

veeAMON 2023

Driving Business Growth through Learning & Enablement



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Why certify



More business



Return on investment



Market recognition



Why certify



More business



Return on investment



Market recognition



Professional certifications: Partners



VMSP
Veeam®
Sales
Professional

Available
in **ProPartner** portal



VMTSP
Veeam
Technical
Sales
Professional

Available
in **ProPartner** portal



VMCE™
Veeam
Certified
Engineer

Core backup &
replication



VMCA
Veeam
Certified
Architect

Advanced backup &
replication

Available
at **Authorized Education Centers**

Program concept: Keeping it simple

1



Master
the foundation

2



Choose what is relevant
to your business

3



Differentiate yourself
and your company

Channel sales training and badges



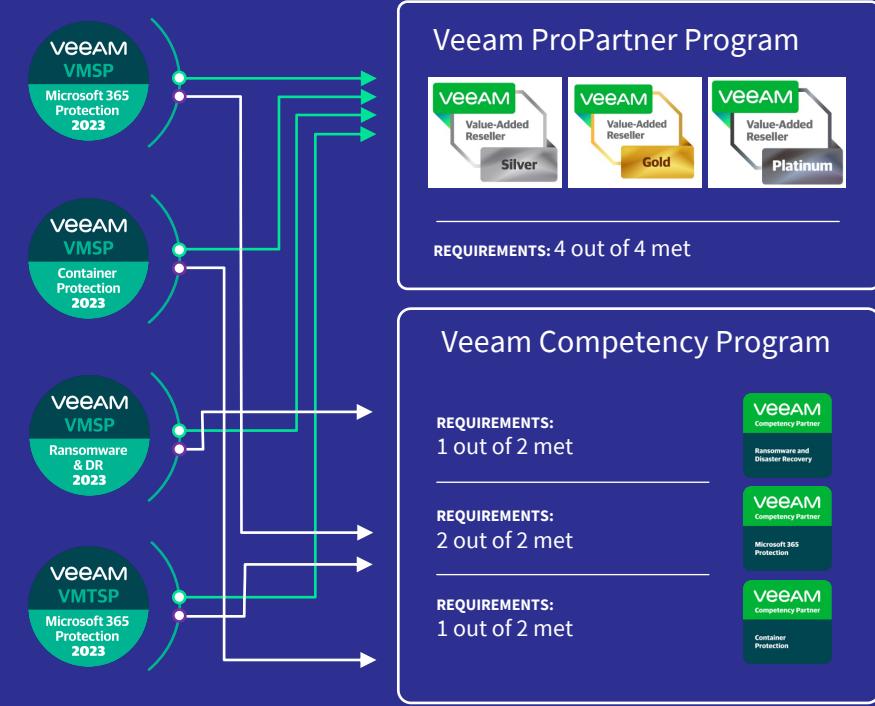
VMSP/VMTSP and other programs

VMSP and VMTSP form part of the requirements for both the **ProPartner Program** and the Veeam Competency Program.

One badge can be used to satisfy the requirements of both programs.

For the Veeam **ProPartner Network**, it is the number of people that complete the training that counts. If one person has three VMSP badges, that will only count as one VMSP training completed towards your Partner Tier.

Only a badge that corresponds to the competency being applied for can be used e.g., a Microsoft 365 badge must be used to apply for a Microsoft 365 Competency.



VeeamIQ – learn more ... earn more



What is VeeamIQ?

ivers new selling and technical
ning to enable your career and your
anization to grow.

ining portal that will enable you
ain the skills required to build
ility with customers.

vides the training required for
Partner and Competency Program.
vate your tier and your visibility.



New – The VeeamIQ Training Catalogue

- Lists all the courses and content in VeeamIQ in an easy to find format.
- This means if you have an opportunity and need to understand a specific Veeam offering fast, this catalogue will direct you to the resources you need.
- Learn how to upsell and cross sell Veeam solutions, grow and expand revenue opportunities.
- <https://propartner.veeam.com/veeam-iq>.

