meet the Program Requirements will be eligible for a back-end rebate ("BER") applicable to those requirements set out in the heading "Incentive Details". If a Participant achieves the Program Requirements, Hitachi Vantara will pay the relevant Program Incentive to the Participant in the Hitachi Vantara fiscal quarter that follows the date when the qualifying solution was sold.
9. **Governing Law:** This Program will be governed by the governing law stated in the Participant's Partner Program agreement with Hitachi Vantara, and if no governing law is stated there, the TERMS of the Program are governed by the laws of the State of New York, United States of America.
10. **Additional Terms:** Additional terms apply to this Program and are hereby incorporated by reference. These additional terms are located on the Partner Connect Portal and can be accessed [here](#). By participating in this Program, Participants are deemed to have downloaded and accepted these additional terms. Any questions regarding this Program should be addressed to the Participant's Partner Manager or Authorized Distributor.