

DATASHEET
Symantec Licensing Program: Enterprise Service Provider (ExSP)

The ExSP program is targeted to Symantec Partners who are either Primary Outsourcer, Internet or Managed Service Providers

Simple, cost-effective deployment

The program gives partners the flexibility of bundling Symantec software with their services, and allows them to better match software usage with their payment schedules.

Comprehensive solutions

Symantec's product offerings enable partners to provide both security and availability solutions to their customers. Partners can add and remove products to meet the changing business needs of their customers.

Key features and benefits:

- Partner pays Symantec for software actually used.
- The software is licensed as a monthly rental, so there are no license transfer issues.
- Partners can save money because the program eliminates the need to pre-purchase estimated future licenses.
- Payments are made on a quarterly basis in arrears—no upfront pre-payment is required.

Flexibility

- Partners order media and license keys upfront, so they're able to sell solutions quickly
- Support is enabled when license keys are ordered.
- Support costs are bundled with the license fee.

ExSP Bands

| Band Levels | Minimum Points Per Quarter |
|-------------|----------------------------|
| A | 1 - 119,000 |
| B | 120,000 – 249,000 |
| C | 250,000 – 499,000 |
| D | 500,000 – 999,000 |
| E | 1,000,000+ |

Volume discounts

A partner's price for each product is based on which price band the partner has qualified for.

Qtr to Qtr Banding Model

Band eligibility is determined by the amount of points earned on a quarterly royalty schedule. Each month, the quantity of products purchased is multiplied by the number of points assigned to that SKU. These monthly totals are summed up once per quarter to determine the partner's band for that product.

Online Enrollment

Symantec's new online application, available at <https://partnet.symantec.com>, streamlines the enrollment process into the ExSP program

- Enrollment as a Registered (or higher level) Symantec Partner
- Get certification on Symantec Technical Specialist (STS)
- Follow the simple ExSP program enrollment process
- Receive a new Symantec Agreement Number the (SAN) via email

The partner is the licensee for both the contract and software usage. The contract enables the partner to use, on a subscription basis, any of the products from the approved price list, and to pay at the band level price achieved.

The contract renews automatically unless Symantec or the Partner terminates it.

Payment obligations

Each participating ExSP Partner must provide a quarterly report and PO to their selected fulfillment partner. Fulfillment partner then bills the Service Provider based on the report / PO.