

Standard Channel Incentives

Q4 2025 | North America Value-Added Resellers

Region	Program	Description	Eligible Partners
North America	Veeam Data Cloud M365, Azure, Vault, Entra ID, Salesforce	<p>Earn \$100 for an approved deal registration for a VDC opportunity:</p> <ul style="list-style-type: none">○ Approved Deal Registration = \$100 <p>Earn up to \$1,000 when you close a VDC opportunity:</p> <ul style="list-style-type: none">○ Opportunity closed \$1K - \$4,999 = \$100○ Opportunity closed \$5K - \$14,999 = \$300○ Opportunity closed \$15K - \$49,999 = \$500○ Opportunity closed \$50K+ = \$1,000 <p>Learn More</p>	Silver, Gold & Platinum

Veeam Data Cloud SPIFF

All workloads M365, Azure, Vault or Entra ID, Salesforce

Provide your customers a simple, flexible, reliable and powerful SaaS offering!

Visit [Veeam PartnerPerks](#) for more details!



Deal
Registration

Approved Deal Registration	Payout
Approved deal reg (min. \$1K)	\$100



+5% Standard Deal Reg Margin
(Registered)

+10% Standard Deal Reg Margin
(Silver, Gold & Platinum)



Closed
Won Deals

Closed Won Deal	Payout
Closed won \$1K - \$4,999	\$100
Closed won \$5K - \$14,999	\$300
Closed won \$15K - \$49,999	\$500
Closed won \$50K+	\$1,000

**Opportunity amounts are net to Veeam*



Earn more on every
VDC deal!



Earn up to
\$1,100

Global Promotions

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Region	Program	Description	Eligible Partners
Global	Migrate to Maximize	This promotion allows partners to purchase Veeam Data Platform Advanced edition at a 72% discount . Once purchased, the discounted SKU can be used for 120 days, giving the partner enough time to complete their services, which typically takes around 90 days. Learn More.	Registered, Silver, Gold & Platinum
Global	Premium Accelerator for End Users	For a limited time, eligible customers can secure Veeam Data Cloud for Microsoft 365 Premium for just \$5 per user/month , almost 30% off the regular price! Partners can deliver top-tier protection for Microsoft 365 while creating tangible growth opportunities for your business. Learn More.	Registered, Silver, Gold & Platinum
Global	Customer Retention Offers	Veeam's special offers for existing customers to enhance your client relationships and drive mutual success! Learn more	Registered, Silver, Gold & Platinum
Global	VCSP: Switch to VDC and Save	VCSP Partners have two opportunities to save when switching to Veeam Data Cloud for Microsoft 365. Learn More <ul style="list-style-type: none">Competitive Price ReductionReduce the cost of migrating from Veeam Backup for Microsoft 365 Software Rental Licenses	Open to all VCSP partners, who have not yet transacted through Veeam Data Cloud for Microsoft 365

Limited-time offer

Migrate to Maximize

Journey toward maximum profitability with a partner-exclusive **72% discount** on Veeam Data Platform*

Be our co-pilot as we embark on a
journey toward data freedom!

Use Veeam to provide data resilience alongside your migration services, ensuring seamless data migration, modernization, and protection



*Discounted SKU is valid for 120 days and for Veeam Data Platform Advanced