

Service providers: The key to an Always-On ecosystem

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Today, the path to cloud computing for enterprise businesses is less about technology and more about extending access to and leveraging new technologies and capabilities. But how can CIOs widen their network from racks, systems and staff and go beyond their firewalls? How can IT turn resources on and off easily and on demand? It starts with selecting the right service provider. Developing an ecosystem that supports 24.7.365 operations is imperative, and a comprehensive cloud strategy is a key part of building that Always-On™ ecosystem.

Service providers aren't one-size-fits-all

In orchestrating a comprehensive cloud strategy, CIOs need to be confident that the solution will meet their specific needs and always allow them to meet SLAs (Service Level Agreements) for business and mission-critical applications. They also need to be able to trust that their data is secure and that they have self-service options. Choosing a service provider is not a one-size-fits-all process. That's why Veeam® works with trusted service providers worldwide through the Veeam Cloud & Service Provider (VCSP) program.

VCSP partners offer end users easy-to-use Veeam-powered services, allowing customers to avoid the cost and complexity of building an off-site infrastructure for backups or disaster recovery. All enterprises have to do is pick a service provider and point virtual machine backups or replicas to the cloud. By integrating Veeam Cloud Connect — a feature of Veeam Backup & Replication™ — with their own cloud platforms, VCSP partners can help IT departments continue the evolution of their data centers.

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VCSP partners are an easy on-ramp to the cloud



The seamless relationship between Veeam and VCSP partners allows businesses to take advantage of all the benefits of the cloud, in a simple, pay-as-you-go model with no vendor lock in. With more than 10,000 VSCP partners worldwide, customers can easily locate the VSCP partner that's right for them with the [Service Provider Lookup](#) tool. There is no additional charge or additional licensing required, but users will need to subscribe to the services offered by a VSCP partner. Users can then just turn on Veeam Cloud Connect from

Veeam Availability Suite™, Veeam Backup & Replication or Veeam Backup Essentials™.

CITIC Telecom CPC, a Hong Kong-based telecommunications and IT service provider, was the first VCSP partner to deploy Veeam Cloud Connect in the North Asian region. The integration between CITIC Telecom CPC's SmartCLOUD platform and Veeam Cloud Connect allowed the company to deliver a full range of service offerings, including Backup as a Service and Disaster Recovery as a Service. Peak Reinsurance Company, one of CITIC Telecom CPC's customers, noticed the benefits of this partnership immediately.

"Compared to legacy backup solutions, it greatly shortens the backup time," Pedro Ng, director of information technology at Peak Reinsurance Company, told [ComputerWorld Hong Kong](#). "The company was able to free up IT manpower resources from handling backup. And, more importantly, there is zero downtime when backup and replication are being performed."

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—Pedro Ng, Peak Reinsurance Company

The perfect balance of flexibility and control

The benefits of working with a VCSP partner do not end with shortened backup windows and a simple way to get started with the cloud. Thanks to the complete support of RESTful API and PowerShell, service providers can automate any operation within Veeam Cloud Connect and give customers control over their off-site infrastructure with a convenient and easy-to-use self-service portal. Users can then subscribe to services, edit hardware plans and even execute failover plans by themselves, from any location and on any device, giving IT the perfect balance of flexibility and control.

Eliminating downtime and data loss are only part of the bigger picture when it comes to data center evolution. The right service provider with the right options makes all the difference. Veeam and its VSCP partners work together to expand the IT ecosystem and enable *Availability for the Always-On Enterprise™* with the flexibility, security and reliability businesses need. To learn more about the benefits Veeam Cloud Connect and the VCSP program provide, visit <https://www.veeam.com/cloud-connect.html>.

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