

MESSAGELABS ASSOCIATE PROGRAM

Build Your Business With MessageLabs, now part of Symantec

Our Associate Program is designed to help you win more business and strengthen your relationship with your clients. It's a win-win deal for you because your clients benefit from our enterprise-class email and web security, archiving and instant messaging services at a price they can afford. At the same time, becoming an Associate is a zero-cost, low-risk way of earning commissions. It's an easy way to boost your income while delivering peace of mind to your clients.

About Our Services

Give your clients the confidence of dealing with the world's leading provider of messaging security and management services. Our services (available individually or in combination with one another) include:

- Email services:
 - Anti-Virus, Anti-Spam, Image Control and Content Control
 - Boundary and user Encryption
 - Policy Based Encryption
 - Archiving
 - Email Continuity
- Web services:
 - Web Anti-Spyware and Web Anti-Virus
 - Web URL Filtering
- Enterprise Instant Messaging

MessageLabs offers managed 'in the cloud' services covering email and web security, email archiving plus secure instant messaging. Because it is 'Software-as-a-Service', you don't need to deal with on-site integration and clients can be up and running in days.

Key Benefits

- One time commission payment for each new client contract
- Close five deals to earn commission on each contracted year plus any renewals that you are involved
- Zero upfront investment
- Open to all with no minimum sales, entry requirements
- Extensive marketing and training support
- Market-leading security services for peace of mind
- You own your client relationships. We don't get in the way

Take the Next Step.

To sign up, simply complete the online form:
<http://www.messagelabs.com/associate>
and a MessageLabs representative will contact you to get things started.

If you have any questions, email associate_us@messagelabs.com or call us at 1-646-723-8290.

Program Information

	Standard Associate	Premium Associate
Entry requirements	None. Open to all partners. No minimum sales requirement or restrictions on what other products you can sell.	Complete five client sales. Register and sign the Premium Associates Agreement.
Commission	One time commission payment for the first year of a new contract.	Commission payment will be given for each year of a new contract and any renewals that you are involved in currently.
Benefits	<ul style="list-style-type: none"> • MessageLabs provides the client contract, billing and 24/7 technical support • MessageLabs Account Manager assigned to help you if required • Online sales and marketing materials, including white papers etc • Access to our electronic direct mail tool for you to customize email campaigns • Online webinars and e-learning • Regular communications, including regular newsletters • Regular incentive bonuses • Fast payment of commissions • You own your client relationships. We don't get in the way 	

How Does the Relationship Work?

The Associate Program is designed to strengthen your relationship with your clients. They're your clients and, with MessageLabs, they stay that way. It's a two way relationship. You refer your clients to us and we provide them and you with ongoing support. They receive technical, contract and billing support. When a client wants to sign up, we send the contract to you for them to sign. We will then bill your client annually.

We want to protect your clients from new and current Internet threats, plus help you grow your business. You receive support including regular marketing campaigns, training and communications. Most of our Associate partners are small and medium sized organizations and we understand that you may not have access to the time, the people, or the money to put together regular marketing campaigns, and communications for your clients.

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