

Symantec™ Endpoint Management Specialization

For partners with proven expertise in providing Altiris™ products and solutions.

The Endpoint Management Specialization provides qualified partners with recognition of their focussed company commitment to selling Altiris products and their expertise in providing Altiris solutions to customers. Gain recognition and grow your business by maximising your Endpoint Management opportunities.

The Endpoint Management Specialization offers a range of benefits to participating partners, including:

- Access to **Internal Licenses** for Altiris products for use on production networks¹; and **NFR license keys** for a range of Altiris products for use in partner training facilities, briefing centers, or customer demonstrations.
- Access to **Altiris Sales Training** and **Altiris Technical Training** programs, offering online training and assessments at no charge to help sell and position Altiris products and solutions more effectively.
- Access to the **Altiris Knowledgebase**.
- Access to the **Altiris Beta Center**, which provides an opportunity to engage with Symantec at various levels of the development cycle for selected Altiris products.
- Listing on the **Symantec Partner Locator** marked as an **Endpoint Management Specialization member** to help customers and partners search for and identify partner organizations that can meet their specific Altiris needs.
- Endpoint Management Specialization **certificate and logo**.
- Eligibility to participate in **promotions, initiatives, and partner events** and to receive ongoing **communications** for Endpoint Management Specialization members.²
- **Opportunity Registration** provides additional rebates to eligible partners who actively identify, develop, and close incremental sales opportunities on qualifying products. Eligibility to register qualifying Altiris opportunities is provided exclusively to Endpoint Management Specialization members in the Symantec Partner Program.³ Eligible products include all Altiris products. This benefit commences October 2009.

Partners must meet the participation requirements to become a member of the Endpoint Management Specialization. The requirements include:

- Partners must be enrolled in the Symantec Partner Program at the Channel Platinum, Gold, Silver Corp, Silver, Registered or Distribution Partner levels
- Employ a minimum of two (2) individual engineers on staff whom have each successfully achieved the most recent version of the Symantec Technical Specialist (STS) accreditation for both of the following:
 - Altiris Client Management Suite STS
 - Symantec Management Platform with Notification Server STS
- Employ a minimum of two (2) individual sales people on staff whom have each successfully achieved the most recent version of the Symantec Sales Expert (SSE) accreditation for both of the following:
 - Altiris Client Management Suite SSE
 - Altiris Server Management Suite SSE
- Develop and provide a rolling business plan, as part of the SPP business plan requirement, for activities dedicated to Altiris products.
- Provide sales and marketing activity reporting, as part of SPP Sales and Marketing activity reporting, providing details such as Altiris Product Licenses, customer details, and ongoing monthly sales forecasts.

¹ Internal Licenses for Altiris products do not include Technical Support.

² As delivered in each region. May be subject to additional participation requirements and acceptance of specific terms and conditions.

³ May be subject to additional participation requirements and acceptance of specific terms and conditions. Excludes Symantec Distribution Partners.

More information

More information about the **Endpoint Management Specialization** is available in the *Endpoint Management Specialization Program Guide Supplement*, which is available from the Specializations area of PartnerNet. Contact your regional Partner Program representative with any specific questions.

To apply for membership:

Complete the online application form on PartnerNet: <https://partnernet.symantec.com/Partnercontent/Program/Specializations.jsp>

Not a Symantec Partner Program member?

Take the first step towards building your relationship with Symantec. Visit www.symantec.com/partners and complete the online application form.

About Symantec

Symantec is a global leader in providing security, storage and systems management solutions to help businesses and consumers secure and manage their information. Headquartered in Mountain View, Calif., Symantec has operations in more than 40 countries. More information is available at www.symantec.com.

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