

# 2022 Veeam per-socket license end-of-sale announcement

## Partner FAQ

### What change is happening?

Effective July 1, 2022, we will end the sale of per-socket perpetual licenses for Veeam® Backup & Replication™, Veeam Availability Suite™, Veeam Backup Essentials™ and Veeam ONE™ to both new and existing customers for all editions. We want to make this a smooth experience for you and your customers. Our hope is that providing you with an eight-month advance notice gives you time to prepare.

### Why is Veeam ending the sale of socket licenses?

At Veeam, our mission is to provide customers with simple, flexible, reliable and powerful Modern Data Protection with an easy-to-use license that works for an ever-expanding set of workloads including cloud, virtual, physical, NAS and more. This is the reason we launched Veeam Universal License (VUL) back in 2019 to prepare for this next phase of multi-cloud workload support, and the adoption has outpaced our expectations.

We believe that our recent announcement to end the sale of socket licenses will help us continue this mission.

Additionally, socket licensing is incompatible with many of the new features and functionalities Veeam has pioneered. The most advanced backup technologies require a portable license to offer the protection customers require. VUL enables us to provide licensing for workloads not running on hypervisor sockets including Windows/Linux physical servers, NAS, AWS, Azure and more.

### What offerings/products are affected by this licensing change on July 1, 2022?

- **Veeam Backup & Replication (VBR), Veeam Backup Essentials (VBE) and Veeam Availability Suite (VAS)** socket licenses will be End-of-Sale (EOS), but Veeam Universal License (VUL) will remain.
- **Veeam ONE (ONE)** socket license will be EOS, but identical functionality will remain available as a component of VAS VUL and Veeam Backup Essentials (VBE) VUL.

### How do I migrate customers from socket licenses to VUL?

You can migrate your customers to VUL by contacting a Veeam representative for configuration, pricing and details.

### What rules still exist around socket licenses?

- When VUL and STD or ENT edition socket licenses exist in the same environment, the socket license edition takes precedence for the full environment which results in lower overall feature capability.
- When VUL and any edition socket licenses exist in the same environment, all VMware and Hyper-V virtual machines (VMs) can only be protected via socket licenses (i.e., they cannot be fully or partially protected via VULs).
- Socket licenses cannot be merged or mixed with VBE VUL.
- VUL is required for NAS, cloud-native workloads, Nutanix AHV, Red Hat Virtualization (RHV), all physical agents, workstations, enterprise applications and many future capabilities.



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## Can customers upgrade their existing socket licenses?

Yes, customers can upgrade their socket licenses to Enterprise Plus edition with production support.

## Will prices increase in the future?

Veeam reserves the right to increase prices on any of its offerings and at any time with sufficient notice.

## Is Veeam eliminating perpetual license transactions?

No, Veeam will continue to offer VUL perpetual.

## Are customers being forced to migrate?

No. Veeam is not requiring customers to migrate. However, almost all customers with lower VM density will decrease their Veeam TCO, while getting enhanced functionality, by migrating to VUL. For Standard or Enterprise edition customers with higher VM density, migration offers a significant cost savings versus edition upgrades. In all cases, Veeam recommends offering both a migration and a renewal quote.

## What if the customer threatens to leave Veeam unless additional socket license(s) are offered after EOS date?

Veeam is not requiring customers to migrate. In cases where customers need to grow before July 1, 2022, they can purchase new socket licenses. In cases where customers need to grow on or after July 1, 2022 but are unwilling to migrate to VUL subscription or VUL perpetual, please contact your Veeam Partner Manager for additional guidance.

## What is the grace period for socket license quotes?

Because customers will have been given several notices of the socket license EOS between October 2021 and June 2022, there will be no orders fulfilled on purchase orders received after close-of-business on June 30, 2022.

## How does this affect deal registration?

Registered deals for socket licenses cannot be honored past July 1, 2022.

## What can VUL protect that socket licenses can't?

VUL can back up all supported workloads, including: NAS file shares, cloud-native VMs, Nutanix AHV, Red Hat Virtualization (RHV), all physical agents, workstations (Windows/Linux/MAC) and many future capabilities. Socket licenses can be backed up on-premises with VMware and Hyper-V VMs only.

## If a customer migrates, will they have to reconfigure all their backup jobs?

No reconfiguration is necessary. Install the new VUL key and backup jobs will continue running as expected. Customers may activate these new features at their convenience.

## How is a migration priced?

Migrations are priced based on the number of VUL licenses that were created by the migration.



## What do we need to get from the customer to quote a migration?

- Account / Company Name
- What sockets offering(s) they are coming from (e.g., product, product edition and support level)
- What VUL offering(s) they are going to (e.g., Veeam Backup & Replication, Veeam Availability Suite)
- Quantity of each socket offering (e.g., four Veeam Backup & Replication ENT BAS sockets, six Veeam Availability Suite ENT PRO)
- Maintenance expiration date(s) for all socket licenses
- Currently supported VMs on socket licenses
- Desired term (one-to-five-year extension or migration with no extension)

## What about customers with ELA/structured agreements?

Customers with an Enterprise License Agreement (ELA) or other structured agreements will have their agreement honored and will be able to purchase the product(s) as permitted by the ELA.

## Will other changes be made for socket licensing in 2022?

Yes, in 2022, we will cease to offer +3- or +4-year Pre-Paid Maintenance, limiting renewals to 3 years or less

## Any changes to Management Pack (MP) socket licensing?

No, it is unaffected by 2022 Socket License End of Sale

## Where can I learn more about this change?

We have provided some more context on the [ProPartner portal](#), and as always, you can reach out to your dedicated channel manager.