Symantec Specialists
Experienced. Proven. Trusted
Symantec Specialized Partners
Experienced, Proven, and Trusted

Recognized as Experts
Symantec endorsed as proven experts with demonstrated sales and technical success in delivering Symantec solutions

Accredited
Rely on partners that have been extensively trained and tested on their technical expertise

Easily Classified
Classification by product or solution expertise means you can easily identify the right partner to meet your project requirements

Supported
Specialized partners have access to more benefits with Symantec which means customers receive superior service and support
Specialization Categories

Select a partner by Segment or Solution Expertise

Symantec Specialists
Archiving and eDiscovery Specialization

**Products:** Symantec Enterprise Vault™

**Function:** Capture, classify, and store email, instant messages, and Microsoft® SharePoint® content and files to enforce retention policies, simplify discovery, and reduce storage costs and management overhead.

**Customer Projects**
- Intelligent Email and Sharepoint archiving
- File system performance optimization
- Legal discovery and response
- Records retention

**Specialization Criteria**
- Sales Accreditations (SSE)
- Technical Accreditations (SSE+, STS)

**Partner References**
- AnternetA
- Datalink
- Ecobyte
- EXA Corporation
- Insentra
- Intalock
- ITS Partners
- Jainam
- JUN I&C
- PCMS IT Advisor Group
- Pro Datech
- Sorin
- The Value System
- Thomas Duryea Consulting

Locate a specialist: [www.partnerlocator.com](http://www.partnerlocator.com)
Data Loss Prevention Specialization

**Products:** Symantec™ Data Loss Prevention

**Function:** Discover, monitor, and protect confidential data wherever it is stored or used

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**Customer Projects**

- Protection of confidential customer data
- Regulatory compliance
- Protection of intellectual property

**Specialization Criteria**

- Sales Accreditations (SSE)
- Technical Accreditations (SSE+, STS)

**Partner References**

- Bay Dynamics
- BT Frontline
- CDW
- DVV Solutions Limited
- Ecobyte
- EXA Corporation
- ITS Partners
- Jainam
- PCMS IT Advisor Group
- Rainbow
- Technologies
- Thomas Duryea Consulting

Locate a specialist: [www.partnerlocator.com](http://www.partnerlocator.com)
Data Protection Specialization

**Products:** Symantec NetBackup™, Symantec Backup Exec™

**Function:** Protect applications, systems, and data, and prepare for recovery in the event of equipment failure, accidental loss, or disaster

**Customer Projects**
- VMware® ESX, VMware vSphere®, and VMware Hyper-V® backup and recovery
- Physical backup and recovery
- Reduce backup storage with data deduplication
- Archive data for long-term retention, discovery, and legal hold

**Specialization Criteria**
- Sales Accreditations (SSE)
- Technical Accreditations (SSE+, STS)

**Partner References**
- AternetA
- Blue Chip Tek
- BT Frontline
- Ecobyte
- EXA Corporation
- Info Whiz
- Intalock
- Insentra
- Jainam
- JUN I&C
- PCMS IT Advisor Group
- Pro Datech
- Rainbow Technologies
- RHE
- Sorin
- The Value System

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Encryption Specialization

**Products:** PGP Universal Server from Symantec, Encryption Platform, Symantec™ Endpoint Encryption, Email Encryption, File Encryption

**Function:** Manage users, automate administrative activities and establish policies to defend sensitive data and avoid the financial loss, legal ramifications, and brand damage from a data breach

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**Customer Projects**
- File, Email and endpoint encryption
- Security policy management and automation

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**Specialization Criteria**
- Sales Accreditations (SSE)
- Technical Accreditations (SSE+, STS)

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**Partner References**
- DVV Solutions Limited
- Ecobyte
- Jainam
- Rainbow Technologies

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Endpoint Management Specialization


Function: Drive down IT costs and improve efficiencies with comprehensive, integrated client and server management

