Veeam® Enterprise License Program

Customer Program Guide

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Program Overview

Enterprises use a large amount of software every day, with multiple vendors and disparate tools that make procurement, management, and cross-functional insight difficult and confusing.

Why Veeam ELP?

Veeam's® Enterprise License Program (ELP) provides **all-in-one access to Veeam**. You'll have unrestricted access to our best-in-class portfolio with one contract, one vendor, and one tool that drives the simplicity, flexibility, and effective management you need to maximize value for your organization.
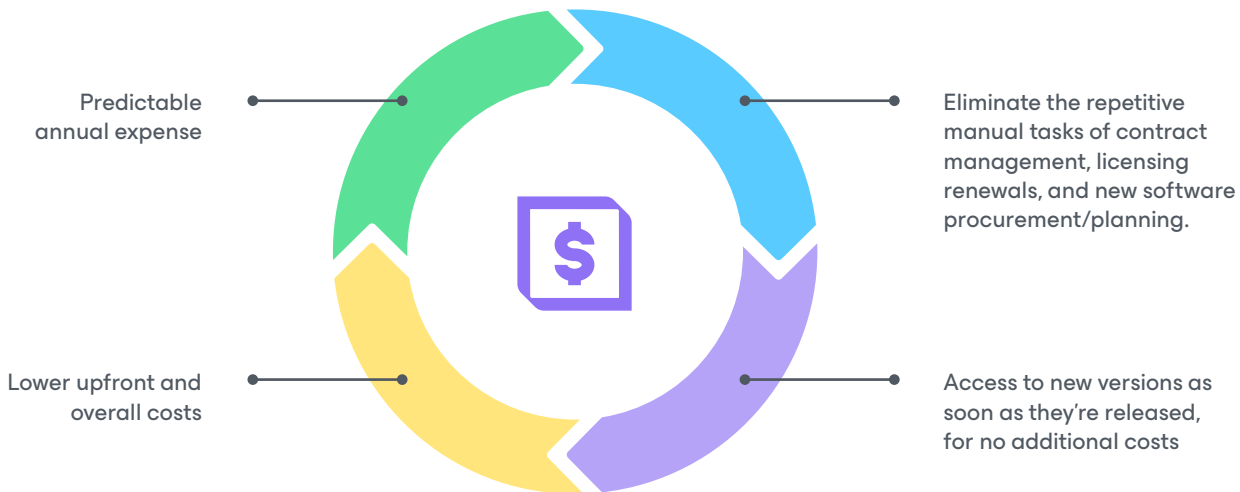
Simplified purchasing and lifecycle management

Unrestricted portfolio access with flexibility

Single Pane of Glass: ELP Management Platform

Program Benefits

Simplified Purchasing and Lifecycle Management

Eliminate the repetitive manual tasks that come with contract management, licensing renewals, and new software procurement/planning. Now, there's no need to contact procurement or issue purchase orders for additional products, and departments can be given a quota of points to use as they see fit.

Veeam's ELP is intended for large enterprise organizations that require flexibility in Veeam product license allocations throughout the term of their agreement. Program requirements include:

- A minimum commitment per year for a three- to five-year term, paid upfront or annually.
- A 10% buffer used to ensure reasonable commitment and prepayment for the following year.
- Usage over commitment will trigger an annual true-up charge to avoid needing to report or order additional licenses.
- A new annual minimum will be calculated if usage goes above the minimum by more than the 10% buffer.

Example:

$360,000	$36,000	$460,000
current minimum	10% buffer	total usage for the year

$$\$460{,}000 - \$36{,}000 = \$424{,}000$$
new minimum

- Overage for the previous year is to be paid at the beginning of each year with the next year's minimum.
- License keys are active for a minimum of 12 months. Keys cannot decrease for 12 months from the date of first issuance. If the contract term ends before the 12-month anniversary of a license being cut, the key will automatically be revoked.

Unrestricted Portfolio Access With Flexibility

Access to Veeam's extensive portfolio of best-in-class technology and support solutions

Improve operational efficiency by matching capabilities to business — critical projects and workloads

Flexible, no risk trial of new technologies

Choose from Veeam cloud solutions, on-premises software, or a mix of both and migrate on your own terms

Veeam's ELP offers access to a points-based pricing portfolio of best-in-class technology and support solutions, unlocking data protection and add-on capabilities for the breadth of workloads you need to support. This flexibility makes it easy to grow your Veeam environment as your business grows.

