

Symantec Sales Cheat Sheet

What is it?

Symantec Mail Security for Microsoft Exchange provides your customers with a high-performance, integrated mail protection solution against virus threats, spam, and security risks while enforcing company policies on Microsoft Exchange 2000, 2003, and 2007 servers. A Symantec Premium AntiSpam™ subscription provides best-of-breed spam prevention with detection accuracy rates of 99.8 percent or greater against false positives and without ongoing administration after initial setup. Performance is significantly improved for faster real-time and mailbox scans and reduced load on the Exchange server. An enhanced console enables administrators to easily manage individual servers and groups remotely. Summary reports can now also consolidate information from all Exchange servers within a group.

How can I order it?

Symantec Mail Security for Microsoft Exchange is sold per user.

Symantec Mail Security for Microsoft Exchange*	
12068314	Symantec Mail Security for MS Exchange 6.0 Band A Essential 12 months
12068316	Symantec Mail Security for MS Exchange 6.0 Band B Essential 12 months
12068318	Symantec Mail Security for MS Exchange 6.0 Band C Essential 12 months
12068320	Symantec Mail Security for MS Exchange 6.0 Band D Essential 12 months
12068322	Symantec Mail Security for MS Exchange 6.0 Band E Essential 12 months

* All SKUs listed include Symantec Essential Support (24x7x365 telephone). Please contact your distributor for complete SKUs and pricing as well as complementary products and services.

Ask your customer

1. Is spam overwhelming your Exchange servers?

Symantec Mail Security for Exchange leverages more than 20 spam prevention techniques and can deliver an antispam effectiveness rate greater than 97 percent. This is an optional solution that can be added simply by purchasing a license and adding the license file (no additional installation necessary).

2. Does your organization need a comprehensive, integrated, out-of-the-box mail security solution that includes content filtering, antispam, and industry-leading antivirus protection?

Symantec Mail Security for Exchange is part of the multi-tier protection bundle provided by Symantec. This solution provides multi-tier protection from a single vendor that lowers total cost of ownership, offers one point of contact for support versus multiple, and includes the market-leading solutions at every security tier (desktop, groupware, and gateway).

3. Would your organization benefit from a mail security solution that could be managed from a single central administration console?

Symantec Mail Security for Exchange provides reliable protection with minimal administration by enabling you to remotely manage mail security on one or more servers, create groups of similar servers, remotely install Mail Security for Exchange, push out virus definitions, and monitor remote servers and groups to generate consolidated reports.

4. Do you need to block certain types of files from being sent via email?

Symantec Mail Security for Exchange provides the ability to block files based on file type. Multimedia files and executables can be automatically removed regardless of extension. Files can also be blocked based on extension and/or name even if they are placed within a ZIP file.

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What's new?

Performance improvements—Symantec Mail Security for Exchange leverages in-memory scanning and scans messages at the Edge and Hub server roles, eliminating the need to scan messages in transit at the Mailbox server unless new definitions arrive. It also accelerates scanning of the Mailbox server by providing the ability to limit the scope of the scan to recent messages only. Background scanning can be scheduled for off-peak hours to avoid affecting the Exchange server during busy periods.

Now supports Exchange 2007—Symantec Mail Security for Exchange now supports Microsoft Exchange Server 2007 including the Edge, Hub, and Mailbox server roles.

Reporting enhancements—Consolidation of summary reports across multiple servers helps you view security violations throughout your Exchange environment. Reports can be automatically delivered to specific recipients upon generation in PDF or MHTML format.

Cluster support—Agent integration with Veritas™ Cluster Server and continued support for Microsoft cluster environments provide failover of settings and quarantine.

Why upgrade?

Provides continuous protection—as you migrate to Exchange 2007

Generates consolidated reports—to provide a complete picture of antivirus, antispam, and content violations across multiple servers

Helps ensure smooth failover—with support for both Windows® and Veritas clusters

Scans faster—resulting in faster mail throughput and less impact on mail servers

Competition

vs. Microsoft Forefront™

- Symantec has more consecutive Virus Bulletin 100% awards than any other company, with 35 consecutive passes without a failure.
- Symantec's Rapid Release definitions respond faster to new CAT3+ threats than all Forefront engines, as evidenced by a March 2006 study by AV-Test.org.
- Microsoft employs multiple antivirus engines (up to five at any time). While they use this as a competitive advantage, it is far better to have one good engine than five subpar ones.
 - In Max Performance mode, Microsoft is only as strong as the weakest antivirus engine. (Forefront uses a round-robin technique in Performance mode, so some messages may be scanned by the weakest engine.)
 - In Max Certainty mode, all messages are scanned with all engines. While this sounds effective, it has a significant impact on performance and shows a lack of confidence in their engines. Multiple engines actually increase the chance of bad updates.

vs. Trend Micro ScanMail

- Symantec has a better history of safe, effective virus definition updates.
- Symantec has superior spam technology in terms of detection and low false positives and releases definitions every 30 minutes to react quickly to emerging threats.
- Symantec delivered 1,699 virus definition updates in a monthly period. During the same period, Trend released only 82 updates. (Source: AV-Test.org)

Cross-selling opportunities

Symantec Mail Security 8300 appliance—Symantec Mail Security for Exchange provides comprehensive virus protection for Exchange, but some organizations may choose to reduce incoming mail and remove viruses, inappropriate content, and spam prior to their reaching the Exchange environment. Symantec Mail Security 8300 Series provides an appliance form factor for easy deployment at the gateway tier.

Symantec Enterprise Vault™—Another aspect of email security is the need to retain valuable company intellectual property and adhere to compliance regulations. Enterprise Vault can be used to archive Exchange email to reduce storage costs, adhere to compliance and legal retention requirements, and capture critical company intellectual property while maintaining the same user experience for end users. Moving email out of Exchange and into the archive also increases performance when scanning the Mailbox server with Symantec Mail Security for Exchange, as it reduces the amount of mail that must be scanned.

Symantec protection for SharePoint® servers—SharePoint is rapidly becoming another data repository, on a par with Exchange in terms of overall importance. Symantec protection for SharePoint provides real-time protection against viruses and other threats in SharePoint. It also provides the ability to scan older documents with the latest virus definitions.

Additional resources

Full product details and trialware: go.symantec.com/trysmsexch

SKUs, licenses, and ordering details: <https://partnernet.symantec.com>