

# Endpoint Management Solutions Specialization - Europe, Middle East and Africa

For partners with proven expertise in providing Altiris™ products and solutions.

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*The Endpoint Management Solutions Specialization provides qualified partners with recognition of their focused company commitment to selling Endpoint Management products and their expertise in providing Endpoint Management solutions to customers. Gain recognition and grow your business by maximizing your Endpoint Management opportunities.*

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## Benefits

The Endpoint Management Solutions Specialization offers a range of benefits to participating partners, including

- Additional Discount, which may be made available on Altiris products to members of the Endpoint Management Specialization<sup>1</sup>.
- Access to Altiris Sales Leads and Services Leads for Altiris products<sup>2</sup>.
- Eligibility to register qualifying Altiris opportunities in the Opportunity Registration Program, which provides a rebate to eligible partners who actively identify, develop and close incremental sales opportunities on qualifying products<sup>3</sup>.
- Access to software licenses for select Endpoint Management products for use with customer demonstrations.
- Access to the Altiris Knowledgebase.
- Access to the Altiris Beta Center, which provides an opportunity to engage with Symantec at various levels of the development cycle for selected Endpoint Management products.
- Listing on the Symantec Partner Locator with a designation as a Symantec Endpoint Management Solutions Specialization member enables customers, Partners and Symantec to search for partner organizations that can meet their specific Altiris needs.
- An Endpoint Management Solutions Specialization certificate and logo to demonstrate your expertise to potential customers.
- Eligibility to participate in promotions, initiatives, and partner events and to receive ongoing communications for Endpoint Management members.

1. Benefit may be subject to additional requirements and acceptance of terms and conditions.

2. Benefit may be subject to additional requirements and acceptance of terms and conditions.

3. Benefit may be subject to additional requirements and acceptance of terms and conditions.

## Fact Sheet: Symantec Partner Program Endpoint Management Solutions Specialization - Europe, Middle East and Africa

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### Requirements

To become a member of the Symantec Endpoint Management Solutions Specialization, partners must meet these requirements:

- Maintain membership status in the Symantec Partner Program as a Distribution Partner, or Channel partner at the Platinum, Gold, Silver, or Registered Reseller level.
- Maintain a minimum of two (2) individual Technical Champions on staff who have each successfully achieved a **Symantec Technical Specialist (STS)** accreditation in both of the following products:
  - Symantec Management Platform with Notification Server
  - Altiris Client Management Suite
- Achieved competency Level 4 or higher in the Symantec Pre-Sales Assessment for the Endpoint Management Solutions Specialization.
- Maintain a minimum of two (2) individual sales people on staff who have each successfully achieved a **Symantec Sales Expert (SSE)** accreditation in the following product:
  - Altiris Server Management Suite
- These same two (2) individual sales people also need to have successfully achieved a **Symantec Sales Expert (SSE)** accreditation in one of the following products:
  - Altiris Client Management Suite
  - Altiris IT Management Suite
  - Altiris Asset Management Suite
- Maintain a minimum of two (2) individual sales people on staff who have each successfully achieved a **Symantec Sales Expert Plus (SSE+)** accreditation in both of the following products:
  - Altiris Client and Server Management Suite
  - Altiris Asset Management Suite from Symantec
- Develop and provide a rolling business plan, as part of the SPP business plan requirement, for activities dedicated to Altiris products.
- Provide sales and marketing activity reporting, as part of SPP Sales and Marketing activity reporting, providing details such as Altiris Product Licenses, customer details, and ongoing monthly sales forecasts.

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### Partner training

Partner sales training and accreditation are available to all to Symantec Partner Program members. To learn more, visit Symantec University on PartnerNet: <https://partnet.symantec.com/Partnercontent/Training/Home.jsp>

### Learn more

Visit PartnerNet to learn more about the Endpoint Management Solutions Specialization.

<https://partnet.symantec.com/Specializations>

**SYMANTEC PROPRIETARY/CONFIDENTIAL—INTERNAL AND REGISTERED SYMANTEC PARTNER PROGRAM PARTICIPANTS AND OTHER PARTNERS UNDER NDA USE ONLY.**

Fact Sheet: Symantec Partner Program  
Endpoint Management Solutions Specialization - Europe, Middle East and Africa

**Not a Symantec Partner Program member?**

Take the first step toward building your relationship with Symantec. Visit [symantec.com/partners](http://symantec.com/partners) and complete the online application form to join the Symantec Partner Program.

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**More Information**

*Visit our website*

<http://enterprise.symantec.com>

**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.

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