

PARTNER PROGRAM

2019 Partner Program Requirements

OffsiteDataSync is a leader in the Backup, Disaster Recovery and Infrastructure as a Service industry, and has been for almost 20 years. We believe that organizations are built around people. When organizations succeed, people thrive. We believe in protecting organizations because we believe in protecting people.

Our Partner Program is designed with partner needs in mind. We understand how important it is for our partners to bring value and build trust with their customers. In addition to bringing value and building trust with your customers, you will also establish a strong new revenue stream when you partner with OffsiteDataSync.

Program Requirements	Preferred Partners 	Strategic Partners 	Elite Partners 
Revenue Requirements	Up to \$59,999 Annual Revenue (MSRP)	\$60,000 - \$199,999 Annual Revenue (MSRP)	\$120,000 + Annual Revenue (MSRP)
Veeam Certified Sales Professional	Minimum 1	Minimum 2	Minimum 2
Veeam Certified Technical Sales Professional	Recommended	Minimum 1	Minimum 1
Veeam Certified Engineer	Recommended	Recommended	Joint Campaigns

Revenue Requirements:

Revenue requirements are based on annual revenue per calendar year. Partners may progress through the Partner Program tiers as annual revenue increases. Revenue is based on business bookings. A closed-won opportunity will be considered qualified revenue toward tier movement upon receipt of signed contract. Quoted sales will be at MSRP.

Partner Tier Movement:

Movement into a higher tier can occur when the annual revenue requirement for that tier has been reached by the partner. If a partner falls below the revenue threshold for their existing tier the partner will have 90 days to make up the difference in revenue in order to maintain their current partnership tier.

Certification Requirements:

Certification must be on the current major release of Veeam’s Availability Suite in order to meet Partner Program requirements. Partners will have 180 days after a major release to complete/update certification requirements.

OffsiteDataSync Partner Program Enrollment:

To become a partner with OffsiteDataSync, complete an application through OffsiteDataSync’s website: www.offsite datasync.com. Benefits and requirements vary by membership level.



Proven Veeam experts, weathered recovery professionals. The ONLY Veeam Cloud Service Provider in North America certified by Veeam as a Veeam Accredited Service Partner (VASP). When it comes to business continuity, count on OffsiteDataSync.