



Arrow & Veeam

Be ready for the next idea.
Take the next opportunity.
Explore together with Arrow and Veeam.



VEEAM

Partner with Arrow ECS UK's award-winning support for Veeam to widen your horizons, growing your data management and hybrid cloud opportunities.

Veeam - Global leader in Data Protection

Veeam is the leader in backup, recovery and data management solutions that deliver Modern Data Protection across a single platform for Cloud, Virtual, Physical, SaaS and Kubernetes estates.

Access Veeam tools built by Arrow

Arrow's custom-built tools empower our partners to easily and confidently identify appropriate solutions, issue pricing and compare options across resale and service provision, strengthening partner propositions.

Technical support to branch out

Use Arrow's Veeam demo environment and work with our Veeam accredited technicians to design, build and deploy your data protection solutions, with ongoing support to incorporate additional solutions and services to accelerate growth.

Arrow ECS UK - Veeam Aggregator of the Year

The highly skilled, knowledgeable and proactive Veeam team at Arrow are on hand to guide both existing Veeam providers and those new to the Veeam partner family through the Veeam world.

Streamline portfolio options

Arrow have designed simplified Veeam literature to provide sales representatives a clear path through the up and cross sell process, with flexible questions to explore with existing clients and prospect accounts.

ArrowSphere to simplify cloud services

End-to-end lifecycle management for multiple cloud vendors for management of consumption and subscriptions, streamlined scalability with consolidated data and analytics, and propel your offerings through integrations and marketplaces.

Add Services

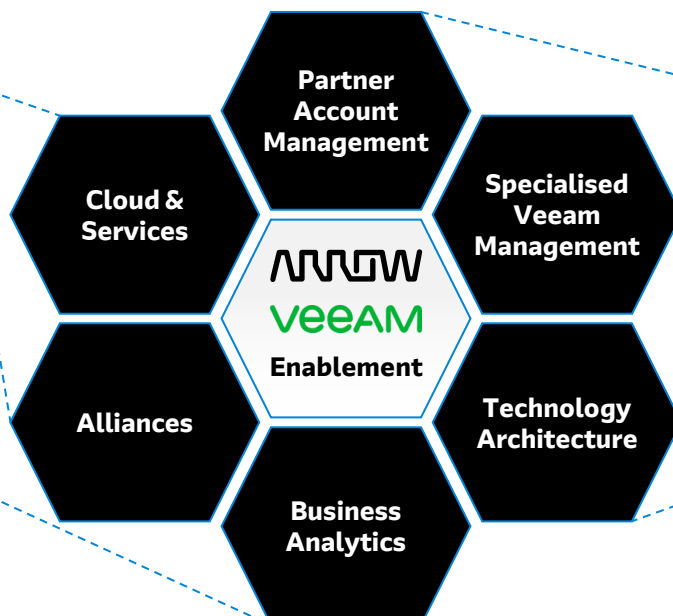
- > Managed backup
- > Estate monitoring & analysis
- > Self-service recovery
- > Backup as a Service
- > Disaster Recovery as a Service

Solution Approach

- > Backup servers
- > Scalable storage
- > Embrace hybrid cloud
- > Data mobility
- > Explore cloud containers

Deeper Insights

- > White space identification
- > Market trends
- > Vertical characteristics
- > Complementary vendors
- > Account mapping



Account Manager

- > Relationship management
- > Business imperatives
- > Solutions sales enablement
- > Product portfolio
- > Navigate Arrow

Veeam BDM

- > Business plan support
- > Solutions sales enablement
- > Program communication
- > Growth program
- > Forecast and deal escalation

Solution Architects

- > Technical training
- > Solution demonstrations
- > Environment design
- > Proofs of concept
- > Install & configuration