



Symantec Information Foundation Mail Security 2007 for Domino

OVERVIEW

Symantec Mail Security™ for Domino™ provides high-performance, integrated mail protection against virus threats, spam, and other unwanted content for Domino™ servers. Award-winning virus protection defends against new and known viruses using Symantec's extensible NAVEX™ antivirus technology. Application of Symantec Enterprise Vault tags insures content is classified and retained as defined by company policy. Multi-layered antispam techniques maximize detections and minimize false positives. A Mass-Mailer Cleanup feature automatically eliminates worm-infected messages. This provides a valuable add-on to sell to customers using Symantec AntiVirus or to those who seek a separate vendor for groupware protection.

TARGET MARKET

Primary – Medium and Large Enterprise (500+ employees)

Decision Makers:

- Strategic IT Business: CxO, VP of IT, Owner, President
- Functional IT: Lotus Domino Manager/Admin; IT/IS Manager; Network, Security and Info. Manager

Secondary – Small Enterprise (100-499 employees)

Position as a *complementary* imaging solution to larger and more complex systems management solutions

Decision Makers:

- Strategic IT Business: Lotus Domino Manager/Administrator; IT/IS Manager
- Functional IT: Network, Security and Information Managers

SALES OPPORTUNITIES

SALES OPPORTUNITY	DECISION MAKER	HOW WE DELIVER
High performance integrated scanning of Internet email traffic and internal communications	IT Administrator / IT Manager	<ul style="list-style-type: none"> • Secure Scanning Optimization further reduces the level of server resources consumed by Mail Security for Domino.
Industry leading antivirus	IT Administrator / IT Manager	<ul style="list-style-type: none"> • Rapid Release definitions are updated approximately every hour to ensure protection against emerging threats. • Mass-Mailer Cleanup eliminates messages infected with mass-mailer worms, (not just attachments). • Backed by Symantec Security Response, the world's leading antivirus and Internet security research organization • Symantec's extensible NAVEX™ antivirus technology defends against new and known viruses.
Offers the fastest, high-quality turn-around for virus and threat response in the industry	IT Administrator / IT Manager	<ul style="list-style-type: none"> • Security Response • Security Focus • Deepsight • D.I.S.
Integrated content filtering for policy enforcement, proactive AV protection, blocking inappropriate content and restricting confidential information from being sent.	IT Administrator / IT Manager	<ul style="list-style-type: none"> • User/Group based rules allow a rule to be applied only to a specified list of users and groups or globally with exceptions. • Separate Inbound, Outbound and Database content filtering rules can prevent inappropriate material from entering the organization and confidential information from leaving. Also provides the ability to setup different rules for internal mail. • Leverage regular expressions, wildcard, and literal strings to search for content. • For customers utilizing Symantec Enterprise Vault, Mail Security for Domino allows enables classification based on definable content criteria.



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SALES OPPORTUNITY	DECISION MAKER	HOW WE DELIVER
<p>Antivirus scanning, antispam, and content policy enforcement are integrated into the same product, involving a single install and a clean, intuitive management interface.</p>	<p>IT Administrator / IT Manager</p>	<ul style="list-style-type: none"> • Integrated with Symantec Premium AntiSpam to provide 95+% detection with one in one million critical false positives with no administration required. • Spam rules are updated every 5 – 10 minutes taking the burden off of administrators. • One in one million critical false positives – no need to constantly monitor a quarantine. • Over 20 different spam filtering technologies. • Backed by extensive, global, antispam infrastructure. • Monitor over two million decoy spam accounts. • Provide spam detection for nine of the top 12 ISPs in the U.S. • 24/7 operations around the globe ensure a timely response to emerging threats.

SOLUTION MAPPING

Selling Symantec Solutions

Symantec Information Foundation Mail Security 2007 for Domino is a key component of the Information Risk Management solution, in addition to supporting the Messaging Management, Archiving, Data Loss Prevention and Discovery solutions.

Cross-selling Opportunities

There are many opportunities to cross-sell to and from Symantec Information Foundation Mail Security 2007 for Domino under the Messaging Management and Information Risk Solutions. Sales tools such as the Cross-sellers are available on PartnerNet and identify the benefits and needs addressed by a combined product offering from Symantec. Check out PartnerNet for available Cross-sellers and consider the following opportunities:

- Cross-sell Mail Security to IM Manager customers
- Cross-sell Mail Security to Backup Exec customers
- Cross-sell Mail Security to NetBackup customers
- Cross-sell Mail Security to Enterprise Vault Lotus Domino Archiving customer

