

Data Loss Prevention Solutions Specialization - Europe, Middle East and Africa

For partners with proven expertise in providing Data Loss Prevention Solutions

Symantec Data Loss Prevention (DLP) delivers a unified solution to discover, monitor, and protect confidential data wherever it is stored or used. With DLP, Symantec continues to shift the focus of security from locking down infrastructure to protecting the information itself.

Benefits

As a Data Loss Prevention Solutions Specialization member, you gain access to a range of benefits that will extend your expertise and support your focus on Enterprise customers. Membership benefits include:

- Eligibility to register qualifying sales opportunities through the Symantec Opportunity Registration Program¹.
 - Listing on the Symantec Partner Locator with a designation as a Data Loss Prevention Solutions Specialization member enables customers, Partners and Symantec to search for and identify partners who best can advise them and meet their business needs.
 - Access to complimentary software licenses for selected Symantec Data Loss Prevention products.
 - A Data Loss Prevention Solutions Specialization certificate and logo to demonstrate your expertise to potential customers.
 - Additional discounts may be made available on Symantec Data Loss Prevention products.
 - Special membership communications, including exclusive promotions and policy updates.
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Requirements

To become a member of the Data Loss Prevention Solutions Specialization, partners must meet these requirements:

- Maintain membership status in the Symantec Partner Program as a Distribution Partner or as a Channel Partner at the Global Strategic, Platinum, Gold, Silver, or Registered Reseller level.
- Maintain a minimum of two (2) individual Technical Champions on staff who have each successfully achieved a **Symantec Technical Specialist (STS)** accreditation in the following product:
 - Symantec Data Loss Prevention
- Achieved competency Level 4 or higher in the Symantec Pre-Sales Assessment for the Data Loss Prevention Solutions Specialization.
- Maintain a minimum of two (2) individual sales people on staff who have each successfully achieved a **Symantec Sales Expert (SSE)** accreditation in the following product:
 - Symantec Data Loss Prevention
- Maintain a minimum of two (2) individual sales people on staff who has each successfully achieved a **Symantec Sales Expert Plus (SSE+)** accreditation in the following product:
 - Symantec Data Loss Prevention

¹. Benefit may be subject to additional requirements and acceptance of terms and conditions.

Fact Sheet: Symantec Partner Program Data Loss Prevention Solutions Specialization - Europe, Middle East and Africa

- Provide rolling business plans that include revenue targets and participate in quarterly business reviews with Symantec Channel Sales to review progress against plans.
 - Provide sales and marketing activity reporting, detailing items such as Symantec Data Loss Prevention product licenses sold, customer information, and ongoing monthly sales targets and forecasts.
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Partner training

Partner sales training and accreditation are available to all to Symantec Partner Program members. To learn more, visit Symantec University on PartnerNet: <https://partnet.symantec.com/Partnercontent/Training/Home.jsp>

Learn more

Visit PartnerNet to learn more about the Data Loss Prevention Solutions Specialization.

<https://partnet.symantec.com/Specializations>

Not a Symantec Partner Program member?

Take the first step toward building your relationship with Symantec. Visit symantec.com/partners and complete the online application form to join the Symantec Partner Program.

More Information

Visit our website

<http://enterprise.symantec.com>

About Symantec

Symantec is a global leader in providing security, storage and systems management solutions to help consumers and organizations secure and manage their information-driven world. Our software and services protect against more risks at more points, more completely and efficiently, enabling confidence wherever information is used or stored.

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