

Symantec Endpoint Protection Product Guide

Selling endpoint protection is easy with this sales guide. Keep it handy to make informed recommendations and improve revenue.

Endpoint Protection Features Matrix

FEATURES	CURRENT			
	Symantec Endpoint Protection (SEP) 11.0 Maintenance Release 2	Symantec Multi-tier Protection Small Business Edition (SMP SBE) 11.0.2	Symantec Multi-tier Protection (SMP) 11.0.2	Symantec AntiVirus Corporate Edition (SAV CE) 10.2
AntiVirus	✓	✓	✓	✓
Antispyware	✓	✓	✓	✓
Firewall	✓	✓	✓	
Device and Application Control	✓	✓	✓	
Intrusion Prevention	✓	✓	✓	
AntiVirus for Linux clients	✓	✓	✓	✓
Mail Security for MS Exchange		✓	✓	
Mail Security for IBM Lotus Domino			✓	
Premium AntiSpam for Mail Servers		✓	✓	
AntiVirus for SMTP Gateway			✓	
AntiSpam for SMTP Gateway			✓	
AntiVirus for Windows Mobile Devices			✓	
AntiVirus for Macintosh		✓	✓	

Symantec AntiVirus Corporate Edition

For businesses not ready to upgrade to Symantec Endpoint Protection, this is the automatic choice.

- Provides automated antivirus and antispyware protection for file servers and endpoints – with the Symantec System Center management console.
- Maximizes system uptime – protects against malware like viruses, spyware, worms, Trojan horses, key-loggers, and rootkits.
- Achieved more consecutive Virus Bulletin 100% certifications than any other vendor.
- Trusted and well-established product – customers who are on current maintenance can upgrade to Symantec Endpoint Protection at no additional charge.

Symantec Endpoint Protection 11.0

For businesses demanding ‘best of breed’ security at an affordable price, this is the solution.

Symantec Endpoint Protection is a flexible and comprehensive product that gives organizations of all size the capabilities they need today, with the ability to customize later.

- Fully integrated ‘best of breed’ security product – with a single agent and single management console (Symantec Endpoint Protection Manager).
- Contains antivirus, antispyware, firewall, intrusion prevention, device and application control. These features can be enabled as needed.
- Includes Symantec AntiVirus for Linux.
- Product is network access control ready (with a separate license).
- Competitively priced for even more value – contains proactive protection from unknown threats and zero-day attacks.

SALES TOOLS & TRAINING DEVELOPMENT

New! Symantec Multi-tier Protection Small Business Edition

For small businesses desiring 'best of breed' security with additional Microsoft Exchange protection, this is the latest edition.

- Provides full endpoint protection and mail security protection.
- Defends laptops, desktops and servers against email-borne virus threats, and security risks.
- Should be sold as an upgrade to those customers who are seeking endpoint protection plus additional email protection.
- Symantec Multi-tier Protection Small Business Edition includes:
 - Symantec Endpoint Protection.
 - Symantec AntiVirus for Macintosh® and Linux®.
 - Symantec Mail Security for Microsoft® Exchange.
 - Symantec Premium AntiSpam™.

Improved! Symantec Multi-tier Protection

For small business or enterprise customers looking for scalable multi-tier protection, this is the solution.

- Provides unmatched protection against malware for laptops, desktops, servers, mail servers, and gateways.
- Scalable, so the asset protection can grow as your customer's business grows.
- Symantec Multi-tier Protection includes:
 - Symantec Endpoint Protection.
 - Symantec AntiVirus for Macintosh, Windows Mobile and Linux.
 - Symantec Mail Security for Microsoft Exchange and Lotus Domino.
 - Symantec Premium AntiSpam along with the Symantec Mail Security 8300 Virtual Appliance. Increase your customers' protection and your deal size.

In Summary

- Symantec has a security product for EVERY customer need.
- Offer customers Symantec Endpoint Protection and Multi-tier Protection bundles to fully protect their endpoints.
- Do not lose customers by forcing them to upgrade to Symantec Endpoint Protection if they are not ready or don't meet system requirements, instead recommend Symantec AntiVirus Corporate Edition.
- Do increase deal size by selling Symantec Network Access Control Starter Edition and Symantec Endpoint Encryption.
- Take advantage of competitive upgrade discounts and promotions that Symantec is offering.

Symantec Endpoint Protection is a proactive and cost-effective solution that scales from the small business to the large enterprise.

Symantec Endpoint Protection 11.0 combines Symantec AntiVirus with advanced threat prevention to deliver unmatched defense against malware for laptops, desktops and servers. It seamlessly integrates essential security technologies into a single agent and management console, thereby increasing protection and lowering total cost of ownership.

Consider this guidance when planning the installation of Symantec Endpoint Protection Manager, and refer to the best practices document for Small Businesses for more information.

If the requirements below are not met, Symantec recommends installing Symantec AntiVirus Corporate Edition 10.2.

Symantec Endpoint Protection Manager**Server Memory**

Dedicated Server – 1 GB RAM or more*

Shared Server – ensure 256 MB is available

Storage and Hard Drive

Minimum 3 GB of Hard Drive available (4 GB recommended)

Applications & Services

In addition to Symantec Endpoint Protection Manager, servers should not run multiple applications or services that significantly tax system resources (such as directory services, mail, or network filtering / connectivity).

Consider these additional products to increase your customers' protection and grow your deal size.**Symantec Network Access Control Starter Edition**

Grants access only to endpoints that comply with defined security policies.

- All endpoint protection and multi-tier protection products are Network Access Control ready.**
- Agent is included – no extra agent deployment.

Symantec Endpoint Encryption

Prevents unauthorized access to desktops, laptops and removable storage devices.

- Scalable, centralized management for easy deployment and administration.
- Extensive auditing and reporting capabilities.

Symantec Mobile Security

Protects Smartphones and Personal Digital Assistants (PDAs) against malicious threats and unauthorized access.

- Integration with Symantec LiveUpdate.
- Unified single-vendor solution minimizes system incompatibilities and eases installation tasks.

Symantec Critical System Protection

Protects against day zero attacks, hardens systems, and helps maintain compliance.

- Enforces behavior-based security policies on the endpoint.
- Shields operating systems, applications, and services by defining acceptable behaviors for each function.

Altiris® Client Management Suite™

Reduces the total cost of ownership for your endpoint devices through easy-to-use systems management.

- Secure management with role-and-scope-based security.
- Zero-touch OS deployment and migration.
- Automated patch management.

* Dedicated Server Memory is 2 GB for > 500 nodes, above recommended requirements are for < 500 nodes

** Except the mail security and Mac components of Multi-tier