

## 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 focused company commitment to selling Altiris products and their expertise in providing Altiris solutions to customers. Gain recognition and grow your business by maximizing your Endpoint Management opportunities.

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

- **Additional Discount**, which may be made available on Altiris products dependent on partner level within the Symantec Partner Program (SPP).<sup>1</sup>
- Access to **Altiris Sales Leads** and **Services Leads** for Altiris products.<sup>1</sup>
- Eligibility for **Altiris Opportunity Registration**, which provides an additional margin for actively identifying, developing, and closing incremental sales opportunities on qualifying products and services.<sup>1</sup>
- Access to **Internal Licenses** for Altiris products for use on production networks<sup>2</sup>; 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 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 members.<sup>1</sup>

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

- Membership in the Symantec Partner Program as a Channel Platinum, Platinum Corporate Reseller, Gold, Silver, or Registered partner.
- Maintain a minimum of two individual engineers on staff who have successfully achieved the Altiris Accredited Engineer qualification.
- Employ a minimum of four individual salespeople on staff who have successfully achieved sales accreditation for Altiris products.
- 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.

### 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](http://www.symantec.com/partners) and complete the online application form.

<sup>1</sup> May be subject to additional participation requirements and acceptance of specific terms and conditions.  
<sup>2</sup> Internal Licenses for Altiris products do not include Technical Support.

### **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 Cupertino, Calif., Symantec has operations in more than 40 countries. More information is available at [www.symantec.com](http://www.symantec.com).

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