



TOP 55

## Channel Visionaries – 2017 TOP 55 Cloud Channel Executives

### Mike Waguespack, Vice President of Strategy for Global Cloud Group at Veeam

**BIO:** Mike Waguespack is the Vice President of Strategy for Global Cloud Group. In his 7 years at Veeam Mike has conceived, developed and rapidly grown their cloud business. Prior to joining Veeam, Mike developed the VMware VSPP program and its highly successful tiered pricing model. He also spent several years at EMC building strategic relationships with their Global Systems Integrators. Mike is well-traveled and has lived throughout the U.S., but considers Louisiana home. He and his family currently live in Colorado where they enjoy the outdoors and spending time together.

**Achievements in 2016:** Rapid Growth: The Veeam Cloud & Service Provider (VCSP) program, which provides service providers with ready-made opportunities to offer Disaster Recover as a Service (DRaaS) and Backup as a Service (BaaS) and to acquire new customers and grow recurring revenue, reported 79 percent YoY revenue growth for FY 2016. The VCSP program has expanded to more than 14,300 service and cloud providers worldwide, with more than 2,600 of those partners licensed to provide services for Veeam Cloud Connect. Veeam Cloud Connect makes it easy for Veeam customers to extend their backup infrastructure to the cloud. Veeam Cloud Connect also makes it easy for service providers to offer hosted backup repositories or complete backup services with Veeam.

Mike has led the efforts that created this enormous growth. His input and experience also played a large role in the development of the Veeam Cloud Connect capability. With the Global Cloud group that he's built, and leading with the region and Product Management, he's been a key contributor to the level of success Veeam is currently experiencing.

**Plans for 2017:** To further meet the demands of customers, Veeam recently introduced the next generation of comprehensive Availability: Veeam Availability Platform for the Hybrid Cloud. This solution enables businesses and enterprises of all sizes to ensure Availability for virtual, physical, and cloud-based workloads in the Hybrid Cloud. Mike will further develop Veeam's rapidly growing presence in the Cloud market and support its position as the leading vendor of Backup as a Service (BaaS) and Disaster Recovery as a Service (DRaaS) solutions for Cloud and Service Providers.

Mike's understanding on how the market will develop, his ideas on go to market, positioning, new services, and his knowledge on how to cope with this very dynamic and strategic Cloud market will always remain key for Veeam to continue accelerating.



Penton

