VERITAS™

How to deliver business resilience and infrastructure independence with Information Availability

PARTNER RESOURCE KIT

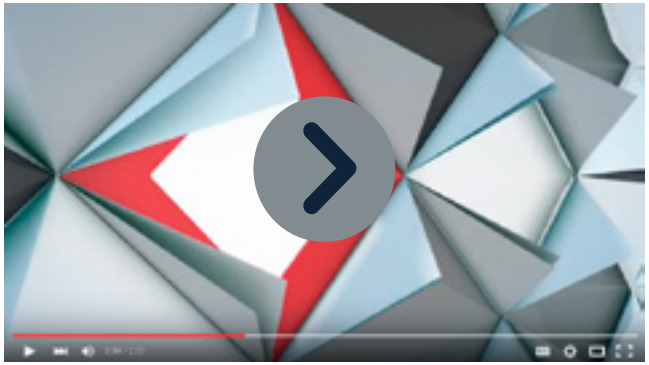
INTRODUCTION

Welcome to the **Information Availability Partner Resource Kit**.

In this resource kit you'll find information to help you take advantage of the growing opportunity in Information Availability and Resilience with Veritas.

Learn how Veritas Resiliency Platform provides predictability, automation and simplicity for IT Service Continuity across the global enterprise.

Watch the video



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VISION AND STRATEGY

The Veritas Mission

Enable organisations to harness the power of their information through solutions that drive availability and reveal insights.

What is Information Availability?

It's the need to access information whenever it's required and wherever it resides. Information Availability is a necessity for doing business in today's world, and it's driven by our dependence on information to deliver the services that power our planet.

Today's demand for IT continuity is unprecedented. More businesses need to connect more users to invisible back-end systems. The cost of failure can be incredibly high, and the IT eco-systems that businesses rely on are multi-data centre, multi-vendor and multi-service infrastructures.

Information over infrastructure

The right hardware is only one part of an effective long-term strategy. Customers have been buying extra storage for decades, but data is now growing faster than customers can buy, and since most of it holds no value, it represents an unnecessary cost centre.

It's only when information is under control that it can be reliably made available. Businesses need to move the focus away from infrastructure and back to information. The shift is happening now, and investment in the right hardware and software.

"It's critical to keep my applications and information available, but it's becoming more and more difficult. Applications are no longer on one server or one data centre, but multi-tier and multi-platform."

CIO, large pharmaceutical

SOLUTION OVERVIEW

The Veritas availability promise

Our aim is to deliver business resilience, infrastructure independence and operational simplicity. Veritas software-defined architectures provide resilient software-defined storage for critical services across the increasingly complex data infrastructures. Veritas solutions help customers to increase the agility and resiliency of services and infrastructure.

Find out more with our latest solution webcasts:

Always-on – business continuity to protect your business

Preventing Chaos: Start Orchestrating Resiliency

Agility

Veritas™ InfoScale – Software Defined Storage

InfoScale ensures information access, whenever it's needed, and wherever the information resides. The potential of InfoScale is huge, organisations can achieve a 400% performance gain over traditional SAN at 20% of the cost. Heterogeneous support also helps customers to avoid Vendor lock-in. Overall, InfoScale reduces storage costs and helps businesses to balance OpEx & CapEx.

Veritas™ InfoScale Data Sheet

Resiliency

Veritas™ Resiliency Platform – Software Defined Resiliency

Our Resiliency Platform ensures application availability at all times, whenever the application is required and wherever it resides. It helps businesses to deliver predictable service levels by improving application visibility and control across the infrastructure. Down-time can be minimised through automated monitoring & recovery – reducing both risks and costs.

Veritas™ Resiliency Platform Data Sheet

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MARKET OPPORTUNITY

Now is the time for Information Availability

Information Availability keeps data flowing as life happens, and right now it's an attractive opportunity. The worldwide Software-Defined-Storage market is set to grow from the $1.4bn it represented in 2014 all the way up to 6.2bn by 2019. The market this year in EMEA alone is expected to return $1.04bn.