KEY FEATURES AND BENEFITS

What's New

FEATURE	DESCRIPTION / BENEFITS
<p>Secure scanning optimization</p>	<ul style="list-style-type: none"> • Optimizes scanning by ensuring that Symantec Mail Security 2007 for Domino scans each document with a current definition set a single time throughout the environment. • If Symantec Mail Security 2007 for Domino anywhere in the environment has scanned the document with a current definition set, it will avoid scanning the document again. • Allows administrators to avoid repetitive scanning of documents that have previously been scanned using current virus definitions.
<p>Rapid release definition support</p>	<ul style="list-style-type: none"> • Helps enable administrators to deploy Rapid Release definitions to the Domino environment with no additional scripting. • One click returns an environment to standard LiveUpdate distribution methods if desired.
<p>Enterprise Vault™ Integration</p>	<ul style="list-style-type: none"> • Symantec Enterprise Vault tags can now be applied to specify e-mail archiving policy. • Policies can be defined for any content type and set retention policy and search criteria for Symantec Enterprise Vault, Discovery Accelerator, and Compliance Accelerator. • In addition to the administrator configuring the disposition when a policy has been violated, the administrator will be given the option to add one or more field properties and values to a document. • Symantec Mail Security 2007 for Domino will not only act on the violation with a disposition, it will also be adding properties to the document during the disposition process. • This will allow Symantec Enterprise Vault to classify the document properly and speed the discovery process in the event a document must be retrieved.



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FEATURE	DESCRIPTION / BENEFITS
Graphical Reporting	<ul style="list-style-type: none"> Helps enable administrators to efficiently identify threats and monitor the overall status of Symantec Mail Security operations.
Multimedia/executable analysis	<ul style="list-style-type: none"> Enables an organization to set a specific policy to allow/disallow audio, video, or program files from the Domino infrastructure. Helps administrators manage server resources by limiting what media types are acceptable for use within the organization and further secures the environment by limiting the distribution of executable program files.
Attachment content scanning	<ul style="list-style-type: none"> Symantec Mail Security 2007 for Domino identifies and scans attachment content regardless of filename, applying any policy enforcement dispositions and Enterprise Vault information to attachments that meet the enforcement criteria.

Continuing Features and Benefits

FEATURE	DESCRIPTION / BENEFITS
Stability of solution	<ul style="list-style-type: none"> Built on Symantec scanning technologies and backed by Symantec Response. Integrates with the Domino Extension Manager to provide a consistent interface to the Domino environment. Fault tolerant solution.
Manageability	<ul style="list-style-type: none"> Central console Central reporting Centralized License Deployment Leverage Domino Directory for group-based rules
Spot trends and determine source of inappropriate messages	<ul style="list-style-type: none"> Auto-generated summary report displays activity and trends related to viruses, content violations and spam. Detailed reports provide an easy way to determine senders that violate company policy. Reports can be exported into a variety of formats to enable administrators to customize reports to their specific needs.
Justify the cost of Mail Security solution	<ul style="list-style-type: none"> Auto-generated summary report displays all virus activity, spam and content violations. Ability to automatically email summary report to specified recipients.
Compatibility with latest Domino and Windows Server versions	<ul style="list-style-type: none"> Mail Security 2007 for Domino will include full support for Windows 2000 and Windows 2003 Mail Security 2007 for Domino supports Domino 6.5 and 7.x. Tested with latest service packs at time of release
Performance of solution	<ul style="list-style-type: none"> Multiple scan processes work simultaneously to optimize message throughput. Supports multiple Domino partitions. Additional performance enhancement utilizing Secure Scanning Optimization.
Protection from all mail-related threats	<ul style="list-style-type: none"> Rapid Release definitions provide virus definitions updates approximately every hour. Integrated solution includes protection from viruses, spam, and inappropriate content. NAVEX allows customers to be updated without having to re-deploy or even reboot. Message body scanning. Mass Mailer rule eliminates viruses from mass mailer sources.
Protection from spam	<ul style="list-style-type: none"> Integrated spam prevention tools including heuristic spam detection and whitelists. Optional Symantec Premium AntiSpam add-on subscription service provides best-of-breed spam prevention with low administrative overhead and no additional software to install.
Rapid release definition support	<ul style="list-style-type: none"> The option to download Rapid Release definitions is currently available externally to the product via a script. Now included in the Symantec Mail Security 2007 for Domino UI is the ability to configure the product to retrieve and utilize Rapid Release definitions without the use of the manual script. The option to switch between traditional LiveUpdate and Rapid Release is also available. Since Rapid Release definitions are released hourly, there will be no scheduling options when using the Rapid Release setting.



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LICENSING, SUPPORT AND MAINTENANCE*

This product utilizes a perpetual product license and subscription content license. Licensing has not changed from previous releases.

