Veeam Integrated Program Overview

The Veeam Integrated Program is an invitation-only program that offers the opportunity to create Veeam product integrations and solution offerings that complement or enhance Veeam features/functions. Through more extensive product integration, joint development, and testing, these enhanced solutions help customers achieve optimal performance or create unique abilities together with Veeam Data Platform. The program establishes specific standards and requirements for alliance partner solutions and grants access to specific Veeam APIs, SDKs, and other technologies.

Veeam Integrated Program Offerings

Veeam Alliance Program members who have validated their solutions as Veeam Ready and desire further levels of product integration with Veeam may be invited to leverage one of the following integration opportunities with Veeam:

The Veeam Integrated Program offers the following integration categories:

- **Veeam Universal Storage API**: A framework designed for storage vendors to integrate their storage snapshot capabilities with Veeam Backup & Replication features (e.g., Veeam Explorer *for Storage Snapshots* and Veeam Backup *from Storage Snapshots*).

- **Advanced deduplication storage integration**: Enhanced support for deduplication storage appliances.

- **With Veeam program:** Designed to jointly co-develop appliance-like storage solutions together with alliance partners.

- **Object**: Object storage vendors can implement the standard S3 operation stack and team up with Veeam for the best user-focused product integrations.

Veeam Integrated Program Resources

Veeam assigns product development and quality assurance (QA) resources as needed. An alliance manager is also assigned by Veeam for Veeam Integrated Program partners. To request additional information or assistance, contact your Veeam Alliance Manager or VeeamIntegrated@veeam.com.

Program Requirements

To be considered for solution integration with Veeam, alliance partners must meet the requirements of the following criteria:

- Solution already validated as Veeam Ready

- Significant cooperative revenue contribution and market share within the solution's addressable market or within the Veeam user base

- Complementary features and alignment with future product direction of Veeam solutions

- Technical and marketing support from the alliance partner

- Creation of a formal business plan

- Veeam executive committee approval