

Veeam Managed Backup as a Service

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TECHNICAL AND BUSINESS CONSULTING, LLC

\$ Make 35X More \$

Solve Your Clients Data Loss Problem

The best way to recover from Ransomware is to get a solid Managed BaaS strategy

How it adds up?

VCSP \$ License Deal for 50 TB/100 VMs

\$ Value	Reseller Deal Breakdown
\$960	VCSP License Cost @ \$0.84/point
\$960	100% Resellers Markup (\$ Profit One time)
\$1,920	Total VCSP Contract Value

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Managed Baas Deal for 50 TB – Monthly Recurring Revenue

\$ Value	Reseller Deal Breakdown
\$4,450	Managed Deal 50 TB @ \$89/TB
\$890	20% Resellers Markup (\$ Profit/Month)
\$5,340	Total VCSP Contract Value
\$10,680	\$ Profit Annually (\$890 x 12)
\$32,040	\$ Profit / 36 Months Terms (\$890 x 36)
\$192,240	Total Managed BaaS Contract Value (\$5,340 x 36)

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VCSP \$ License Deal for 50 TB/100 VMs

\$ Value	Reseller Deal Breakdown
\$33,000	Total \$ Profit
\$194,160	Total Contract Value

Reduce IT Overhead

No upfront costs

Turn key solution

Veeam Managed Backup as a Service

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EASY, FAST, SIMPLE

Add on to your License deals with



Fully Managed Backups

Give your customers the confidence, that their data is safe, available, and easy to restore quickly following a data loss event.



35X

Earn up to 35X more profit by selling Managed Backups with your License Deal



50%

Your clients save on IT costs by up to 50%, while keeping their data secure



10X

Every \$ of monthly recurring revenue can increase your company's valuation by up to 10X

Tech Data Pricing

Standard Price Fully Managed BaaS			
Storage Profile	50 – 200 TB	201 – 400 TB	401+ TB
Price per TB/Month	\$89.00	\$78.00	\$67.00
Shop Tech Data SKU	14057373	14057372	14056869
StreamOne™ SKU	SK49774	SK49773	SK49770
Standard Term Length			36 Months
Implementation Cost			No additional cost
Amount of Local Storage and Time to Onboard			As provided by client
Local & Remote Retention Period			14 days
Compression & Change Rate			2.5 @ 10% change rate
Non-Standard Configuration for 10 – 49 TB			Contact us for pricing

Contact Us Today!

To learn more about this offering, please contact your Tech Data Cloud Specialist. You may also contact us at CloudServicesUS@techdata.com