

GREATER CHINA REGION UPDATE

FY20 was a difficult year for GCR. We encountered trade disputes, unrest and chaos in Hong Kong, and now COVID-19 pandemic. Despite all these challenges, our partner did not give up. Instead, they worked and braved through the challenges with us till the last minutes. I am very impressed and inspired by their collaborative partnership and can-do attitude!

In FY20, the GCR team succeeded in building a solid foundation – we won GFA; we added Backup Exec and Renewal Elite Partners; we have Flex5150 Elite Partners to expand wider in Mid-Market; we recruited 2 distributors and other new partners; we are now a big family with 1250+ partners. In addition, we built and solidified our alliance relationship with Microsoft, AWS, Alibaba, Hitachi, DXC, SAP and IBM.



Lily Mei
GCR Channel Leader

Virtual life is now the new normal in FY21. Driven by the global COVID-19 outbreak, there has been an explosion of work-from-home (WFH) initiatives and a surge in demand for secure remote access. This shift, like the pandemic driving it, is like nothing we have ever experienced before. It has been highly disruptive in ways many organizations had not planned for; uncertainty is the only sure thing. The original digital transformation is transforming. Cloud business is booming. Security is becoming more important. Our relationships with distributors, larger resellers and CSPs will be even more important to Veritas as we invest heavily this year to drive growth, as well as drive depth with Focus Partners & GSP's Joint Business Plans, QBR's & Executive Engagement Plans, Account Mapping and Pipeline Build Joint Campaign Development, targeting at hybrid cloud, ransomware, modern data centre as important focus areas.

To elaborate, here are some key activities that the GCR Channel team has mapped out for FY21Q1, and I invite everyone to join us in driving them. We are all in this together...

1. FY21 Veritas Partner Force Program Update to Distributor (6 May)
2. FY21 Veritas Partner Force Program Update to Distributor (8 May)
3. Co-brand Azure + BE 90 days free trial program launch with local #37 partners' engagement (13 May)
4. BE 21 Launch (14 May)
5. Flex 5150 customer webinar on (28 May)
6. Have FY21 Business Plan with Distributor, Platinum, Gold, OEM, Key Alliance Partners (May)
7. Have Executives team's alignment with FY21 Business plan and done (May)
8. Trigger Partner Day with Distributor, Platinum (June)
9. DLO 90 days free trial with local 27 partners' engagement (June)

#TogetherWeWill

