



## Symantec™ IT Compliance Specialization

For partners with demonstrated IT Compliance expertise

Increasingly, IT management is being asked to achieve compliance with internal and external mandates while managing the risk-versus-return balance. Compliance process automation is the key to meeting these requirements in a cost-effective and sustainable manner.

The IT Compliance Specialization offers benefits to qualified partners who are well versed in the implementation, measurement, and maintenance of compliance with security configuration standards and in the definition and enforcement of compliance policies for IT governance and information protection. Membership is limited to those partners who have demonstrated IT Compliance expertise.

---

### Benefits of IT Compliance Specialization membership

An exclusive selection of benefits and tools is available to IT Compliance Specialization members, including rebate incentives, account management, and access to specially tailored promotions and initiatives—all designed to ensure that members can continue to identify and maximize opportunities.

IT Compliance Specialization members enjoy the following benefits:

- **Additional rebates on IT Compliance products may be made available.**<sup>1</sup>
- Access to a **Channel Account Manager** for their territory, as available in each region
- Access to the members-only **IT Compliance Specialization area of PartnerNet**, designed to deliver the information, tools, and benefits of specialization membership
- Access to proven **resources and tools** designed to assist Specialization members in targeting and acquiring IT Compliance customers
- **Listing on the Symantec Partner Locator marked as an IT Compliance Specialization member** to help customers and other partners search for and identify partners who can meet IT compliance needs
- **IT Compliance Specialization certificate and logo**
- Access to **specially tailored IT Compliance promotions and initiatives**, as delivered in each region
- Once earned, your IT Compliance Specialization membership prepares you for partner-level alignment and positioning within the enhanced Symantec Partner Program

---

### Requirements for IT Compliance Specialization membership

To join the IT Compliance Specialization and retain membership, partners need to be well versed in delivering IT Compliance solutions and meet membership requirements, which include the following.

#### ***Symantec Partner Program enrollment***

Partners must be located in the United States and be a member of the Symantec Partner Program as a Platinum, Gold, or Silver level channel partner.

<sup>1</sup> May be subject to additional participation requirements and acceptance of specific terms and conditions

### **Profile requirements**

Participation in the IT Compliance Specialization is limited to partners who are highly committed to delivering compliance solutions to Enterprise and Large Enterprise customers through completion of a range of business profile requirements.

### **Partner sales and technical accreditation**

Accreditation is a key part of IT Compliance Specialization membership, including employment of a minimum number of staff members who have completed sales and technical accreditation.

- Sales accreditation:
    - Two (2) people who have completed a Symantec Compliance opportunity identification sales training session and achieved both Symantec Sales Expert (SSE) and Symantec Sales Expert Plus (SSE+) accreditation for Symantec™ Control Compliance Suite.
    - In addition, one (1) person who has completed Symantec Sales Expert (SSE) accreditation for Symantec Security Information Manager (SSIM).
  - Technical accreditation:
    - One (1) pre-sales and one (1) post-sales engineer who have completed the available Symantec Control Compliance Suite technical training modules and achieved Symantec Technical Specialist (STS) accreditation for Symantec Control Compliance Suite.
    - In addition, one (1) person who has completed Symantec Technical Specialist (STS) accreditation for Symantec Security Information Manager (SSIM).
- 

### **More information**

For more information about the IT Compliance Specialization, please contact your Symantec representative.

### **About Symantec**

Symantec is a global leader in providing security, storage, and systems management solutions to help consumers and organizations secure and manage their information-driven world. Our software and services protect against more risks at more points, more completely and efficiently, enabling confidence wherever information is used or stored.



#### **World Headquarters**

350 Ellis Street  
Mountain View, CA 94043 USA  
+1 (650) 527 8000  
1 (800) 721 3934  
[www.symantec.com](http://www.symantec.com)