How to get to the new catalogue



<https://propartner.veeam.com/veeam-iq>

The screenshot shows the Veeam ProPartner Portal interface. At the top, there's a navigation bar with the Veeam logo and a search bar. Below it, a sidebar on the left lists categories: Jason Jenkins (Veeam Software - Activities Tracking), Gold Reseller, Manage My Business (Products, Solutions, Services, Sales Resources, Marketing), Technical & Pre-Sales (Learning & Events, Contacts), and Events. The 'Learning & Events' section has a red circle with '1' over it, and the 'Events' section has a red circle with '2' over it. The main content area features sections for Training (Veeam IQ), Certification (VMCE/VMCA, VMSP/VMTP, VMXP), Events (VeeamON 2022 Partner Event Kiosk, Recorded webinars, Upcoming webinars, Events), and Enhancements (Your Veeam Value-Added Reseller Gold Status). On the right, there are sections for Certification requirements (Veeam Sales Professional (VMSP) 1245/4, Veeam Technical Sales Professional (VMTP) 871/4, Veeam Certified Engineer (VMCE), VMCE-A, 501/1), Veeam recommendations (Partner profile, ACCESS AND UPDATE, Veeam Champion, ASSIGN NOW, Add Veeam to your website, START SYNDICATING), and a 'Boost your business' section with a 'SHOW MORE' button.

Courses listed by solution

<https://propartner.veeam.com/veeam-iq>

The screenshot shows the Veeam IQ training portal. At the top, there's a navigation bar with back, forward, and search icons, followed by the URL 'propartner.veeam.com/veeam-iq'. Below the navigation is a header with the 'veeam PROPARTNER' logo and a search bar. On the left, a sidebar for 'Jason Jenkins' (Veeam Software - Activities Tracking, Gold Reseller) includes links for 'Manage My Business', 'Products', 'Solutions', 'Services', 'Sales Resources', 'Marketing', 'Technical & Pre-Sales', 'Learning & Events', and 'Contacts'. The main content area has a title 'Veeam IQ' and a sub-section 'Learn more, Earn more!'. It shows a breadcrumb path 'Learning & Events > VeeamIQ'. Below this is a section titled 'Your guide to Veeam learning - VeeamIQ' with a note about the benefits of VeeamIQ. A list of course formats is provided: Curriculum, Online class, Competitor information, External content, Video, and Playlist. Two buttons at the bottom are 'ACCESS NEW AND KEY TRAININGS' and 'ACCESS VEEAMIQ'. To the right, there's a sidebar for 'Your completed certifications' showing a 'Veeam Sales Professional: Ransomware & DR' certificate valid until March 6, 2025. The main content area also features a decorative graphic of overlapping colored squares (green, blue, yellow).

Each heading expands

The courses are hyperlinked to VeeamIQ, so you go directly to what you are looking for.

The screenshot shows the Veeam IQ Training Catalogue page. At the top, there's a navigation bar with the Veeam logo, 'PROPARTNER' status, and a search bar. On the left, a sidebar menu includes 'Manage My Business' (with 'Veeam Software - Activities Tracking' and 'Gold Reseller' options), 'Products', 'Solutions', 'Services', 'Sales Resources', 'Marketing', 'Technical & Pre-Sales', 'Learning & Events', and 'Contacts'. The main content area is titled 'VeeamIQ Training Catalogue' and contains a brief description: 'This catalogue is structured to provide you with a quick and easy way to search through all the training available on Veeam IQ. Simply click on the training category you are interested in, select the training you would like to complete, and the link will take you directly to the material within VeeamIQ or where it is housed.' Below this, there are several sections with green circular icons: 'Competitive Intelligence', 'Cloud-Native' (which has a sub-section for 'Kasten Foundation' with a red circle around it), 'Veeam ProPartner Program', 'Veeam BaaS and DRaaS', 'Veeam Data Platform', and 'Veeam Backup for Microsoft 365'. Each section lists various training items with small icons and labels like 'Online Class', 'Curriculum', and 'Playlist'.



Thank you!

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