Each product or support offering has an assigned number of points. Veeam offers a pre-negotiated price-per-point in a variety of local currencies to support an annual billing and true-up payment model.
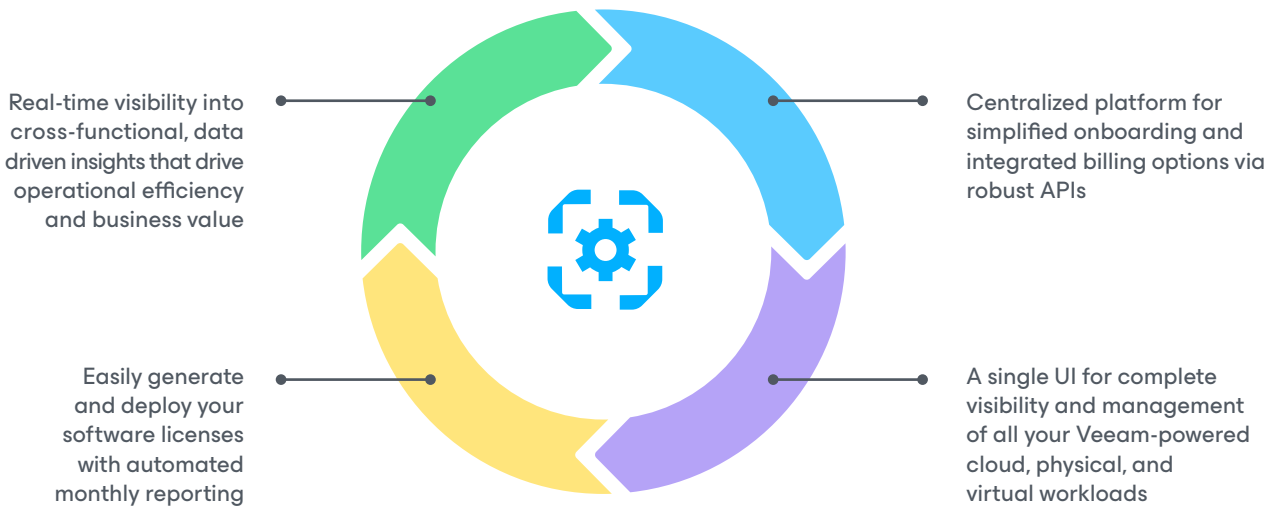
Eligible ELP Product Portfolio/Point Allocation

Products	Points (Monthly)	Workload
Veeam Data Platform Premium	17	1 Instance
Veeam Data Platform Premium + Veeam Cyber Secure	22	1 Instance
Veeam Backup *for Microsoft 365*	2	1 User
Veeam Backup *for Salesforce*	3	1 User
Kasten	188	1 Node
Technical Account Manager	$10,000	Per TAM

	Price-Per-Point
Production Support	1.00
Premier Support	1.25
Veeam Cyber Secure	1.30

* Point assignments are subject to change

Single Pane of Glass: ELP Management Platform

Real-time visibility into cross-functional, data driven insights that drive operational efficiency and business value

Centralized platform for simplified onboarding and integrated billing options via robust APIs

Easily generate and deploy your software licenses with automated monthly reporting

A single UI for complete visibility and management of all your Veeam-powered cloud, physical, and virtual workloads

As part of our continuous effort to bring more value to our Veeam enterprise customers, we are pleased to offer the Veeam ELP Management Platform, a single-sign-on and easy-to-use interface that provides:

End-to-end lifecycle management of your usage of Veeam solutions
- Enterprise: On-demand licensing, usage reporting, and month-to-month tracking

License key management
- A customized user experience for our enterprise customers
- A license configuration tool for Veeam instant licensing

License and usage tracking
- A powerful usage and licensing engine enables you to generate and deploy licenses while providing automated monthly reporting.
- On-demand licensing puts the power in your hands to cut the right license keys for your Veeam deployments.
- License configuration wizard bridges the gap between the products you order and pay for vs the portability of Veeam instance licensing.

Access to Veeam support
- Trouble tickets
- Knowledge base

Monitoring and Management of Remote and Hosted Infrastructures
- Complete visibility and management of all cloud, physical, and virtual workloads from a single UI.

Multi-departmental Serviceability

- Scale your business from a central location with confidence in knowing all your data is secure and separated.

Self-service Portals

- Deploy self-service portals to departments, remote branches, and remote employees with the ability to set unique privileges and security measures.

Automation and APIs

- A deep API interface introduces numerous actions, endpoints, and requests that provide seamless integration into your existing workflows.

Department Onboarding and Billing

- Enjoy simplified onboarding and integrated departmental billing options via robust APIs.

Single Enterprise Agreement for all Products

- 3-year agreement — pay upfront or annually
- Flexible use of Veeam products in any amount
- Annual true up and payment — allowing for the use of Veeam's products without having to report or order each time need a new license

Qualifications

To qualify for Veeam's ELP, the following requirements must be met:

- License keys are for internal use only and cannot be discontinued for 12 months
- A three-to five-year commitment
- Must include all new and renewal business
- Centralized purchasing organization
- Annual overage charge

Discounting

- There are no published discounts. Discounts of the price-per-point are on a case-by-case basis and are dictated by the agreement.

Migration

Current Veeam customers with subscription- and socket-based products who are interested in migrating to the ELP program can convert the remaining term of their existing subscription contracts into migration credits.

- Migration credits will be determined by the monthly MSRP of the existing offering and remaining term.
- Migration credits will be realized at time of first payment.

Example:

$500,000	**$150,000**	**$350,000**
year one minimum	migration credit	first upfront payment

Resources and Next Steps

Next steps: Contact Sales at **1-800-691-1991**

For more information: https://www.veeam.com/licensing/enterprise