



# virtualDCS Sales order procedure:

## For partners



**veeAM**  
VCSP Competency  
Approved Partner

**veeAM**  
VCSP Reseller Ready  
BaaS  
for Office 365

**veeAM**  
VCSP Competency  
DRaaS

**veeAM**  
VCSP Reseller Ready  
MSP Backup

**veeAM**  
VCSP Reseller Ready  
Off-site Backup

# The process:

**As referred to in section 2.3 of the virtualDCS Partner Agreement, this Sales order procedure must be adhered to where possible.**

The method of ordering may differ depending on the service the partner is providing to the end user. This is outlined in Section 1, below, with any exceptions listed in Section 2.

## 1. Agreed sales procedure

1.1. In most cases, it is preferred that an official quote is requested, via your account manager or the sales team in the first instance.

Once approved that quote can be electronically signed, by an authorised representative of the partner. If you are unable to sign electronically via our portal, a written email confirmation of approval will be accepted.

## 2. Exception

2.1. Where a consumption-based service from virtualDCS is being provided e.g., CloudCover 365 or a monthly subscription service, it is acceptable for the partner to subscribe or add their customer via the relevant portal. It will then be billed upon the next billing cycle.

## Further information:

For further information on this process and to access our full service terms and conditions, please log in to our partner portal at [www.partner.virtualDCS.co.uk](http://www.partner.virtualDCS.co.uk).

You can also contact our partner team by calling +44 (0) 3453 888 327 or emailing [partner@virtualDCS.co.uk](mailto:partner@virtualDCS.co.uk).

