

TIPPROGRAM

INNOVATION PLAYGROUND

Guide to the Symantec Technology Integration Partner Program

INNOVATION PLAYGROUND

You can never marshal enough allies in the battle for cyber security. However, when it comes to protecting customers in a fast-changing threat landscape, there's clearly no shortage of great ideas and innovation. No single company in the cyber security market has all the answers and that's where partnerships play a big role. It's also the reason why we've created the Technology Integration Partner Program (TIPP) Innovation Playground, a new program where cyber security startups can team up with Symantec to solve problems faster and dramatically reduce their time to market for their customers.

Collaboration is the embodiment of our Innovation Playground. So, our participating partners will gain access to Symantec's large portfolio of security control points across the Cloud, Web, Information Protection, Endpoint, and Messaging. And you'll have the opportunity to participate in Innovation Days where we will invite you to pitch your solution to our largest customers.

HERE ARE THE BENEFITS YOU'LL ENJOY:

- Access to regular workshops with Symantec engineering and product teams
- Joint projects, research, and sourcing
- Use of Symantec's ICDx ecosystem and Symantec Integrated Cyber Defense Platform
- Access to Symantec Product APIs
- Designated Symantec Point of Contact
- Access to security data sets to enrich your products
- Jointly developed collateral on technology integration
- Visibility on Symantec.com and TIPP Portal
- Showcase the TIPP Innovation logo on your website
- Accelerate opportunities, deepen relationships, and foster innovation
- No fees to join the Innovation Playground

Startups are risk takers who move quickly and accelerate new innovation. We hope to partner with small startups and visionary entrepreneurs who have complementary technologies. Partner companies should meet the following:

- Bootstrapped/venture-backed with less than \$30 million investment
- Annual revenues of less than \$10 million
- Intention to complete one "high value" integration with any Symantec product
- Sign the TIPP Innovation Playground agreement

The upshot: The creation of a rich, open ecosystem that delivers security innovation to information security professionals and helps customers remain a step ahead of cyber criminals.

Join the TIPP Innovation Playground today!