Customer Projects
- ✓ Client lifecycle management
- ✓ Server provisioning and configuration management
- ✓ Software asset management

Specialization Criteria
- ✓ Sales Accreditations (SSE)
- ✓ Technical Accreditations (SSE+, STS)

Partner References
- ✓ Bay Dynamics
- ✓ Blue Chip Tek
- ✓ CDW
- ✓ Datalink
- ✓ Ecobyte
- ✓ Info Whiz
- ✓ Insentra
- ✓ ITS Partners
- ✓ Jainam
- ✓ Lewan & Associates
- ✓ PCMS IT Advisory Group
- ✓ Pro Datech
- ✓ The Value System
- ✓ Thomas Duryea Consulting

Locate a specialist: www.partnerlocator.com
Enterprise Security Specialization

**Products:** Symantec™ Endpoint Protection, Symantec™ Protection Suite Enterprise Edition, Symantec™ Messaging Gateway

**Function:** Manage and secure infrastructure, information, and interactions against a growing array of increasingly sophisticated threats with the right system security solution

**Customer Projects**
- Anti-malware
- Security/threat management
- Security monitoring
- Mail security
- Web security
- Virtualization security

**Specialization Criteria**
- Sales Accreditations (SSE)
- Technical Accreditations (SSE+, STS)

**Partner References**
- Advanced InfoSec LLC
- Bay Dynamics
- CDW
- Ecobyte
- Insentra
- Intalock
- ITS Partners
- Pro Datech
- The Value System

Locate a specialist: [www.partnerlocator.com](http://www.partnerlocator.com)
High Availability Specialization

**Products:** Veritas™ Cluster Server from Symantec, Veritas™ Storage and Availability for Virtual and Cloud Environment, Symantec™ ApplicationHA, Veritas Storage Foundation™ and High Availability Solutions for Windows®

**Function:** Protect mission-critical applications and data against planned and unplanned downtime by automating application recovery across physical and virtual environments on major application, server, and storage platforms

**Customer Projects**
- High availability of applications and data

**Specialization Criteria**
- Sales Accreditations (SSE)
- Technical Accreditations (SSE+, STS)

**Partner References**
- BlueChip Tek
- BT Frontline
- EXA Corporation
- Intalock
- Insentra
- Jainam
- JUN I&C
- Pro Datech
- Rainbow Technologies

Locate a specialist: [www.partnerlocator.com](http://www.partnerlocator.com)
IT Compliance Specialization

**Products:** Symantec™ Control Compliance Suite, Symantec™ Security Information Manager

**Function:** Automate key IT compliance processes to reduce IT risk and operational costs, and achieve internal and external compliance objectives

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**Customer Projects**
- IT policy management and controls assessment
- IT compliance process management
- IT governance, risk and compliance
- Vulnerability management
- Security configuration assessment

**Specialization Criteria**
- Sales Accreditations (SSE)
- Technical Accreditations (SSE+, STS)

**Partner References**
- Bay Dynamics
- BT Frontline
- DVV Solutions Limited
- Jainam

Locate a specialist: [www.partnerlocator.com](http://www.partnerlocator.com)
Managed Security Services Specialization

**Products:** Symantec™ Managed Security Services, Symantec DeepSight™ Early Warning Services

**Function:** Monitor and analyze real-time threats and to minimize impact on business operations and reduce overall security risk

**Customer Projects**
- Threat visibility 24x7x365
- Incident notification and workflow
- Security management

**Specialization Criteria**
- ✓ Sales Accreditations (SSE)
- ✓ Technical Accreditations (SSE+)

**Partner References**
- ✓ Accenture
- ✓ Accuvant
- ✓ Brasosoftware
- ✓ Conventus
- ✓ Creative Breakthroughs, Inc.
- ✓ eMagined
- ✓ Lumenate
- ✓ Novacoast
- ✓ NWN
- ✓ Prevalent Networks
- ✓ SHI

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Mobility Solution Specialization