Example: License Options (US/CANADA)

- Media Pack
- License
- Upgrade License
- Competitive Upgrade License
- Upgrade Insurance
- 2nd Year Upgrade Insurance

Special Note(s):

- Upgrade Insurance and Basic Support for the first year are included with a purchase of a license
- Purchase of a media pack is required when customer buys a license
- Please refer to your region's Symantec Price List for part numbers and pricing

*Detailed licensing, maintenance and support information can be found in the Symantec Information Foundation Mail Security 2007 for Domino Licensing and Support Services Guide.

SELLING SERVICES

Education Services and Deployment Services can be attached to Symantec Information Foundation Mail Security 2007 for Domino opportunities. Please review the Licensing and Support Services Guide for detailed information on these offerings.

QUALIFYING QUESTIONS

Below are some general questions to ask to assess a customer's current situation:

1. How do you manage virus outbreaks and threats? What groupware email security solution are you using in your Domino environment today? Are you satisfied?
2. Do you have a need to classify e-mail based on content and senders/recipients for purposes of legal retention/discovery?
3. What is your email "acceptable use" policy? How do you enforce it?
4. How does your company currently deploy and manage these solutions?
5. Does your organization need to go beyond the basic antivirus/content filtering solution?

CLIENT / OS SUPPORT

PLATFORM	MINIMUM SYSTEM REQUIREMENTS
Lotus Domino Server	<ul style="list-style-type: none"> • Lotus Domino Server versions 6.5.x and 7.x • Running the following operating systems: <ul style="list-style-type: none"> ○ Windows 2000 Server, Windows 2000 Advanced Server ○ Windows Server 2003, Windows Server 2003 Enterprise Edition
Lotus Notes Client	<ul style="list-style-type: none"> • Lotus Notes versions 6.5.x and 7.x • 128 MB RAM minimum (256 MB RAM or more recommended) • 300 MB available disk space



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COMPETITION

	DESCRIPTION
Silver bullets	<ul style="list-style-type: none"> • Integrated solution consisting of AntiVirus, AntiSpam, and Content Filtering – not just AV. • Quality of Scan Engine - Symantec Scan Engine has won 19 Virus Bulletin awards & is ICSA certified. • Content Filtering – Advanced content filtering with policy enforcement features and archive integration. • Centralized Management – Configure settings on multiple servers and deploy licenses from a central management database.
Reasons to choose Symantec as a single vendor across all tiers (in addition to cost savings)	<ul style="list-style-type: none"> • Symantec’s NAVEX technology allows the scan engine to be updated without having to update the application itself. This allows frequent updates to the scan engine without having to completely reinstall the application. Other vendors do not have all this capability and therefore it would be more difficult to respond quickly to a virus outbreak as some vendors will require a complete reinstall of their product to update it. • Symantec’s scan engine is independent of application, version, platform, tier, scan mode, and language, so there is no delay in deploying reliable, tested detection and repair to all network nodes in real time. • Symantec offers the same competency on all tiers as we rely on the same response infrastructure and delivery mechanism. • Symantec’s scan engine and definition updates are completely transparent, i.e. if you run regular updates, you have the latest protection. There is no risk of improperly deploying a new definition release with an older engine version or mismatching updates. • Symantec engine has received more VB100 awards recently than Trend. • Symantec’s Bloodhound technology and Digital Immune System provide collection and processing of 45,000 viruses per month guaranteeing a fast response to new threats.
Symantec competitive advantages	<ul style="list-style-type: none"> • Single, integrated product. • Includes centralized management in base product (nothing else to purchase/install). • Best of breed AV & AS. • Resource optimization to reduce server overhead and overall TCO. • Robust policy enforcement: <ul style="list-style-type: none"> ○ Inbound/Outbound/Internal rules to determine message direction ○ User/Group based rules • Archive Classification for Symantec Enterprise Vault. • Centralized reporting included in base product. • Symantec Advantages: <ul style="list-style-type: none"> ○ Brand ○ Solid offerings at all tiers ○ Response infrastructure for AV & Spam
Major competitor: Trend Micro	<ul style="list-style-type: none"> • Competitive advantages: <ul style="list-style-type: none"> ○ Platform Support (Single Codebase available on Windows, Linux, AIX, iSeries, Solaris, and zSeries) ○ Centralized Multi-tier management (Manage desktop AV with ScanMail for Domino in the same interface) • Competitive disadvantages: <ul style="list-style-type: none"> ○ Much smaller and less effective response infrastructure (across all technologies, AV, AS) ○ No integration with an archiving solution for records retention ○ No larger scale vision with regard to data management and retention
Major competitor: McAfee	<ul style="list-style-type: none"> • Competitive advantages: <ul style="list-style-type: none"> ○ Centralized Multi-tier management ○ Single shared codebase available on fewer platforms than Trend, but more than Symantec • Competitive disadvantages: <ul style="list-style-type: none"> ○ Much smaller and less effective response infrastructure (across all technologies, AV, AS) ○ No integration with an archiving solution for records retention ○ No larger scale vision with regard to data management and retention



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