Due to the extremely high cost of down-time, the recovery of services in the cloud is also a growing market. Recovery-as-a-Service in EMEA is predicted to reach $2bn by 2018, based on 55.3% CAGR. You have the opportunity to share in this market growth, by partnering with market-leader.

Three reasons for market growth:

Storage Challenges: Businesses need greater agility to overcome the storage management issues that stem from ever-increasing data volumes. Customers are struggling to manage increasingly fragmented multi-vendor hardware to meet persistent data availability requirements and increasing data regulation. It all creates complexity in managing data and applications to the right storage, resulting in a high total cost of ownership.

Application Dependence: Organisations are becoming more and more dependant on applications to keep the business moving – and the cost of downtime is higher than ever. Customers need the agility and resiliency to cope with unpredictable service level requirements. This is more difficult with insufficient application awareness across heterogeneous infrastructure and a lack of automation.

The Move to Cloud: Customers need solutions for the hybrid cloud – "Nearly half of large enterprises will have hybrid cloud deployments by the end of 2017." The benefits are clear, but businesses need greater visibility and a better awareness of risk across the infrastructure. What they worry about more than anything else is maintaining security, which is always a concern when making significant changes to architecture, especially in the cloud.

Target Customers

Company size: 1000+ employees.

Job titles:

- **Initiative drivers**
  IT Director / IT Manager / BC Manager
- **Decision makers**
  Storage Admin / SysAdmin / VM Admin / DBA
- **Influencers**
  CIO / CTO / VP of IT Chief Architect

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PARTNER OPPORTUNITY

Delivering a services catalogue approach

You can take advantage of this growing market by selling Veritas market-leading solutions. As a partner you can deliver these solutions through a services catalogue approach which can be split into three areas; advisory, implementation and value realisation services.

Advisory Services

These services are about helping customers to asses their current capabilities. You can help them to define their future strategy, building a 1 to 3-year plan and executing programs to implement that strategy. Begin by assessing the customer's environment for the ability to support new solutions and capabilities, allowing you to accelerate time to market and mitigate implementation risks. It's also important to validate technology architecture and operations against best practice. These are the services you can offer:

- Solution Architecture Design
- Architectural Review
- Assessment
- IT Risk Assurance Advisory Service

Implementation Services

Build in design services to architect a solution for new and existing environments. Offer services to help customers to reduce risk of re-design and provide solution assurance, while accelerating the adoption of new technologies and time to value. Through these services you can minimise implementation risk and improve staff proficiency:

- Solution Architecture and Detailed Design
- Deployment
- Test & Acceptance
- Knowledge Transfer

Value Realisation Services

You can offer services to help customers realise the full value of solutions once they have been implemented, enabling to ensure that they receive the full potential return on investment from Veritas solutions and their chosen infrastructure – and giving you the opportunity to continue adding value to their business. Here are examples of services that you could offer:

- Configuration health Check
- Applications Health Check
- Expert Residency
- Information Lifecycle Optimisation
- Value Realisation Service

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SALES ENABLEMENT

Veritas Expert Community

The Veritas Expert Community is where current and future experts go to innovate, experiment and accelerate in partnership with Veritas. Our members are leaders and champions with a passion for empowering businesses to solve bigger information management problems with our portfolio of market leading next generation solutions in:

- Backup & Recovery
- Information Availability
- Information Insight

If you share our passion and want to get in on the action, click below.

Read more

VERITAS EXPERT COMMUNITY
INNOVATE, EXPERIMENT & ACCELERATE

Enabling you through separation

The Veritas Partner Enablement page is designed to support you through the transition and serve as a central repository of training content and links to related collateral you need to be able to engage with Veritas post separation.

This site is structured to deliver situational information that will help you understand what's changing, what you need to KNOW and what you need to DO differently. It is easy to navigate with 3 main sections: 'Prepare', 'Sell' and 'More'.

Read more

Partner Enablement

View the partner enablement calendar to see upcoming webcasts, training and events available in your region.

