

Symantec Data Loss Prevention (DLP) Specialization



For partners with proven expertise in providing DLP products and solutions

Symantec Data Loss Prevention (DLP) delivers a unified solution to discover, monitor, and protect confidential data wherever it is stored or used. With DLP, Symantec continues to shift the focus of security from locking down infrastructure to protecting the information itself.

The DLP Specialization is designed to recognise and reward partners, and membership is limited to those partners who have demonstrated DLP expertise. Partners who participate in the DLP Specialization receive access to a range of exclusive benefits and are required to meet the membership requirements.

Benefits of DLP Specialization membership

An exclusive selection of benefits and tools is available for DLP Specialization members, including information to help partners discover and progress through the DLP sales cycle, access to member-only training, demonstration software and technical support—all designed to ensure that members can continue to identify and maximise DLP opportunities.

The benefits of DLP Specialization membership include:

- Eligibility for **Symantec Opportunity Registration** which provides additional rebates to eligible partners who actively identify, develop, and close incremental sales opportunities on qualifying products. Eligibility to register qualifying DLP opportunities is provided exclusively to DLP specialization members in the Symantec Partner Program.¹
- Access to no-cost **demonstration licenses for DLP software products** to enable product demonstrations, conference room pilots, risk assessments and proof of concept activities.
- Receive 30 **Technical Support incidents** annually at no charge,² which may be accessed by phone or online and used to resolve presales issues for any Symantec Enterprise product.
- Access to the members only **DLP Specialization area of PartnerNet**, designed to deliver the information, tools and benefits of DLP Specialization membership.
- Access to proven, **world-class resources and tools** designed to assist DLP Specialization members in targeting and acquiring customers and managing a successful Data Loss Prevention project engagement.
- **Listing on the Symantec Partner Locator**, regardless of Symantec Partner Program (SPP) level, and **marked as a DLP Specialization member** to help customers and other partners search for and identify partners who can meet their data loss prevention needs.
- Access to a **Partner Account Manager** for their territory, where available in each region.
- **DLP Specialization certificate and logo**
- Access to **specially tailored DLP promotions, initiatives**, and ongoing communications, as delivered in each region.

Requirements for DLP Specialization membership

To join the DLP Specialization and retain membership, partners are required to meet the membership requirements. Membership is limited to those partners who have demonstrated DLP expertise.

Symantec Partner Program enrolment

To participate in the DLP Specialization, partners must be a member of the Symantec Partner Program as a Global Strategic Partner or Channel, Platinum, Gold, Silver, Silver Corporate Reseller, Registered or Distribution partner.

Partner sales and technical accreditation

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

Prior to becoming a DLP Specialization member, partners are required to complete the following sales and technical accreditation:

- **DLP sales accreditation:** Partners must employ a minimum of two (2) individual salespeople who have achieved the latest version of DLP Symantec Sales Expert (SSE) accreditation.
- **DLP technical accreditation:** Partners must also employ a minimum of two (2) individual engineers who have completed the four-day DLP technical training course and achieved the latest version of DLP Symantec Technical Specialist (STS) accreditation.

¹ May be subject to additional participation requirements and acceptance of specific terms and conditions. Excludes Symantec Distribution Partners.

² Technical Support benefits are not cumulative, and those incidents provided to partners as part of the DLP Specialization will take precedence over those provided based on partner level within the SPP or other Specialization membership.

After becoming a DLP Specialization member, partners must maintain a minimum of two (2) individual sales engineers on staff who have successfully completed the latest version of the DLP SSE+ accreditation within 90 days of becoming a member. These may be achieved by the same sales people who completed DLP SSE accreditation.

Business plans and sales and marketing reporting

As part of the SPP reporting requirements, members must commit to develop and provide a rolling business plan and sales and marketing activity reporting.

Hardware and software requirements

DLP Specialization members are required to supply and maintain the following hardware and software.

To enable DLP demonstrations and DLP conference room pilots:

Hardware	<ul style="list-style-type: none">• Laptop with minimum 4 GB RAM• Minimum Intel® Centrino® with duo 1.8 GHz processor
Software	<ul style="list-style-type: none">• Operating system specifications required to run VMware Workstation version 6.x• VMware Workstation version 6.x• Data Loss Prevention demo images

To enable delivery of DLP risk assessments:

Hardware	<ul style="list-style-type: none">• Either a dual-core or quad-core processor (depending on number of CPUs needed for the risk assessment)• Minimum 3.33 GHz; minimum 8 GB of memory• Two 146 GB hard drives• Universal Rapid/Versa Sliding Rails Rack Mounting Kit (if racking)• PCI-X slots
Software	<ul style="list-style-type: none">• Microsoft® Windows Server® 2003 Enterprise Edition or Red Hat® Enterprise Linux version 4• DLP software

More information

For more information about the Data Loss Prevention Specialization, please contact your Symantec representative.

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 Mountain View, Calif., Symantec has operations in more than 40 countries. More information is available at www.symantec.com.

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