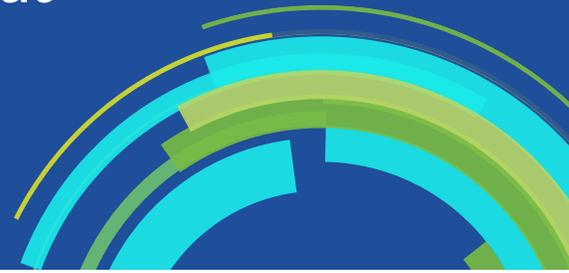


ThinkOn + Veeam



Keeping data safe and secure so that it can thrive wherever it resides



Part of our strategy since deployment #1

ThinkOn's very first deployment included Veeam, and we've relied on Veeam ever since.

Over the years, we've developed a strong, collaborative relationship built on mutual respect that allows us to create fantastic solutions for our partners and subscribers—keeping data secure while minimizing costs and maximizing efficiencies.

ThinkOn solutions powered by Veeam include:

- Compass Data Protect for M365
- Data Protect with Veeam
- Disaster Recovery with Veeam



The power of the perfect three

From fairy tales to blockbuster movies, things that come in threes are inherently more funny, satisfying, and effective. It's called the "rule of three." In cultures and philosophies all over the world, the number three represents luck, harmony, and the divine whole. The Latin phrase *omne trium perfectum* says it all: "everything that comes in threes is perfect."

Back in 2016, the International Data Company (IDC) found that deploying Veeam® with VMware led customers to higher levels of satisfaction and SLA attainment than those deploying VMware alone.¹

But what does that have to do with a ThinkOn and Veeam partnership story?

Part of what makes our partnership awesome is that ThinkOn is VMware based—meaning that this is not just a story of two; it's a story of three: a situation of *omne trium perfectum*. IDC's discovery was true for us in 2016, and it still holds true for us today.

Equilateral triangles enable strong and stable structures—and secure and stable data

Since its founding in 2013, ThinkOn has had strategic partnerships with both Veeam and VMware. Veeam makes our VMware deployment—and the protection of our VMware workloads and our customers' VMware workloads—significantly easier and more manageable for scale. Together, these three facets create a stable and secure environment where data can thrive.

As a VMware Cloud Verified Provider and VMware Principal Partner, ThinkOn offers easy access to the full set of interoperable VMware Cloud Infrastructure capabilities, delivered as a service.

ThinkOn is also a Veeam Platinum Cloud & Service Provider and Platinum Value Added Reseller. Our service levels and infrastructure follow Veeam's best practices and support seamless integration and provisioning for all the latest Veeam technologies—and we have a slew of Veeam-certified experts on staff to support our Veeam-powered portfolio.

“Our customers need to be able to back up their business-critical Microsoft data. We were looking for a robust solution that addressed their SaaS backup challenges. Focusing on our customers’ needs, we conducted an extensive review of the market, but one vendor stood out from the competition—ThinkOn. It was the Compass Data Protect for M365 backup solution powered by Veeam that drew us to ThinkOn. ThinkOn’s high level of security and reliability, the ease of doing business with them, the monthly billing, and the unlimited data combine to create a phenomenal product.”

– Tony Smith, Commercial Director, Primenet

Work with us and lead with Veeam—we make it easy!

Sell BaaS and DRaaS services at scale while maintaining Veeam’s functionality, security, and implementation standards—with no need to hire Veeam-skilled resources or set up a Veeam shop.

Steady-as-she-goes invoicing makes for smooth sailing.

Unexpected charges make for rough business waters. At ThinkOn, we never charge ingress or egress fees. With our no-hidden-fees policy, your bills—and your customers’ bills—won’t fluctuate.

Hate conflict? Same. That’s why we’re Channel-First.

With us, Channel-First means Channel-Only, so you’ll never have to watch your back. We work with you, the reseller; your customers are yours, your contracts belong to you, and that’s the way it stays.

Get to know the together that’s making data protection better

ThinkOn is a Managed Infrastructure Services Provider (MISP) with a global data center footprint, focused on empowering you to do whatever you need to do with your data. Consider us your dedicated department of data-obsessed experts. We will protect your client’s data like it’s our own, making it more resilient, secure, actionable, and searchable.

Veeam® is focused on simplifying backups for virtual machines. Since its founding in 2006, Veeam has been the industry leader enabling you to own, control, and protect your data anywhere in the hybrid cloud with backup, recovery and data management solutions that help keep data safe.

Combine Veeam’s market presence and data protection prowess with ThinkOn’s cloud delivery engine, and you get awesome, secure solutions that make resellers and customers very happy.



Let’s do this—together.

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VEEAM
Competency Partner

DRaaS
Reseller Ready



VEEAM
Competency Partner

Off-site Backup
Reseller Ready



VEEAM
Competency Partner

MSP Backup
Reseller Ready



VEEAM
Competency Partner

BaaS
for Microsoft 365
Reseller Ready

¹ Veeam, “It’s a fact: Veeam and VMware are Better Together!”
<https://www.veeam.com/blog/its-a-fact-veeam-and-vmware-are-better-together.html>