



## The Symantec™ Partner Program

Benefits for you and your business

## The Symantec Partner Program delivers a long-term, profitable partnership and is uniquely positioned to help you develop revenue opportunities and secure new business.



The Symantec Partner Program aims to deliver superior value, market differentiation and sustainable revenue opportunities, rewarding partners for their commitment to Symantec.

### Symantec Partner Program membership provides:

- Effective engagement with Symantec
- Access to programs and resources to help partners develop new opportunities and grow business
- Training and enablement to extend reach in customer accounts
- Opportunities for market differentiation

### Designed to deliver value to the range of partners

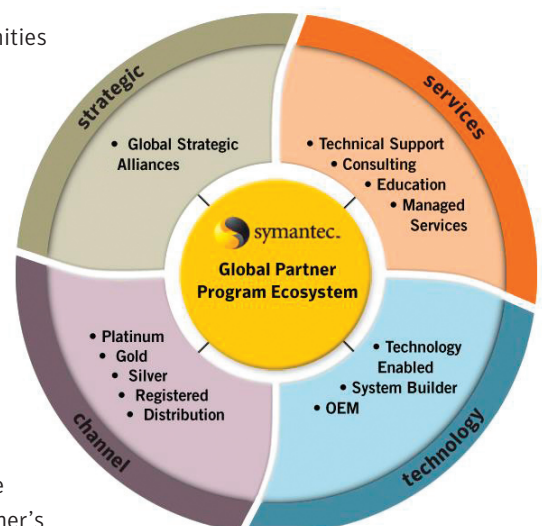
The Symantec Partner Program features four partner types—Channel, Strategic, Services, and Technology.

**Channel Partners** are focused on selling and installing hardware, software, and/or services to customers. Within the channel program, there are four membership levels, providing a range of benefits to reflect each partner's performance and investment in their relationship with Symantec.

**Strategic Partners** are invited companies who are committed to jointly delivering integrated enterprise solutions with Symantec and to creating innovative solutions which drive customer adoption of Symantec technologies.

**Services Partners** are service providers, professional services organizations, or valued-added businesses which implement, sell and support service-oriented solutions for customers.

**Technology Partners** integrate their existing products and/or solutions with Symantec products and provide world-class security and administration solutions for data centers and networks.



## The benefits of membership

The Symantec Partner Program rewards your investment and performance and offers increasing benefits at each membership level of the channel partner program.

The array of benefits enjoyed by eligible partners\* includes:

- **Software Benefit programs** include Internal Licenses, Evaluation Software and Not-for-Resale licenses, which are provided at no charge to help you learn about, use and demonstrate Symantec products.
- **Incident Based Partner Technical Support** enables you to access complementary 24x7 Priority Technical Support Incidents to resolve pre-sales issues for Enterprise products.
- **Symantec Sales Expert (SSE)** and **Symantec Technical Specialist (STS)** accreditation helps you validate your knowledge as a Symantec product expert and are provided at no charge. Online training paths clearly outline the resources available to help you complete the assessments.
- The **Symantec Enablement Toolkit** for Partners provides automatically updated resources to help you quickly increase your knowledge and understanding of Symantec products and solutions.
- Participation in **Rebate and Incentive programs** offered in your region, such as the Symantec Opportunity Registration and Aspire Programs.
- Symantec **Quote Generator** lets you generate accurate Symantec product quotes for your customers showing MSRP pricing and product SKUs.
- A range of **Brochures and Sales Tools** are available from PartnerNet and provide product and marketing information to help generate customer demand and enhance your business.
- The **Symantec Partner Locator** provides partner contact details to help potential customers find the right partner to meet their business needs.
- Participation in channel **promotions** offered in your region.
- **Ongoing communications** about Symantec news, products, solutions and promotions.



To learn more about the partner benefits for your region, visit [www.symantec.com/partners](http://www.symantec.com/partners), and select your country from the drop-down list.

## PartnerNet

PartnerNet (<https://partnernet.symantec.com>), our portal for partners, provides access to program information, tools and resources, including pre-launch readiness information for key activities, in a range of local languages.

PartnerNet is our partner destination for a range of benefits and key information to help you grow your business with Symantec.

\* Benefit eligibility and quantities provided are dependent upon partner program level and regional and resource availability, and may be subject to additional participation requirements. For full details, visit [www.symantec.com/partners](http://www.symantec.com/partners) and select your country from the drop-down menu.

## Achieving greater rewards from program membership

By meeting the Program Requirements in your region, you may be promoted through the levels of the program and gain access to a range of additional benefits and opportunities.

**Key measures of achievement in the Symantec Partner Program are:**

- Commitment to grow and meet annual minimum **sales revenue goals** for Symantec products and services.
- Completion of a minimum number of **Sales Accreditations**, which demonstrate your understanding of how Symantec products meet your customers' needs.
- Completion of a minimum number of **Technical Accreditations**, which demonstrate your ability to assist in evaluating, configuring, and installing Symantec products for your customers.
- At higher levels of the program, you may also be required to participate in a **Business Planning and Review** process as well as participating in joint marketing activities to ensure that opportunities are identified and maximized.

To learn more about the partner requirements in your region and how to progress through the program, visit [www.symantec.com/partners](http://www.symantec.com/partners) and select your country from the drop-down list.

## Take the next step: Join the Symantec Partner Program

By joining the Symantec Partner Program as a Registered Partner, you are taking the first step towards building your relationship with Symantec.

### How to Join

- Visit [www.symantec.com/partners](http://www.symantec.com/partners).
- Complete the online application form.
- Click through and accept our standard online Symantec Partner Program Agreement.

Once your application is accepted and you are registered in the program, you will receive an email message containing your PartnerNet login information.

Get the competitive edge. Register now to take advantage of the tools and resources available exclusively to Symantec partners.

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

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