Products: Symantec Mobile Management Suite, Symantec Mobile Management, Symantec App Center, Symantec Mobile Security, Validation and ID Protection Service

Function: Scalable MDM mobile app management solutions to enable, secure and manage mobile devices

Customer Projects
- BYOD
- Mobile Security
- Application Management
- One-time Password (OTP) Authentication

Specialization Criteria
- Sales Accreditations (SSE)
- Technical Accreditations (SSE+, STS)

Partner References
- ITS Partners
- Intuitive Technology Group

Locate a specialist: www.partnerlocator.com
Storage Management Specialization

**Products:** Veritas Storage Foundation™ from Symantec: Storage Management, Veritas CommandCentral™ Storage from Symantec, Veritas™ Operations Manager, Veritas Storage and Availability for Virtual and Cloud Environment, Storage Foundation and High Availability Solutions for Windows

**Function:** Standardize and automate the management of heterogeneous storage platforms to maximize storage utilization, increase IT responsiveness, and lower infrastructure and operational costs

**Customer Projects**
- ✓ Storage consolidation, resource and capacity management
- ✓ Storage service management
- ✓ Storage virtualization
- ✓ Thin provisioning
- ✓ Storage migration

**Specialization Criteria**
- ✓ Sales Accreditations (SSE)
- ✓ Technical Accreditations (SSE+, STS)

**Partner References**
- ✓ BlueChip Tek
- ✓ BT Frontline
- ✓ EXA Corporation
- ✓ Info Whiz
- ✓ Intalock
- ✓ Insentra
- ✓ Jainam
- ✓ JUN I&C
- ✓ Pro Datech
- ✓ RHE
- ✓ Rainbow Technologies
- ✓ Sorin
- ✓ The Value System

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Small and Medium Business (SMB) Specialization

**Products:** Backup Exec, Symantec Backup Exec™ System Recovery, Symantec™ Protection Suite, Endpoint Protection, Messaging Gateway

**Function:** Focus on running your business and let Symantec’s SMB Specialists focus on your backup and security needs. Tailored for companies with 5 to 250 employees and limited IT resources, Symantec SMB Specialists offer enterprise-level protection and management, with the speed, flexibility and cost effectiveness you need.

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**Customer Projects**

- Physical and virtual backup and recovery
- Data deduplication
- Reporting/Archiving
- Endpoint security
- Device and application control
- Physical and virtual system protection

**Specialization Criteria**

- Sales Accreditations (SSE and/or SSE+)

**Partner References**

- Advanced InfoSec LLC
- Blue Chip Tek
- CDW
- BT Frontline
- EXA Corporation
- Info Whiz
- Intalock
- Insentra
- Jainam
- JUN I&C
- Kortek Solutions
- Lewan & Associates
- Mynetworkcompany.com
- Networking Solutions
- PCMS IT Advisor Group
- RHE
- Pro Datech
- Rainbow Technologies
- Sorin
- The Value System
- Vertical Group IT

Locate a specialist: [www.partnerlocator.com](http://www.partnerlocator.com)
Why Master Specialized Partners?
Delivering Business Continuity and Customer Value

Expertise Beyond Solution Specializations
Leverage professional services expertise that is built upon the foundational solution Specializations

Consulting Services Focus
Master Specialized partners all have an established consulting practice and their staff must achieve Authorized Symantec Consultant accreditations

Recognized as Consulting Experts
Master Specialized partners receive access to Symantec proprietary professional services methodologies and training resources

Proven Customer Value
Master Specialized partners are subject to strict customer satisfaction measurements and quarterly review cycles
Master Specialization Categories

Security Master Specializations
- Enterprise Security
- Endpoint Management
- Data Loss Prevention
- IT Compliance

Storage Master Specializations
- Storage Management
- Data Protection
- High Availability
- Archiving and eDiscovery

Symantec Specialists
Use Partner Locator to Find a Specialist Near You

PartnerLocator.Symantec.com
Thank you!