

## Streamlined and Simplified

THE SYMANTEC SECURITY LICENCE PROGRAM DELIVERS COST-EFFECTIVE PURCHASING PLANS AND CONSISTENT VOLUME INCENTIVES.

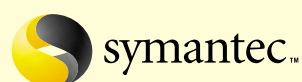
The new Symantec Security Licence Program makes it easy to purchase Symantec enterprise security software solutions. Through the program's two flexible volume licence options, companies of any size can benefit from a streamlined pricing structure. Now, in just one transaction, companies can take advantage of consistent licensing, discounts, and support for an entire range of Symantec enterprise security software solutions.

The program provides the flexibility that companies need in today's business environment. Depending on their specific requirements, businesses can choose a one-time purchase program that yields immediate benefits, or a two-year contractual arrangement that allows them to manage the purchase cycle in order to maximise the long-term value of software investments.

- The Value Program is the fastest and easiest way to license Symantec software for small to mid-sized companies
- The Elite Program gives larger companies the power to leverage their purchasing power via a managed purchase cycle
- Gold Maintenance delivers convenience, Upgrade Insurance, and world-class support to extend the value of licensed Symantec software products

SYMANTEC, THE WORLD LEADER IN INTERNET SECURITY TECHNOLOGY, PROVIDES A BROAD RANGE OF CONTENT AND NETWORK SECURITY SOFTWARE AND APPLIANCE SOLUTIONS TO INDIVIDUALS, ENTERPRISES, AND SERVICE PROVIDERS WORLDWIDE. THE COMPANY IS A LEADING PROVIDER OF VIRUS PROTECTION, FIREWALL AND VIRTUAL PRIVATE NETWORK, VULNERABILITY ASSESSMENT, INTRUSION PREVENTION, INTERNET CONTENT AND EMAIL FILTERING, AND REMOTE MANAGEMENT TECHNOLOGIES AND SECURITY SERVICES. SYMANTEC'S NORTON BRAND OF CONSUMER SECURITY PRODUCTS IS A LEADER IN WORLDWIDE RETAIL SALES AND INDUSTRY AWARDS.

SYMANTEC PROVIDES COMPREHENSIVE INTERNET SECURITY PRODUCTS AND SERVICES FOR MORE THAN 100 MILLION USERS AROUND THE WORLD, RANGING FROM THE LARGEST CORPORATE ENTERPRISES, GOVERNMENT AGENCIES, AND HIGHER EDUCATION INSTITUTIONS, TO SMALL BUSINESSES AND INDIVIDUALS. NINETY-EIGHT OF THE FORTUNE 100 COMPANIES RELY ON SYMANTEC SOLUTIONS EVERY DAY.



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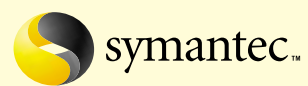
[www.symantec.com](http://www.symantec.com)

Symantec has worldwide operations in 38 countries. For specific country offices and contact numbers please visit our Web site.

SYMANTEC™ SECURITY LICENCE PROGRAM



The flexible, easy way to purchase Symantec Enterprise Security Software



## The Value Program

THE IDEAL LICENSING SOLUTION  
FOR SMALL TO MID-SIZED COMPANIES.

The Value Program is a single-purchase, certificate-based plan that provides attractive volume discounts with nothing more than a purchase order required. The program offers volume incentives for orders of as few as one server or 10 desktop licences and provides greater discounts to reward the purchase of multiple product types within any product family.

With an easy ordering process and low initial purchase thresholds, the Value Program is an ideal software licensing solution for small to mid-sized companies operating within a single country. Customers simply purchase a media pack and the number of licences required from their reseller, and then receive a certificate from Symantec containing the licence terms and conditions for their software purchase.

### VALUE PROGRAM HIGHLIGHTS

- Designed for organisations with minimal licence purchasing requirements ranging up to 2,000 seats
- Licences are not transferable outside the country of origin
- Licence certificates contain all terms and conditions
- Nine discount levels starting at 10 desktops or nodes (or one server for select products) and going up to 2,000 and beyond
- Mix-and-match purchases within a product family may increase the discount level
- Gold Maintenance, providing Upgrade Insurance, security updates where applicable, and technical support, is included with many products
- Extending Gold Maintenance to a 2-year term is available as an option with any Gold Maintenance purchase
- Special pricing for academic institutions

**MULTIPLE PURCHASES WITHIN PRODUCT FAMILIES OFFER HIGHER DISCOUNTS.**

VALUE PROGRAM PRODUCT FAMILIES/PRODUCTS ELIGIBLE\*

#### Mix-and-Match Product Groups\*\*

Antivirus  
Antivirus web servers  
Symantec Ghost  
Symantec pcAnywhere™  
Symantec Enterprise Firewall  
Symantec Desktop Firewall™  
Symantec Web Security  
Symantec AntiVirus™ Scan Engine  
Symantec Enterprise Security Manager (ESM)  
Symantec Intruder Alert and Symantec NetProwler™  
Symantec NetRecon™  
Symantec I-Gear  
Symantec Mail Gear

\* Product offerings are subject to change without notice, April 2002. See your reseller for a complete product list.

