

Engage. Activate. Displace.

Company Incentive - Displace Veeam to earn rich incentives

Promotion Period: March 1, 2024 – August 31, 2024

Simple. Secure. Savings.

Druva's fully managed, 100% SaaS approach effectively removes the challenges that plague DIY backup solutions like Veeam. Everything customers need to protect and secure their data is included on day 1: Storage, compute, software, and security. With just one platform, your customers get to protect all workloads, and can rest easy knowing the solution is fully maintained, security-hardened, up-to-date, and ready with the latest features and capabilities. Best of all, the efficiency of cloud-native SaaS delivers the lowest possible Total Cost of Ownership — a Win-Win for you and your customers!

Why not sell a data protection solution that works for you and your customers?

Displace Veeam and Earn Big

Company Incentive

10% Volume Incentive Rebate (on deals over \$5,000, subject to \$1,000 cap)

1. Login at <https://partnerportal.druva.com>
2. Go to Deal registration >> Register a Deal tab
3. Fill out the simple form on the deal registration page and make sure to select "Legacy Replacement Sales Play" in the Druva Marketing Campaign drop down

Help new customers switch to Druva's fully-integrated, security-first portfolio that simplifies data backup and recovery with predictable, cloud-based economics without the burden of infrastructure.

- **Achieve *sustained profitability*:** Druva's 100% SaaS solution allows partners to build recurring annual revenue streams with high customer retention rates.
- **Deliver *high velocity*:** No backup hardware, no software, no appliances. Just 100% SaaS deployable anywhere with cloud-native design.
- **Retain customers for life with *guaranteed incumbency*:** Partner incumbency with Druva means you will keep your customer for life.

Access to Druva Partner Tools



Sales Tools

- [Customer Pitch Deck](#)
- [Talk Track](#)
- [Objection Handling](#)
- [Battlecard](#)



Marketing Tools

- [Email Campaign](#)
- [Solution Brief](#)
- [Demo Video](#)
- [Customer Offer Flyer*](#)



Resources

- [Druva vs. Legacy Campaign in a Box](#)

Rewards

Your Druva representative will work with you to confirm completion and fulfillment of rewards.

Eligibility and Terms and Conditions

Only select partners directly invited by Druva are eligible for this promotion.

Total Contract Value must be \$5,000 - \$10,000 to qualify for rebates.

In each case, the relevant activities must be completed, the relevant event(s) must occur, and the applicable terms and conditions must be satisfied within each Druva quarter.

This offer is only available when displacing Veeam as the customer's incumbent vendor.

"Legacy Replacement Sales Play" must be chosen in the Druva Marketing Campaign field at the time of deal registration. Completing this step is mandatory to be eligible for any other rewards.

Upsells, add-ons and/or renewals are not eligible and shall not constitute or be part of a "Deal".

Rebates will be based on the Total Contract Value for a deal net to Druva. Multiple products are eligible.

Eligible Partner Companies may only participate, provided participation is in compliance with internal policies and applicable law.

Eligible Partner Companies are responsible for any tax liabilities arising from any rebates received under this program.

Eligible Partner Companies must avoid any deceptive, misleading, unethical or unlawful practices that are or might be detrimental to Partner, Druva or Druva's

Resources

General information: channel@druva.com

Technical support: support.druva.com

affiliates and/or the Druva products.

Deal closure quantity is based per Rep. Additional qualifying deals must be closed by the same Rep within the Druva quarter.

For deals to be considered converted into an opportunity, the opportunity must include a primary quote to the customer.

Purchases made through Dell do not qualify.

Druva reserves the right to modify these terms and conditions and/or modify and/or cancel this program without notice at any time.

Rebates shall be provided or paid 60 days after the rebate is earned directly to the Partner Company.

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Only valid in the territory in which the eligible Partner Company is based.

*You will display and/or communicate the terms and conditions applicable to end customers in the customer promotion flier here without alteration.