



Financing provided by:
 GE Capital
 Commercial Distribution Finance

Symantec™ Extended Terms Program



Program Overview

What is the Symantec Extended Terms Program?

Capital conservation and positive cash flow maintenance can be difficult in any economic environment, but these challenges are amplified during an economic downturn. Given Symantec’s channel focus, we are committed to helping our partners succeed. Symantec is now offering the Symantec Extended Terms Program, a value-driven program providing eligible Registered and Silver SMB Specialized partners with extended terms financing support (Net 60 payment terms) from their preferred distribution partner. We recognize that for many companies to survive these turbulent times, sound financial practice and management must be implemented.

As a complement to the business training built into the Symantec Survive & Thrive Business Management series, the Extended Terms Program is designed to enable our partners to thrive in these difficult economic times.

Program Requirements:

To participate in the Symantec Extended Terms Program, partners need to be enrolled and in good standing in the Symantec Partner Program at either the Registered or Silver partner level. Partners must also have successfully achieved SMB Specialization status by completing the SMB Specialization requirements.

Program Duration:	<ul style="list-style-type: none"> • August 10, 2009 – January 29, 2010
Offering:	<ul style="list-style-type: none"> • Extended Terms for eligible partners – allowing them Net 60 payment terms instead of Net 30. • Provided by GE Capital
Target Audience:	<ul style="list-style-type: none"> • Registered and Silver Partner holding an SMB Specialization
Contingent Upon:	<ul style="list-style-type: none"> • Credit approval by GE Commercial Distribution Finance
Symantec:	<ul style="list-style-type: none"> • Funding the finance fee associated to every transaction dollar for the first 60 days when Net 60 is selected.
Participating Distribution Partners:	<ul style="list-style-type: none"> • Ingram Micro / Ingram Micro Canada • Tech Data / Tech Data Canada • Synnex / Synnex Canada • Douglas Stewart

Program Benefits

Partner:

- Increase in cash flow
- Payment flexibility
- Increased ROI from their SMB Specialization

What is an SMB SPECIALIZATION?

The SMB Specialization is designed for partners with proven expertise in providing solutions to small and medium businesses (SMB). It recognizes partner expertise in this market segment and provides help to grow business and drive revenues. To get started on the SMB Specialization today, log onto PartnerNet at <https://partnernet.symantec.com> and open the training menu option.

Eligible Products and Transactions:

- Express, Government, Academic, and Rewards Licensing Program purchases through participating distribution partners.
- All Symantec Public Sector and Corporate Products that fall into the following licenses types and are listed as eligible:
 - New
 - Upgrade
 - Crossgrade
 - Maintenance & Renewal

Ineligible Products and Transactions:

- Endpoint Management (formerly Altiris) Products
- Data Loss Prevention Products
- Consumer Products
- Single-tier transactions
- Technical Training Services
- Educational Services
- Managed Services
- Site Licenses
- OEM Licenses
- Internal Use Licenses

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Requesting Extended Terms:

To request extended terms you need to follow these easy steps:

1. A partner needs to apply with GE for Extended Terms Program and enter the following promotion code for Symantec:
USA: www.smbfinance.com and submit promotion code: **SYM9** (all upper case)
Canada: www.gecdf.ca (SMB Program App.) and promotion code: **SYMCAN1**
2. GE Capital Commercial Distribution Finance (US or Canada) will determine if an eligible partner is credit approved and able to leverage Extended Terms, based on reviews of the following:
 - a. Owner's personal credit history
 - b. Business Trade history
 - c. D&B Reports
 - d. Financial statements
3. Approval will take approximately 1-2 working business (days) for credit lines up to \$500,000.00
4. If you would like to talk to someone at GE call or email at:
US: Tel: (800) 257 8372
Email: kim.r.smith@ge.com
CANADA: Tel: (888) 609 5550 (Inside Sales)
Email: CDFCanadaInsideSales@ge.com
5. Once approved for participation, Registered and Silver SMB Specialized Partners will then need to request Extended Terms from their participating distribution partner on each and every order they place with the intention of leveraging Extended Terms.

Loss or expiration of SMB Specialization:

If an employee with SMB Specialization accreditation who is tied to authorization status for the partner ceases to be employed by the partner, the partner will have 60 days to refresh the accreditation. If the partner fails to refresh the accreditation within that period, the partner will be removed from the Extended Terms Financing Program, but eligible to re-enroll once the accreditation has been refreshed. Similarly, if a partner's SMB Specialization accreditation expires, the partner will be terminated from the Program, but eligible to re-enroll (and request eligibility) once the accreditation has been refreshed.

Re-leveling in the Symantec Partner Program:

If an eligible Registered or Silver SMB Specialized Partner re-levels to an ineligible program Partner Tier (ex. Gold or Platinum) during the program, the partner will be removed from the Extended Terms Program immediately. Any sales prior to re-leveling that were approved for extended terms will be honored until closure.

Leaving or losing eligibility to the Symantec Extended Terms Financing Program from re-leveling will not affect participation in the Symantec Partner Program, membership status as an SMB Specialized partner or a partner's ability to sell Symantec products outside of this Program.

Discontinuing participation in the program:

Symantec or any participating distribution partner may terminate the partner's participation in the program with 30 days prior written notice to the other party. Additionally, if a partner fails to comply with the program requirements, Symantec may terminate a partner's participation effective on the date of the termination notice. Leaving or losing eligibility to the Symantec Extended Terms Financing Program will not affect participation in the Symantec Partner Program or a partner's ability to sell Symantec products outside of this Program. GE can terminate the program with 30 days notice as well.