

Symantec Partner Program - Channel Benefits

North America - October 2008

Channel Partner Level:	Registered	Silver	Gold	Platinum	Platinum Corporate Reseller ⁵
Support					
Online Technical Information and FAQs	•	•	•	•	•
30 Priority Technical Support 24x7 Incidents for all Enterprise products				•	•
15 Priority Technical Support 24x7 Incidents for all Enterprise products			•		
2 Priority Technical Support 24x7 Incidents for all Enterprise products		•			
Product Beta Program			•	•	•
Sell					
Eligible for Opportunity Registration ¹		•	•	•	•
Access to Competitive Information ²		•	•	•	•
Advanced Product Information		•	•	•	•
Eligible for rebate program ¹	•	•	•	•	
Configuration/Quote Generator ¹	•	•	•	•	•
Free Product Brochures and Sales Tools (Subject to Limits)	•	•	•	•	•
Enable					
Evaluation Software Program		•	•	•	•
Internal License Program		•	•	•	•
Not For Resale (NFR) Product Program (Limited Use Licenses) ³		•	•	•	•
Hardware Demonstration Unit Program		•	•	•	•
Increased Quantity of Evaluation Software Product Licenses				•	•
Increased Quantity of Internal License Product Licenses				•	•
Increased Quantity of Not For Resale (NFR) Product Licenses				•	•
Increased Quantity of Hardware Demonstration Units				•	•
Not For Resale (NFR) Product to Registered Partner Program ⁴	•				
Symantec Sales Expert (SSE) Online Sales Training and Assessments	•	•	•	•	•
Symantec Technical Specialist (STS) Online Technical Assessments	•	•	•	•	•
Symantec Enablement Toolkits for Partners	•	•	•	•	•
Onsite Symantec Sales Training — No Fee ¹			•	•	•
Access to Symantec Partner Technical Forum	•	•	•	•	•
Access to SMB Specialization ¹	•	•	•	•	•
Market					
Access to Partner Marketing Funds (PMF) ¹			•	•	•
Partner Events ¹			•	•	•
Partner Locator Reference via the Symantec Website		•	•	•	•
Partner Plaque		•	•	•	•
Access to Marketing Tools ¹	•	•	•	•	•
Access to Current Symantec Campaigns & Promotions ¹	•	•	•	•	•
Access to PartnerNet Portal & Tools	•	•	•	•	•
Ongoing Communications on Symantec News and Products	•	•	•	•	•
Partner Satisfaction Survey Participation	•	•	•	•	•
Online Welcome Pack	•	•	•	•	•
Customer Reference Submission	•	•	•	•	•
Partner Logo Usage and Guideline	•	•	•	•	•

1. Subject to resource availability; not offered in all regions. May be subject to additional participation requirements.
2. Information provided and benefit availability may vary subject to regional approval.
3. NFR product is Limited Use License. Products offered in both the Evaluation Software and Internal License programs are not offered under the NFR program.
4. Subject to a restricted range of products and delivered by download only.
5. Large Account Reseller (LAR) business model only, as defined by Symantec.





World Headquarters
20330 Stevens Creek Boulevard
Cupertino, CA 95014 USA
1 (408) 517 8000
1 (800) 721 3934
www.symantec.com

About Symantec

Symantec is the world leader in providing solutions to help individuals and enterprises assure the security, availability and integrity of their information. Headquartered in Cupertino, California, Symantec has operations in more than 40 countries. More information is available at www.symantec.com.

Symantec and the Symantec logo are U.S. registered trademarks of Symantec Corporation. All other brands and products are trademarks of their respective holder(s). Copyright © 2008 Symantec Corporation. All rights reserved. 2008 10548246