



TIP PROGRAM

Guide to the Symantec Technology Integration Partner Program

Open Security
Platform

Cyber Security
Innovation

Partnership

Partnerships Are Critical for Harnessing Security Innovation

The cyber threat landscape changes fast. And enterprises must keep up in order to protect their data. Whether it's leveraging advanced analytics or adding new detection techniques, the security industry is constantly innovating to stay ahead of evolving security concerns.

In addition, Chief Information Security Officers (CISOs) must think differently about how they protect data and manage threats. For instance, if attackers combine multiple vulnerabilities to attack an enterprise, CISOs should adopt a similar approach by combining products and services to deliver the best protection, detection, and remediation possible. This includes determining how best to use existing capabilities, as well as how to integrate them with new tools coming to market.

Fortunately there is no shortage of innovation in the cyber security market. We see this as an opportunity, and invite all cyber security vendors to join Symantec in building a rich open eco-system.



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Technology Integration Partner Program Benefits

We Are Better Together

Whether you are a supplier or user of security solutions, the role of open security platforms and the partnerships that develop around them, are critical to solving modern security challenges. Our Technology Integration Partner Program is a powerful way for the information security industry to solve problems faster and stay a step ahead of cyber criminals.

The Technology Integration Partner Program ecosystem provides access to a comprehensive set of Application Programmable Interfaces (APIs), allowing partners to build compelling customer solutions to augment the Symantec Integrated Cyber Defense Platform.

Open ecosystem that will lead to better solutions, the Technology Integration Partner Program also provides benefits, such as:

CONSISTENT, STRUCTURED APPROACH

Symantec TIPP is designed to work across the cyber security industry to integrate with vendors in the Advanced Threat, SIEM, Data Protection, Web or Messaging amongst others.

WIDESPREAD INTEGRATION

Symantec TIPP also provides integration options for products to interact with non-specific security systems, such as ticketing and information technology service management (ITSM), to control workflows and security task automation.

ACCELERATED TIME TO MARKET

Technology Integration partners can leverage the program to gain access to Symantec's large portfolio of security control points across the Cloud, Web, Information Protection a End Point and Messaging. This means partners can dramatically reduce their time to market for their customers.

Additional Benefits

The Technology Integration Partner Program currently includes more than 100 partnerships, featuring industry-leading integrations and solutions from companies such as Box, Dropbox, ServiceNow, Splunk, and Amazon. As a Technology Integration Partner, you'll have access to partner innovation as well as:

ACCESS TO CUSTOMER SUPPORT

Empowering our customers to leverage and enhance their current security solutions with open integrations into the Symantec Integrated Cyber Defense Platform. Symantec uncovers powerful security vendors to join TIPP, allowing customers to take advantage of top technologies and solutions.

ACCESS TO SCALE AND BREADTH OF SYMANTEC PARTNERSHIPS

Based on trusted relationships we have established with our customers, the Technology Integration Partner Program brings you access to unrivaled technologies by fostering the broadest and deepest open ecosystem. To simplify the program, we have developed a broad set of Technology Tracks within TIPP that our partners can join to clearly promote the partnership value to our sales team and channel resellers. These including Web Protection, Cloud Connect, Encryption, Encrypted Traffic Management, DLP and ATP.

Program Overview

TIPP provides technology partners with everything necessary to develop innovative and differentiated product and service offerings that complement and extend the Symantec solution portfolio. In return, TIPs gain access to Symantec technology, tools, and support, resulting in integrated solutions delivered to market faster and more efficiently.

Integration partners have access to a set of fundamental program services, including Symantec software licenses, installation and configuration support, free membership to TSANet, and use of the Technology Integration Partner logo to promote the relationship. Additional benefits are available to Technology Integration Partners with a deeper level of engagement, such as:

ACCESS TO SOFTWARE

Development kits, test tools, and Symantec engineering support

ACCESS TO SYMANTEC CONNECT

Our community of customers, partners and employees - 700,000 users strong

CUSTOMER-FACING COLLATERAL

For Certified Integrators developed by each product team using Symantec style and formatting

INCLUSION IN FIELD-ENABLEMENT MATERIALS

To help the sales force understand partner-related additions to products and jointly published partner success stories

(TIP) Technology Integration Partner Program Benefits	Access	Premier	Elite
Access to PartnerNet and Symantec Connect Portals	•	•	•
Not for Resale Software	•	•	•
Designated Symantec Point of Contact (POC)	•	•	•
Symantec Partner Logo and Banners	•	•	•
Partner/Solution visibility on Symantec.com & PartnerNet Portal	•	•	•
Symantec Developer Technical Support ⁵	•	•	•
Product Verification	•	•	•
Discounted Technical Training	•	•	•
Membership to TSANet	•	•	•
Product Technical Support	•	•	•
Technology Partner may produce their own Press Release	•	•	•
Post on Symantec.com when solution is certified		•	•
Jointly Developed Marketing Solution Materials		•	•
Additional Symantec Developer Technical Support ¹⁰		•	•
Channel Partner Facing Presentation Collateral		•	•
Jointly Published Customer Success Stories		•	•
Invitation to Selected SYMC Events		•	•
Invitation to Become Design Partners for New Planned Product Integrations			•
Deeper Architecture Review/Support and Roadmap Discussions			•
Partner Solution Project Acceleration			•
Access to Restricted APIs to Support Unique Integration Functionality			•
Customized Go To Market Plan			•
Partner Enablement and Training			•
Creation of Sales Enablement Materials			•



TIPPROGRAM
ACCESS

ACCESS PARTNER MEMBERSHIP

Acceptance into our Technology Integration Partner Program starts as an Access Partner. Access Membership criteria is a complementary security solution with contract acceptance.



TIPPROGRAM
PREMIER

PREMIER PARTNER MEMBERSHIP

Entrance to our Premier program is achieved when the partner has achieved certification for integration of product(s) or has added an additional Technology Track.



TIPPROGRAM
ELITE

ELITE PARTNER MEMBERSHIP

Admission to the Elite program is at Symantec's sole discretion, and on a case by case basis. We may offer additional benefits that are not available to all Partners at other program levels.

Join the program

You can apply to become a Technology Integration Partner online. Applicants that demonstrate technology leadership, an ability to work successfully with Symantec products, and a commitment to deliver value-added solutions are eligible to participate in the program. If you meet these requirements, we will notify you of your acceptance.

[Visit the Symantec Technology Partner Program page to learn more.](#)

About Symantec

Symantec Corporation (NASDAQ: SYMC), the world's leading cyber security company, helps organizations, governments and people secure their most important data wherever it lives. Organizations across the world look to Symantec for strategic, integrated solutions to defend against sophisticated attacks across endpoints, cloud and infrastructure. Likewise, a global community of more than 50 million people and families rely on Symantec's Norton suite of products for protection at home and across all of their devices. Symantec operates one of the world's largest civilian cyber intelligence networks, allowing it to see and protect against the most advanced threats. For additional information, please visit www.symantec.com or connect with us on Facebook, Twitter, and LinkedIn.

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