



1-800-456-8000 x65148

mcafee-licensing@ingrammicro.com

Desk hours - 8:30-8:00 Eastern

Market Development – Tim Kuerzdorfer

1-800-456-8000 x65162

www.mcafee.com

McAfee Endpoint 2 Year Promotion

End Date - Wednesday, June 26, 2013

Current Customers: Provides the ability for current McAfee Suite Customers to upgrade to a McAfee Endpoint Suite (limited to TPE, EPA, TEB or EPS only). This promotion requires the purchase of the suite upgrade licenses + 2 years of support. Customers receive up to 50% off of the second year of support. Reference the McAfee Quoting Handbook (Section 7.3) for additional suite upgrade quote and order rules.

New Customers: Provides the ability for new McAfee Customers to purchase a competitive upgrade to a McAfee Endpoint Suite (limited to TPE, EPA, TEB or EPS only). This promotion requires the purchase of the competitive upgrade licenses + 2 years of support. Customers receive up to 50% off of the second year of support. This promotionally price Competitive Upgrade offering is available to Customers using a competitive endpoint solution. Reference the McAfee Quoting Handbook (Section 7.2) for additional competitive upgrade quote and order rules.

McAfee Authorized Distributors must reference Promo Code P-ENDPT2YR on their purchase order to McAfee.

McAfee SMB Accelerated Deal Registration Program

End Date – Until Further Notice

New & Improved!

IMPROVED: Product type rules have been expanded to align with the McAfee Pricebook. This allows for more products to be eligible for Deal Registration.

IMPROVED: The minimum deal size for Deal Registration has been reduced from \$5,000 to \$1,500 MSRP

NEW: We have added the option for partners to register expansions to existing opportunities

NEW: We have added the option for partners to register a Technology (Hardware) refresh

RFPs: now excluded from Deal Registration

Enhanced Deal Registration:

The McAfee Deal Registration program protects Elite, Premier, Select and Associate level Partners' investment in identifying and securing new business. Quick and easy, registering a deal secures significant additional profit margin, available only to the Partner registering the deal.

Discount:

- Up to 25% exclusive margin enhancement on new business
- 10% exclusive margin enhancements on approved upgrades and migration paths

How to submit a Deal Registration:

Submit the following information to your McAfee funded head so that they can register the deal on your behalf:

- Account information
- McAfee product
- Quantity requested

Products:

Current Products:

- TSB McAfee SaaS Endpoint Protection
- TSE McAfee SaaS Endpoint Protection Advanced
- TSA McAfee SaaS Endpoint & Email Protection Suite
- STP McAfee SaaS Total Protection
- EPS McAfee Endpoint Protection Suite
- EPA McAfee Endpoint Protection – Advanced Suite
- TEB McAfee Total Protection for Secure Business
- EMM McAfee Enterprise Mobility Management

New Products:

- MOV McAfee MOVE Anti-Virus for Virtual Desktops (VDI)
- MOV McAfee MOVE Anti-Virus for Virtual Servers(up to Band C/500 servers)
- SWR McAfee SaaS Web & Email Protection Suite
- ESM SaaS Email Security & Archiving Suite Multi Year Retention
- TDA McAfee Total Protection for Data

- This promo code cannot be combined with any other margin enhancement programs, such as tiered pricing.
- End-user must have 500 employees or less.
- Resellers must be incumbent on upgrades.
- Reseller must be SMB Specialized with McAfee. If you are not, sign up here: <https://securityalliance.mcafee.com/us/distributor/program-membership/specialization/smb.aspx>

A la Carte SKUS

McAfee Security Quickstart Experts On-Demand (MD-QS-SMB-4HR)

- On-demand services from certified, proven resources with enterprise-level expertise
- Recorded Expert On-Demand sessions for future playback use
- Fixed-price service in four-hour blocks of consulting time with defined results

McAfee Security Quickstart Training (MD-QS-SMB-TRAIN)

- Unlimited access to an existing content library and access to new content daily
- McAfee training immediately without having to wait for a class to be scheduled or sitting through multiple hours of classes for one nugget of knowledge
- A cost-effective way for one IT person, or a whole team, to learn what they need on the spot

McAfee Security Quickstart HealthCheck (MD-QS-SMB-HC)

- Interprets your security policy settings, compares them to a selected baseline, and scores your risk based on each noncompliant setting
- Takes the guesswork away: you'll know that you have the right settings selected for your McAfee anti-virus policies and exclusions
- Available for McAfee VirusScan Enterprise software 8.5 and 8.7