

Symantec™ Multi-tier Protection Partner FAQ

Symantec Multi-tier Protection safeguards enterprise assets and lowers risk by providing unmatched protection against threats for laptops, desktops, mobile devices, mail servers, and SMTP gateways. It includes both endpoint and messaging security to deliver superior protection against today's sophisticated threats.

What is the Symantec Multi-tier Protection product suite?

The SMP product suite is a product bundle that provides comprehensive antispam, antivirus and data loss prevention for all layers of the network. It includes a combination of Symantec Endpoint Protection, Symantec Mail Security, and Symantec Brightmail Gateway products.

What's included in the new Symantec Multi-tier Protection product suite?

The following Symantec products are tied together in a single product suite called Symantec Multi-tier Protection. New additions are highlighted below:

- Symantec Brightmail™ Gateway (Symantec Mail Security 8300 Series) Software Subscription and Virtual Edition (New!)
 - Symantec Premium AntiSpam™ (New!)
 - Symantec AntiVirus™ for Windows® Mobile (New!)
 - Symantec Endpoint Protection
 - Symantec AntiVirus™ for Macintosh®
 - Symantec AntiVirus™ for Linux
 - Symantec Mail Security for Domino
 - Symantec Mail Security for Microsoft® Exchange
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Is Symantec Brightmail™ Gateway a new product from Symantec?

No. While Symantec Brightmail Gateway is a new addition to the SMP bundle, the product itself is not new. Symantec Brightmail Gateway used to be called Symantec Mail Security 8300 Series. The product delivers inbound and outbound messaging security for email and IM, with effective and accurate antispam and antivirus protection, advanced content filtering, and data loss prevention technology.

Is antispam included in the new SMP bundle?

Yes. Symantec Brightmail Gateway software subscription/Virtual Edition and Symantec Premium AntiSpam are now included. These antispam products are based on award-winning Brightmail AntiSpam technology and provide an industry-leading combination of effectiveness (catching more than 97% of spam) and accuracy (less than one false positive in a million legitimate emails.)

What is the difference between Symantec Premium Antispam and Symantec Brightmail Gateway?

Symantec Premium AntiSpam is an antispam add-on license that can be integrated seamlessly with Symantec Mail Security for Microsoft Exchange and Domino, and Symantec Mail Security for SMTP products. Symantec Brightmail Gateway (formally Symantec Mail Security 8300 Series) is a stand-alone gateway product that offers antispam, antivirus, advanced content filtering, and data loss prevention for SMTP gateways. Symantec Brightmail Gateway comes in two form factors: a physical appliance and a virtual appliance called Symantec Brightmail Gateway Virtual Edition.

Is the license for the Brightmail Gateway Virtual Edition included in the new SMP bundle?

Yes. The SMP bundle includes the license for Brightmail Gateway software, which is the same license as the Brightmail Gateway Virtual Edition (virtual appliance option).

Are advanced content filtering and data loss prevention for messaging included in the new SMP bundle?

Yes. As of October 2008, advanced content filtering and data loss prevention for messaging is included in the bundle. This is previously known as Premium Content Control.

How can SMP customers deploy the Brightmail Gateway on a physical appliance?

Customers can purchase Symantec Brightmail / Mail Security 8300 Series hardware appliances, and register the software using their SMP license.

How do I benefit from selling the SMP bundle?

There are a few new ways to increase your deals and grow your customer base:

- Up-sell Opportunities – Upgrade your current Symantec Endpoint Protection (SEP) customers to the SMP bundle
 - Easier Renewal – Improved bundle with the same low price increases your renewal rate
 - New Deals – Award-winning antispam, antivirus and data loss prevention bundle with competitive pricing attracts new customers
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What's the value proposition to the customers?

Upgrade to the NEW Feature-Rich, Cost-Saving Symantec Multi-tier Protection Bundle!

- Simplify your multiple point products into one easy-to-manage solution from the world's most trusted security vendor.
 - Extend your antivirus and antispam protection: the only multi-platform security solution that provides total protection for your SMTP gateway, mail servers and endpoint environments.
 - Save money with bundle pricing: a saving of up to 60% off MSRP from a la carte prices.
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Where can I find out more about this product suite and its sales opportunities?

You can find out more information by going to "go.symantec.com/sellSMP." If you are interested in becoming a Symantec partner, please go to "http://www.symantec.com/partners/howto." If you are already a Symantec partner, you can log on to Symantec PartnerNet to find more marketing and sales tools to help you sell the Symantec Multi-tier Protection bundle. You can also call your Symantec account representatives for more information.

FAQ: Virus Protection, Antispam, and Content Filtering Symantec™ Multi-tier Protection Partner FAQ

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

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