\*\* Customers can combine the following types of licences to meet the Value Programs entry level or to achieve a higher discount band: New Full Licences, Upgrades, Crossgrades, Competitive Upgrades, Maintenance and Maintenance Renewals

# Value

## The Elite Program

### CONSISTENT PRICING AND DELIVERABLES FOR LARGER ORGANISATIONS.

The Elite Program is an easy-to-use contractual plan that lets larger companies leverage their volume purchasing power to achieve greater value from their software licence purchases. Organisations can purchase centrally for an entire enterprise or on a decentralised basis at the subsidiary level, and still receive the same pricing (subject to exchange rates) and support benefits worldwide.

Designed with flexibility in mind, the Elite Program gives organisations a variety of options for managing and controlling the purchase cycle, all while receiving consistent pricing and deliverables over the term of the contract. Depending on their preferred business model, companies can choose from two purchasing options. Both options provide incentives for purchasing a combination of Symantec products and both reward volume purchases with increasingly attractive discounts.

Two Elite Program options available:

- 1) The *Commit* option allows organisations to immediately maximise their two-year volume discounts via an up-front purchasing commitment.
- 2) The *Forecast* option lets companies minimise their up-front outlays by only requiring an initial minimum purchase equalling 25% of their two-year forecast.

### ELITE PROGRAM HIGHLIGHTS

- Designed for organisations of 500 or more users and licence purchasing requirements starting at \$USD 75,000 Manufacturers Suggested Retail Price (MSRP) listed right.
- Allows organisations to leverage their purchasing power on a domestic or international basis.
- Simplified 2-year *Commit* or *Forecast* contracts with streamlined legal review
- Annual review and tiered pricing adjustments when applicable
- Gold Maintenance is required for all purchases
- 1-year and 2-year Gold Maintenance purchase options
- Only available from authorised Symantec resellers

#### ELITE PROGRAM PRICING BANDS:

CURRENCY	MIN. BAND A	MIN. BAND B	MIN. BAND C
US \$	75,000	125,000	175,000
AUSTRALIA/SINGAPORE \$	140,000	240,000	330,000
NEW ZEALAND \$	170,000	280,000	400,000
THAI BAHT	3,300,000	5,500,000	7,650,000
KOREAN WON	95,000,000	160,000,000	230,000,000

*To be eligible for the Elite Program under the Commit option, companies make a minimum up-front purchase equal to Band A. Under the Forecast option, companies forecast purchases at a minimum Band A level and then make an initial purchase equalling a minimum of 25% of their forecast.*

# Program

# elite

## Gold Maintenance

UPGRADE INSURANCE, GOLD TECHNICAL SUPPORT, AND SECURITY CONTENT UPDATES.

Both the Value Program and the Elite Program offer the option to purchase Gold Maintenance, a new support program that provides Upgrade Insurance, security content updates where applicable, and Gold Technical Support for most products. The integrated Gold Maintenance program makes it easy to enhance the effectiveness of enterprise solutions by ensuring that customers always have the latest software versions available and the technical support they need. Offered in one- or two-year increments, Gold Maintenance provides maximum value and convenience for Symantec security software licence purchases.

### GOLD MAINTENANCE HIGHLIGHTS

- Available for most products purchased under the Symantec Security Licence Program
- Bundled with most antivirus and content filtering product licences
- Upgrade Insurance includes authorisation to use new software versions and upgrades as they become available
- Includes comprehensive Gold Technical Support (Platinum Technical Support also available as a separate purchase)
- Offered for one-year and two-year periods, with easy renewal options

## A word about existing licensing plans

The Symantec Security Licence Program replaces all current Symantec volume licence programs. Effective July 1, 2002, software volume licence purchases will be supported by the new program. After June 3, 2002, no new Global Licence Program contracts will be accepted. However, existing Global Licence Program contracts will be honoured through the term of each agreement. Customers with current contracts or those wishing to establish new licence program contracts are encouraged to contact their Symantec sales representative to find out more about the many benefits of the Symantec Security Licence Program.

# Program