EMEA Enhanced Symantec Partner Program

✓Symantec™

Symantec's enhanced Partner Program helps you differentiate yourself and enables you to deliver exceptional customer value. These enhancements – along with extensive enablement and financial benefits – are intended to help drive even more revenue with your customers and forge a closer relationship with Symantec.

Partnering with Symantec

The majority of Symantec revenue is generated through the channel, so our partners are a fundamental asset and a force multiplier for our business. We are reinforcing our long commitment to the partner community with renewed focus and energy, and fresh approaches to collaboration and enablement for our partners.

Symantec's partnering vision is to give every one of our partners:

- Opportunities for predictable, profitable growth for your business
- Relevant market-leading solutions to protect and manage your customers' information
- Skills and tools to deliver superior value to your customers

Specializations

Symantec will realise this vision through Specializations, which help you:

- **Differentiate** your business from competitors
- **Maximise** your returns using new sales, technical and business enablement resources to get the most from the time and effort you invest in your business, and with us
- **Accelerate** your profits to succeed faster, with more predictable results, for sustained advantage.

Partner Program Levels and Benefits

The Symantec Partner Program is designed to meet you where you are, with a path to more opportunities. Partner level benefits are based on investments in your Symantec relationship. Benefits vary by level and region, and include:

- Access to Account Management
- Executive engagement
- Access to proposal-based Marketing Development Funds (MDF)
- More Technical Support incidents
- Access to the Technical Support online portal
- Access to free software
- Sales and marketing tools

More Information

Please contact your regional Partner Account Manager or visit PartnerNet for further information.

Key Benefits by Level

Benefit	Silver	Gold	Platinum
Access to Opportunity Registration	Via VAD	Direct	Direct
Opportunity Registration Rebate (reduced rate for Named Accounts)	Up to 8% (via VAD)	Up to 12%	Up to 14%
Business Development Fund	No	No	3% of ORR
Priority Technical Support 24x7 Incidents	2	15	30
Access to SymIQ for Partners and Symantec Virtual Labs	No	Yes	Yes
Access to Beta Product Program	Yes	Yes	Yes
Quantity of internal use licences (dependent on product)	100	100	500

Key Requirements by Country and Level

Benefit	Country	Silver	Gold	Platinum
Number of Solution Specializations (excludes Small Business)	Tier 1	1	2	3
	Tier 2	1	1	2
	Tier 3	1	1	2
Closed Opportunity Registration Revenue (Net to Symantec, annually)	Tier 1	None	$150,000	$500,000
	Tier 2	None	$100,000	$300,000
	Tier 3	None	$80,000	$200,000

Tier 1: United Kingdom

Tier 2: Austria, Belgium, Germany, France, Italy, Luxembourg, Netherlands, Norway, Saudi Arabia, South Africa, Spain, Sweden, Switzerland, United Arab Emirates

Tier 3: All other EMEA Countries

SYMANTEC PARTNER PROGRAM
DIFFERENTIATE | MAXIMIZE | ACCELERATE

EMEA Solution Specializations

Symantec™

Specializations recognise and document a Symantec partner's knowledge and expertise in a selected solution family or market and offer benefits beyond Symantec Partner Program partner-level entitlements. This document outlines Specializations available in EMEA, with a summary of their benefits and requirements.

Specialization Benefits

- Sales Cycle Protection via NEW Teaming Plan
- Up to 17% rebate* on new opportunities
- Additional discounts (via Symantec Distributor)
- Specialist Logo and Branding
- Specialist Partner Locator Listing
- Additional internal use licences, NFRs and evaluations
- Dedicated Symantec Pre-sales resources
- Access to Beta Product Program
- Access to Consulting Services Delivery Resource Kit
- Additional enablement training, tools and collaboration
- Access to specially tailored promotions, initiatives, tools and ongoing communications
- Access to Campaign Marketing Funding

  *17% is based on a Platinum Partner and comprises 14% non-named account opportunity rebate, plus 3% business development fund. Rebate availability and amounts vary by partner level.

Specialization Requirements

- Membership of the Symantec Partner Program
- Achievement of required SSE (sales) and SSE+ (technical sales) accreditations
- Achievement of required STS (technical) accreditations
- Completion of Technical Assessment
- Approved Business Plan
- Completion of online Specialization Application
- Ongoing Sales and Marketing Activity reporting
- Ongoing maintenance of requirements

Specialization Accreditations

- Attached matrix identifies Accreditations required per Specialization
- 2 individuals required per Accreditation Level (SSE, SSE+, STS)
- Accreditations must be held on latest available version

Specialization	Authorised Products	SSE	SSE+	STS
		Minimum 2 individuals EACH with the following accreditations		
Enterprise Security	SPS EEG, SPS EES, SSIM, CSP, SBG, SWG, SNAC *(See below for full titles)*	SPS Enterprise Edition **Plus** SEP or SSIM or SBG or SNAC or Web Gateway	SEP **Plus** SSIM or SBG or SNAC or Web Gateway	SEP **Plus** SSIM or SBG or SNAC
Endpoint Management	Altiris Suite: SPS EEE *(See below for full titles)*	SMS **Plus** CMS or AMS or ITMS	CMS/SMS **Plus** AMS	CMS **Plus** SMP
Data Protection	NetBackup (NBU) PureDisk (PD)	NetBackup **Plus** PureDisk	NetBackup **Plus** PureDisk	NetBackup **Plus** PureDisk
Archiving and eDiscovery	Enterprise Vault (EV)	Enterprise Vault	Enterprise Vault	Enterprise Vault
High Availability	VERITAS Cluster Server (VCS)	VERITAS Cluster Server	VERITAS Cluster Server	VERITAS Cluster Server
Storage Management	Storage Foundation (SF) Command Central Storage	Storage Foundation	Storage Foundation	Storage Foundation
Data Loss Prevention	Data Loss Prevention (DLP) SPS EEE	Data Loss Prevention	Data Loss Prevention	Data Loss Prevention
IT Compliance	Control Compliance Suite (CCS)	Control Compliance Suite	Control Compliance Suite	Control Compliance Suite

Enterprise Security Products: Protection Suite Enterprise Edition for Gateways & Servers, Security Information Manager, Critical System Protection, BrightMail, Web Gateway and Network Access Control

Endpoint Management Products: Client Management Suite, Server Management Suite, Management Platform with Notification Server, Asset Management Suite, IT Management Suite and Protection Suite Enterprise Edition for Endpoints