VEEAM

CHAMPION PROGRAM by PartnerPerks

Activity Guide 2018

Activity	Description	Reward
#1: GET CERTIFIED	Complete the Veeam Sales or Technical Sales Certification. Solutions engineers and architects: Complete the Veeam Technical Sales Certification 9.5 (VMTSP) and become a Veeam Technical Sales Professional! Account Executive: Complete the Veeam Sales Certification (VMSP) and become a Veeam Sales Professional! To submit a claim for this activity, the participant must enter the date of their certification and upload a copy of their VMSP or VMTSP 9.5 certification.	Nike Golf Shirt NOTE: You must complete your certification before you are able claim for additional activities and rewards
#2: CONDUCT A MEETING	Conduct a face-to-face or virtual meeting with a net new customer and a Veeam resource To submit a claim: provide the date of meeting, End-User account name and the Veeam resource who accompanied the meeting in the Submitter Comments field. When applicable, upload a screen shot of the calendar invitation for the meeting.	$100 Visa gift card
#3: OVERVIEW THE PRODUCT	Complete any of the following Veeam led activities: A data availability assessment or A product demonstration or A proof of concept To submit a claim: provide the activity date and the End-User account name, as well as describe which product overview activities were completed, and provide the name of the Veeam Engineer who assisted the activity.	$100 Visa gift card, per activity, for you if a Veeam engineer leads the activity
#4: OVERVIEW THE PRODUCT	Complete any of the following Partner led activities:	$250 Visa gift card, per activity, for you if YOU lead the activity

	A data availability assessment or A product demonstration or A proof of concept To submit a claim: provide the activity date and the End-User account name, as well as describe which product overview activities were completed, and provide the name of the Veeam Engineer who assisted the activity.	
#5: ACTIVITY BONUS	Complete two or more of the overview the product activities with the same customer: A data availability assessment or A product demonstration or A proof of concept To submit a claim: provide the activity date and the End-User account name, as well as describe which product overview activities (must be two or more) were completed, and provide the name of the Veeam Engineer who assisted the activity.	$100 Visa gift card
#6: REGISTER AN OPPORTUNITY FOR A NET NEW CUSTOMER	Complete a Veeam Deal Registration form for qualified NET NEW opportunities. To submit a claim: provide the End-User account name and the Deal Registration number that is generated once the deal registration is approved.	$100 Visa gift card
#7-A: CLOSE A VEEAM DEAL	Acquire net new customers by closing a Veeam deal with a Veeam invoice value between $25,000 to $49,999. To submit a claim: provide the End-User account name, Deal Registration number, Veeam Invoice Value, P.O. number from the distributer and describe the Veeam product sold.	You have the choice of a $300 gift card, Sonos Play 3 or Apple Watch Series 3 (GPS, aluminum case, sport band)
#7-B: CLOSE A VEEAM DEAL	Acquire net new customers by closing a Veeam deal with a Veeam invoice value between	You have the choice of a $500 gift card, Sonos Play 5 or iPad (128GB,

	$50,000 to $99,999. To submit a claim: provide the End-User account name, Deal Registration number, Veeam Invoice Value, P.O. number from the distributer and describe the Veeam product sold.	Wi-Fi + Cellular)
#7-C: CLOSE A VEEAM DEAL	Acquire net new customers by closing a Veeam deal with a Veeam invoice value of $100,000+. To submit a claim: provide the End-User account name, Deal Registration number, Veeam Invoice Value, P.O. number from the distributer and describe the Veeam product sold.	$1000 Visa gift card
#8: GET VMCE CERTIFIED	Take the Veeam Certified Engineer (VMCE) class and pass the VMCE exam To submit a claim: enter the date of their certification and upload a copy of their VMCE certification.	$500 Visa gift card