

VEEAM - VCSP PULSE

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AGENDA

- ▶ VCSP Verträge – Allgemein
- ▶ Introducing „PULSE“
- ▶ LIVE DEMO
- ▶ VEEAM ProPartner User – Andrey Romanov
- ▶ Q & A

VCSP-Verträge - Allgemein

VCSP-Verträge – No Commit & VRA's (Volume Rental Agreement)

- ▶ No Commit-Verträge – keine Laufzeit
- ▶ VRA's – 1 Jahr Laufzeit (Upgrade jederzeit möglich)
 - 200
 - 800
 - 1500
 - 3500
 - 5000
 - ... 10.000, 20.000, 30.000, 50.000, 100.000

Point Plan	Discount from No Commit (%)	Price Per Point, EUR
No Commit	0.0	0.73
200	9.6	0.66
800	15	0.62
1,500	20.5	0.58
3,500	24.6	0.55
5,000	30.1	0.51
10,000	32.9	0.49
20,000	35.6	0.47
50,000	39.7	0.44
100,000	41.1	0.43

Introducing “Pulse”

Introducing VCSP Pulse

End-to-End Automatisierungsplattform

- Plattform für Zusammenarbeit
- Hosting Partner: On-Demand-Lizenzierung, Nutzungsberichte, monatliches Tracking



Lizenzverwaltung

- Benutzerdefinierte Lizenzen
- Vereinfachte Lizenzkonfiguration



Usage Reporting

- Nutzungsberichte pro lizenziertes Produkt
- Monat für Monat verfolgen



PULSE Login

- ▶ PULSE im ProPartner Portal
- ▶ Zugriff
- ▶ LogIn - <https://propartner.veeam.com/vcsp-pulse>

a) Enter your email address and click the **"Next"** button.

b) Enter your Password


The screenshot shows the Veeam ProPartner Portal login interface. At the top left is the 'VEEAM | PROPARTNER' logo, and at the top right is a 'Support' link. The main heading is 'The Veeam ProPartner Portal'. Below this, there is a 'Sign in' section with an email input field containing 'jon.doe@acme.com' and a prominent green 'NEXT' button. A 'Registration' link is located below the 'NEXT' button. To the right of the login form, a text block states: 'The Veeam ProPartner Program is designed to help you create new opportunities to grow your business quicker and more profitably. It provides:' followed by a bulleted list: 'Special promotions and additional discount', 'Sales and Marketing Tools', 'Training and enablement', and 'Continuous sales, technical and informational support'. At the bottom, a dark grey footer contains the 'Global Alliance Partners' section with logos for Cisco Partner, Hewlett Packard Enterprise, NetApp Alliance Partner, VMware Partner Technology Alliance, Gold Microsoft Partner, and Dell EMC. Below the logos is the copyright notice: 'Copyright © Veeam Software. Privacy policy'.

LIVE DEMO

Monatliche Meldungen

Navigation bar with a green background and white text. A red arrow points to the 'Monthly Usages' dropdown menu.

- Home icon
- Monthly Usages ▾
- Rental Agreement
- Open Support Case
- Pulse Tutorials
- Pulse Settings ▾

Report header:  Report: Monthly Usages
Service Provider - My Actions

Total Records

1

	Usage Month ▾	Due Date ↑ ▾	Submitted on ▾	Min Commit Points ▾	Points Reported ▾	Overage ▾	Reporting Status ▾
1	June 2020	7/5/2020	-	200	0	0	Pending Service Provider Review





Monthly Usage
MU-00092939

✓ Rental Agreement Details

Rental Agreement Number

02124114

Min Commit Points

200

Rental Agreement Start Date

4/1/2020

Rental Agreement End Date

3/31/2021

✓ Monthly Usage Details

Usage Month

[June 2020](#)

Reporting Status

Pending Service Provider Review

Submitted on

Submitted by

Service Provider Purchase Order #

Total Pre-Paid Points

0

Remaining Pre-Paid Points

0

Aggregator Account

Usage Reporting Administrator

[Toby](#)

Service Provider Comment

Aggregator Comment

Rejection Reason

Monatliche Meldung



Submit Usage

Product Usage Details									
Product Name	Units	Licensed	Reported Prev Month	Current Month Usage	PPU	Points			
1 Veeam Cloud Connect Backup	Workstation	1	0	0	3	0			
2 Veeam Cloud Connect Backup	VM	1	0	0	5	0			
3 Veeam Cloud Connect Backup	Server	3	2	0	7	0			
4 Veeam Cloud Connect Replication	VM	1	0	0	10	0			
5 Veeam Backup & Replication Enterprise Plus	VM	33	27	0	11	0			
6 Veeam Backup & Replication Enterprise Plus	Workstation	4	4	0	4	0			
7 Veeam Backup & Replication Enterprise Plus	Server	2	2	0	11	0			

Select a Product



Reported Points: 0
Minimum Commit Enforcement: 200
Minimum Commit: 200
Overage: 0
Total Points: 200



Monatliche Meldungen

[Monthly Usages](#) ▾[Rental Agreement](#)[Open Support Case](#)[Pulse Tutorials](#)[Pulse Settings](#) ▾

