



# Veeam and Global Data Vault

## “It’s always our problem.”



When it comes to Disaster Recovery, as a company, we believe “It’s always our problem.” That’s why our sole focus is giving customers the quality they need and full visibility of their protection status. We protect Windows and Linux physical servers and any virtual that runs on VMware or Hyper-V – and mixed / blended environments.

### Solutions

Global Data Vault is a cloud provider of **Veeam Backup and Replication**, **Veeam Cloud Connect** and **Veeam Replication**. We know that providing fast, efficient restores and recoveries is critical to our customers. We know that the technology behind all this is complex. We know that unless someone “owns” this area of responsibility, the results are likely to fall short.

### Quality

Quality equals clean fast recovery to fresh data and working systems. We achieve quality by:

- **Monitoring** of our protection status
- Remote management and of your backup repository
- **Proactive support** focused on your protection status
- **Portals and reporting** for your full visibility

### Simplicity

We simplify through tools to manage and capture your network details. Automated tests verify your network quarterly.

- **Management and monitoring** simplifies management for you.
- Automated account creation simplifies setup.
- Protection of physical and virtual servers with the same tools simplifies management and recovery.

### Value

Remote recovery capabilities are always included in our service.

- **Fixed pricing**, based on the size of the VMs in your environment, provides an affordable, predictable price.
- A **full remote recovery environment is included** with no additional fees.
- Replication to remote data centers is included with no additional fees.

### Summary

1. Global Data Vault believes “**it’s always our problem**”.
2. Global Data Vault delivers **value** through **fixed pricing** and by offering a **complete solution**.
3. Global Data Vault has the **highest focus on delivering quality** of any provider in this space.



Global Data Vault is committed to working in close partnership with qualified resellers. We make it easy for you to add valuable services and still maintain your client relationships.

### How

Management, monitoring and reporting are at the heart of our daily workflow. Keeping you informed is a key part of our job. And as our culture is built on the idea that it's always our problem, we believe we take greater care than anyone in this space to make sure that your clients have the protection they expect and need.

### Referral Model

GDV referral model partners and resellers receive:

- **Single pane of glass view of all customers** protection status
- Sales materials and assistance
- **Implementation and monitoring**
- **First line tech support**
- Invoicing by Global Data Vault
- **Commissions monthly**

### Wholesale Model

GDV extends your service platform:

- **Single pane of glass view of all customers** protection status
- Sales materials and assistance
- **Branded marketing materials**
- Sales and technical training
- Second line tech support
- Wholesale billing

### References

"This shows value of the service and the expertise behind it. By being proactive with what you are seeing you are able to provide a solid recommendation to bring a site into compliance."

**Chad Root**  
Global CIO/CTO  
FTS Managed Services