View calendar

Veritas eLibrary

The Veritas eLibrary is your one-stop collection of web-based, technical training on Veritas products. This 24/7 internet access, self-guided training is designed to help you and your customers explore new topics or refresh knowledge around the Veritas family of products and solutions. Training ranges from simple 10 minute refresher modules to more detailed in-depth training modules and labs.

Visit the Veritas eLibrary

Keep up-to-date

Gain access to all the knowledge, promotions and campaign assets you need to drive business using VERITAS**CONNECT** – our new, always-on communication platform. Bookmark it now, on your office PC and your mobile, so it's quick and easy to stay in the know.

Bookmark Veritas Connect

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DEMAND GENERATION

Marketing Resources on the Grid

The Grid contains a library of marketing assets and resources to help you drive marketing leads. You can create your own email campaign and microsite, customised with your logo and contact details.

With real time lead alerts you can make proactive sales calls or send follow-up emails while your brand is top of mind.

- Launch comprehensive Nurture Flow campaigns
- Import and manage your contacts
- Track and analyse campaign performance
- Automate Lead Alerts directly to your sales team
- Access the Collateral Library for supporting assets and materials

Best of all? Any leads you generate are your own.

For fast access register now

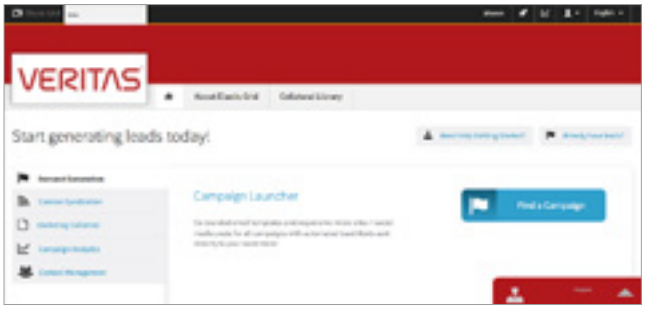
Take the headache out of updating your Social Networks

Sign up to the Social Grid for free, fresh and continuous content, ready to post to your followers.

- Become 'the trusted advisor' to your customers and associates
- Choose from regular posts that include: industry news, virus and threat alerts, thought leadership articles and product updates
- Post to Facebook, LinkedIn, Twitter and more
- Talk to our Partner Marketing Centre

To take advantage of this free resource, sign up to the Grid.

Sign up



Coming soon to the Grid Platform:

Veritas™ Resiliency Platform Campaign

LICENSING

InfoScale is available under two different licensing models: Core and Subscription based licenses.

One meter	▪ Linux: SPVU → Per core ▪ Windows: SPVU, OS Tiers → Per core ▪ Unix: Not included in this release. Will be included in a future release.
Two models	▪ Perpetual ▪ Annual subscription (12, 24 & 36 months)

Veritas™ Resiliency Platform is available under the subscription licensing model.

Attributes	Physical Elements	Virtual Environment
Meter	Per Core	Per Virtual Machine
Licensing Model	▪ Subscription Only 12, 24 and 36 month terms	▪ Subscription Only 12, 24 and 36 month terms

To learn more

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HELP AND CONTACTS

Partner Support

Sales Support Helpdesk delivered by Partner Service

We're here to assist you with pre- or post-sales queries on any topic, including:

- Product information
- Activation
- Buying programs
- Product licensing and pricing
- License transfers
- License certificate reprints
- Product upgrades/downgrades
- Install base reports
- Renewals IDs and proof of purchase
- Temporary or evaluation keys
- Partner programs
- PartnerNet

Download contact details

CustomerCare@Veritas.com

Help with the Grid

If you need some help planning, launching and following up campaigns, our Grid Marketing Advisors can provide professional marketing services.
Simply email Veritas@elasticgrid.com

For technical support, email enquiries@elasticgrid.com or call +40 310 051 641

PartnerNet

PartnerNet is your one stop portal for information about partnering with Veritas.

By joining our Partner Program, you gain access to product information, sales and marketing tools and program benefits just for partners.

Register or sign-in now at partnernet.veritas.com

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