Report: Monthly Usages

Service Provider - All Monthly Usages

Total Records

5

	Usage Month ▾	Due Date ↑ ▾	Submitted on ▾	Min Commit Points ▾	Points Reported ▾	Overage ▾	Reporting Status ▾
1	February 2020	3/5/2020	3/27/2020	0	187	187	Closed
2	March 2020	4/5/2020	4/23/2020	0	349	349	Closed
3	April 2020	5/5/2020	6/5/2020	200	349	149	Closed
4	May 2020	6/5/2020	6/5/2020	200	349	149	Closed
5	June 2020	7/5/2020	-	200	0	0	Pending Service Provider Review

PRO PARTNER USER

Andrey Romanov

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Zugriffsrechte zu PULSE Portal

Alle ProPartner Portal User mit Zugriff auf den „Service Provider“ Tab haben auch Zugriff auf das Pulse Portal <https://propartner.veeam.com/>

The screenshot shows the Veeam Pulse Portal interface. At the top, there are three tabs: 'VALUE-ADDED RESELLER', 'SERVICE PROVIDER' (highlighted with a red box), and 'VAR PROGRAM ENHANCEMENT'. Below the tabs, the main content area is titled 'Wie steht es um Ihr Veeam-Business?'. It is divided into two sections: 'Ihr Punkteplan' and 'Zertifizierungsanforderungen'. The 'Ihr Punkteplan' section shows a score of 3,187/1.5K. Below this, there is a table with the following data:

Item	Value
Mindestverpflichtungspunkte für 2. Juli 2020	1,500
Veraltet	1,687
Prüfung Mindestverpflichtung	0

The 'Zertifizierungsanforderungen' section shows 'VMTSP' with a status of '1/1' and a green checkmark. Below this, it lists 'Unternehmen: 1' and 'Persönlich: 0'.

Jeder registrierter User kann die Reports korrigieren und übermitteln.

ProPartner User Editieren

Der ProPartner Manager kann Firmenprofil und User im Account editieren.

Unter anderem auch:

- neue User hinzufügen
- nicht mehr berechnigte User löschen
- VCSP Ansicht für einzelne User freischalten

Wer ist unser ProPartner Manager?




Andrey Romanov
Veeam Software -
Activities Tracking



Gold Reseller + 1 [more](#)

- Manage My Business
- Solutions
- Sales Resources
- Marketing
- Technical & Pre-Sales
- Learning & Events
- Contacts

Partner Profile

Partner status	General	Business details
Company name	Veeam Software - Activities Tracking	Propartner manager Denis  /@veeam.com
ProPartner ID	PRA-002892	Partner type Gold Reseller, Gold Service Provider

Signed documents

<https://propartner.veeam.com/my-profile/>


Wer ist unser ProPartner Manager?

Informatik AG 1 more

Partner Profile

Partner status General Business details Personal details Portal users



Company name	Informatik AG	Propartner manager	Stefan
ProPartner ID	PRA-0	Partner type	Silver Reseller, Silver Service Provider



 SIK

<https://propartner.veeam.com/my-profile/>

User Editieren

Registered employees

Employee name **FIND REGISTERED EMPLOYEE**  + Register an employee  [Export company certificates \(2\)](#)

Employee	Contact details	Location	Role in company	
Martin 	m. +41 !	Switzerland	Executive	REVIEW 
Patrick	p. +41 !	Switzerland	Technical	REVIEW

<https://propartner.veeam.com/my-profile/portal-users>

User Editieren

Employee details

Name Martin

Email m.

Phone +41

Location Switzerland,

Specialization Executive

Certification Veeam Availability Suite v9 VMTSP (Includes 9.5 course content)
Veeam Availability Suite v9 VMSP (Includes 9.5 course content)

Portal views Reseller
 Service Provider

CANCEL SAVE

<https://propartner.veeam.com/my-profile/portal-users>

Zusätzliche Pulse-User Rechte

Im Pulse Portal sind DREI zusätzliche Zugriffsrechte für ProPartner User vorgesehen:

- 1) Financial Approver bekommt die Meldung, dass der neue VCSP Vertrag erstellt ist
- 2) Usage Reporting Administrator bekommt die Meldung, dass der monatliche Nutzungsreport im PULSE verfügbar ist (einmal im Monat, in den ersten Tagen des Monates)
- 3) Primary License Administrator darf die Support Cases eröffnen und Case Admins hinzufügen
<https://www.veeam.com/kb2211>

Standardmäßig sind alle Rechte außer dem Lic Admin dem ProPartner Manager zugeordnet. Lizenzadministratoren wurden bei der Migration zu Pulse nicht angepasst.

Bitte beachten sie:

Um mögliche Bugs im PULSE Portal zu vermeiden, überprüfen Sie bitte folgendes:

- In Ihrem Account darf es nur einen ProPartner Manager geben.
- Es darf nicht mehrere User mit dem gleichen Namen geben. Auch nicht, wenn diese verschiedene Mailadressen haben.

ENDE

