

**Partner Promotions****SymNation**

Partners who are a part of our new rewards community have the opportunity to earn unlimited awards through promotions while building their Symantec sales. In SymNation, we've got your back!

**TAKE ACTION!**

- Registered, Silver, Gold and Platinum partners visit [www.SymNation.com](http://www.SymNation.com) to learn about the new rewards and opportunities.
- LAR partners check with your local Account Managers for program updates.

*Partners enrolled in the SymPoints program are automatically transferred into SymNation.*

**SymNation Promotions:****Backup and Security Solutions**

Partners can earn rich payouts for their sales on some of Symantec's top sellers. Eligible products include Backup Exec 2012, Symantec Endpoint Protection and Symantec Protection Suites Enterprise Edition

- PROMO SKUs included! vOne and Two-Product Flex Promo
- VAR SMB specialists earn a 15% bonus on all claims
- LARs have higher payouts on **three-year Security SKUs**. Check with the local Account Manager for details.

**Backup Exec 2012 STS Exam Promotion**

*Eligible to the first 250 reps who participate*

For a limited time, VAR reps have the opportunity to earn **100 SymPoints** when they complete the Backup Exec 2012 STS Exam.

**Earn Big with the Messaging Gateway Promotion**

*Promotion lasts for a limited time; VAR Partners only*

Partners can watch their Sympoints soar with this special offer from Messaging Gateway. Sales of a select SKU are now eligible to earn **1 SymPoint** per license sold.

Qualifying SKU: 2TFVOZS0-EI1EF

## Opportunity Registration/ Margin Promotions

### Margin Builder

**NEW!** Symantec Protection Suite Enterprise Edition, including the Symantec Protection Suite Two Product Flex Promo, and Encryption (PGP) products have been added to the Margin Builder Program.

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.

### Partner-to-Partner Collaboration Promotion

*Now through March 31, 2013*

The Partner-to-Partner Promotion has been extended to March 31, 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](#) to learn more.

## End-User Promotions

### Security

#### **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.

#### **Trade-In, Trade-Up to Symantec and Save up to 45% today**

*Effective through March 31, 2013*

Customers can now trade in their old security and lock in today’s savings when they trade up to Symantec Endpoint Protection 12.1, Symantec Endpoint Protection Small Business Edition 12.1, Symantec Protection Suites or Symantec Protection Suite Small Business Edition for savings up to 45%.

<http://go.symantec.com/securitytrade-up>

#### **Save an Additional 20% with Three Year licenses**

*Effective through March 31, 2013*

Don’t let your security expire. Symantec Endpoint Protection customers can now renew their maintenance and lock in today’s savings, up to 20%, for three years. Enjoy three years of maintenance and get the latest product upgrades, newest features, and price protection.

<http://go.symantec.com/securitytrade-up>

## 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

#### 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 MSRP on Backup Exec 2012 V-Ray Edition and the Backup Exec Agent for VMware and Hyper-V. Promotion ends on April 30, 2013.

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

#### Upgrade to the NEW Backup Exec 2012 and SAVE up to 35% off MSRP

Existing Backup Exec customers or new customers switching from another backup solution can save up to 35% off MSRP when purchasing Symantec Backup Exec 2012. This offer also applies to all Backup Exec 2012 Agents and Options. Take advantage of this discount - upgrade now to Backup Exec 2012 and save!

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

#### Save up to 35% off System Recovery 2013

Purchase Symantec System Recovery (Server Edition, Small Business Server Edition, Desktop Edition, Linux Edition or Virtual Edition) and save up to 35% off MSRP. