

**Partner Promotions****SymNation**

The North Americas Channel rewards program for Symantec partners

**Updates to the Backup and Security Promotions**

- **LARs:** Check with your local Account Manager for details
  - **NEW!** Symantec Endpoint Protection Small Business Edition 2013 now included
    - \$3 for three-year licenses; \$2 for two-year licenses; \$1 for one-year licenses
  - **NEW!** Backup Exec Server three-year SKUs added
  - **NEW!** Backup Exec 3600 Appliances are now included. Earn up to \$300 per Appliance sold
  - Higher payouts on three-year Security SKUs
- **VARs**
  - **NEW!** Higher payouts on Security three-year SKUs
  - **NEW!** Backup Exec Server and Renewal three-year SKUs added
  - **NEW!** Symantec Endpoint Protection Small Business Edition 2013 licenses included
  - Backup Exec Appliance Blowout incentive
    - 300 SymPoints and an exclusive badge to the first 50 Appliances claimed
  - VAR SMB specialists earn a 15% bonus on all claims

**Get your partners involved**

- Registered, Silver, Gold and Platinum partners visit [www.SymNation.com](http://www.SymNation.com) to enroll today and learn about the new rewards and opportunities (includes Softmart).
- Follow us on social media to get the latest VAR SymNation updates
  - [www.Facebook.com/SymNation](http://www.Facebook.com/SymNation)
  - [www.Twitter.com/SymNation](http://www.Twitter.com/SymNation)
- LAR partners contact your local Account Managers for program details

## Opportunity Registration/ Margin Promotions

### Margin Builder

**New SKUs added!** Now included are the three-year SKUs for the Backup Exec Server, V-Ray Edition, System Recovery, select Agents/Options and the vOne promotion licenses.

Available exclusively to SMB Specialists (either track), Margin Builder provides an additional **15% MSRP** margin enhancement when partners register qualifying deals for customers with fewer than 1,000 employees. SMB Specialists can navigate directly to the Margin Builder portal by going to [www.marginbuilder.com](http://www.marginbuilder.com) to register their opportunity and receive near instant, on-screen approvals with no login required. It's that simple!!

For a list of qualifying products and to begin registering opportunities, visit <https://partnernet.symantec.com> and select the Margin Builder link.

### **NOW EXTENDED** Partner-to-Partner Collaboration Promotion

*Now through September 27, 2013*

The Partner-to-Partner Promotion has been extended to September 27, 2013. Partner-to-partner collaboration qualifies for this promotion when the Partner who prospects a new opportunity for Symantec, but is not authorized to sell the product(s) a customer requires, collaborates with another Symantec Partner who is authorized to service the technology. Visit [PartnerNet](http://PartnerNet) to learn more.

## End-User Promotions

### Security

#### **NEW! More4Less Offers—Get Endpoint Protection, Protection Suite, Mobile Management Suite and SAVE!**

Switch to Symantec Endpoint Protection, Symantec Protection Suite, Mobile Management Suite, or 3 Years of protection and save up to 45%. Get the fastest and most-effective endpoint security for both virtual and physical systems with Symantec Endpoint Protection. Or complete your protection with Symantec Protection Suite and block more than 99% of spam and email/web threats. Switch to Symantec and save up to 45% today. Learn more <http://go.symantec.com/more4less>

#### **Symantec Endpoint Protection Small Business Edition 2013 – Save up to 33% with 3-year licenses**

A virus can destroy your business in minutes. Symantec Endpoint Protection Small Business Edition 2013 protects it just as fast. Available as a cloud-managed service, it installs in minutes, updates automatically, and protects your company against viruses and malware. So you spend less time worrying and more time running your business. Act now to secure your future and lock in saving up to 33% off MSRP with a 3-year subscription. [http://check.symantec.com/20121128\\_SEPSBE2013\\_3YRSKU.html](http://check.symantec.com/20121128_SEPSBE2013_3YRSKU.html)

- **Switch and Save**

Considering moving your security to the cloud? Switch to the new Symantec Endpoint Protection Small Business Edition 2013 for up to 20% off MSRP [http://check.symantec.com/20121010\\_SEPSBE2013\\_switch.html](http://check.symantec.com/20121010_SEPSBE2013_switch.html)

- **Upgrade today**

Stay focused on running your business and upgrade to Symantec Endpoint Protection Small Business Edition 2013, our new powerful antivirus and anti-malware solution and **receive up to 30% off\*** MSRP today. [http://check.symantec.com/20120826\\_SEPSBE2013\\_Upgrade\\_LP2.html](http://check.symantec.com/20120826_SEPSBE2013_Upgrade_LP2.html)

#### **Symantec Protection Suites Enterprise Edition – Two Product Flex Promotion**

*Effective August 6, 2012 – July 31, 2013*

Symantec™ Protection Suite Enterprise Edition Two Product Flex Promo is a flexible and affordable way to get started with Protection Suite Enterprise Edition. Customers can select and install any two products from the Protection Suite “menu” and get Symantec™ Protection Center, Symantec™ Workflow, and IT Analytics at no additional cost.

Visit [http://www.symantec.com/theme.jsp?themeid=sps\\_offers](http://www.symantec.com/theme.jsp?themeid=sps_offers) for more details.

## End-User Promotions

### Gateway

#### Messaging Gateway: Try & Buy Program

Register for Symantec's 30-day risk-free trial of the Symantec Messaging Gateway, one of the industry's best solutions for integrated antispam, antivirus, advanced content filtering, and data loss prevention technologies. Symantec offers two evaluation options for the Messaging Gateway: hardware appliance and the Virtual Edition. This promotion is valid in North and South America only.

<http://go.symantec.com/trybrightmail>

#### Web Gateway: Try & Buy Program

Register for Symantec's 30-day risk-free trial of the Symantec Web Gateway Virtual Edition, one of the industry's best solutions for keeping your organization protected against multiple types of Web-borne malware, preventing data loss over the Web and giving you flexible deployment options. A Virtual Edition is available for download.

<http://go.symantec.com/trywebgateway>

### Backup Exec Products

#### **NOW EXTENDED: Backup Exec 2012 V-ONE Promotion**

Not only does Backup Exec provide superior backup and recovery for virtual environments, it also provides market-leading technology for physical servers too. Experience the power of a single unified solution with this exclusive time limited offer. Save up to 65% off MRSP on Backup Exec 2012 V-Ray Edition and the Backup Exec Agent for VMware and Hyper-V. Promotion has been extended to July 31, 2013.

**NEW!** Now available from April 1<sup>st</sup> 2013 are 3-year maintenance SKUs for vOne offers. Customers can now receive 65% discount on initial license AND 20% discount if they purchase 3 year maintenance upfront.

[www.backupexec.com/vone](http://www.backupexec.com/vone)

#### **NEW! Buy 3 years of maintenance and save up to 20%**

Take advantage of this special offer and get up to 20% off MSRP when you buy three years of maintenance in advance. Not only can you save up to 20%, you'll also benefit from free product upgrades for the life of your support contract and 24x7 uninterrupted access to Symantec technical support.

[www.backupexec.com/save](http://www.backupexec.com/save)