

INTRODUCTION

The Symantec Technology Enabled Program (STEP) provides a single point of entry for technology partners looking to integrate solutions across Symantec's product portfolio and capitalize on the latest IT trends. Through a streamlined framework encompassing security, management, data protection and archiving, and storage management and high availability solutions, the program makes it easy and rewarding to engage with Symantec. STEP partners can tap into new, potentially profitable opportunities by bringing a broader array of interoperable solutions to market faster and more efficiently.

PROGRAM STRUCTURE

STEP has two levels of engagement, Base membership and Technology Track participation, with increased benefits available to Technology Track participants. Partners are encouraged to apply for participation in relevant Technology Tracks when first applying for STEP membership.

BASE MEMBERSHIP

All STEP partners participate at the base membership level, which can provide access to the following benefits:

- Limited internal use license to Symantec software
- Technical support for installation and configuration of Symantec software
- Cooperative technical support for joint customer issues through [TSANet](#)
- Special pricing on Symantec product training courses
- Inclusion in the [STEP partner directory](#)
- Limited use license to the Symantec Technology Enabled Partner logo
- Invitations to participate in marketing activities available exclusively to Symantec technology partners

TECHNOLOGY TRACKS

Technology Tracks provide a deeper level of engagement for STEP partners interested in integrating their products with Symantec solutions and gaining access to development and testing services. Technology Track benefits vary, and may include access to Software Developer Kits (SDKs), engineering support, interoperability testing tools, inclusion on the corresponding Symantec Compatibility List, and use of the *Symantec Compatible Technology* logo or *Symantec Certified Technology* logo (as applicable). In order to participate in a Technology Track, a partner must be a current base-level member.

Technology Tracks are classified into the following three groups:

1. **Security** – facilitates integration with products such as Symantec Protection Center, Symantec Data Loss Prevention, and Symantec Scan Engine.
2. **Data Protection and Archiving** – facilitates integration with products such as Symantec Backup Exec™, Symantec Enterprise Vault™, and Symantec NetBackup™.
3. **Storage Management and High Availability** – facilitates integration with products such as Veritas Storage Foundation™, Veritas™ Cluster Server and Symantec™ FileStore.

BENEFITS SUMMARY

The following table summarizes the benefits that may be available to STEP partners.

Symantec Technology Enabled Program Benefits	Base Membership	Technology Track
Limited Use Symantec Software Licenses Limited internal use license to Symantec software for development of complementary products, interoperability testing, and customer support purposes.	√	√
Installation & Configuration Support for Symantec Software Partners gain access to Symantec Technical Support for product installation and configuration assistance.	√	√
Access to Symantec PartnerNet Portal PartnerNet contains product, training and marketing information, as well as STEP program information.	√	√
Access to the STEP group on Symantec Connect Interact with the STEP team and other STEP partners in the group's forum, and access member-only resources.	√	√
Symantec Training Courses Access to free and specially priced technical and marketing training courses to learn about Symantec product offerings.	√	√
Cooperative Support via TSANet TSANet enables partner collaboration with Symantec Technical Support to resolve joint customer product issues.	√	√
Symantec Partner Directory Visibility as a Symantec Technology Partner on symantec.com.	√	√
STEP Newsletters Quarterly updates on new STEP program offerings, benefits, and Symantec technologies.	√	√
"Symantec Technology Enabled Partner" Logo The logo validates that the partner is a Symantec Technology Partner.	√	√
Software Development Kits (SDKs) Select Technology Tracks include SDKs to accelerate development efforts.		√
Self-Certification Kits Select Technology Tracks include self-certification kits to provide a standard process for testing interoperability with Symantec products.		√
Engineering Support & Training Partners in select Technology Tracks have access to Symantec engineering resources to accelerate development efforts.		√
Listing on Symantec Compatibility List Compatible and certified solutions which have successfully completed interoperability testing are included on product-specific Symantec compatibility lists.		√
"Symantec Certified Technology" and "Symantec Compatible Technology" Logos These logos indicate that a specific partner product has successfully completed interoperability testing.		√
Symantec support for partner press releases Available upon successful product certification.		√

CONTACT US

To learn more about the program or apply for membership, visit the STEP Program website at <http://go.symantec.com/step>.

Symantec Corporation

World Headquarters

350 Ellis Street

Mountain View, CA 94043 USA

(650) 527 8000 or (800) 721 3934

www.symantec.com

Copyright © 2011 Symantec Corporation. All rights reserved. Symantec, the Symantec logo, Backup Exec, Enterprise Vault, NetBackup, Veritas Storage Foundation, and Veritas are trademarks or registered trademarks of Symantec Corporation or its affiliates in the U.S. and other countries. Other names may be trademarks of their respective owners. Printed in the U.S.A. 01/11 20087160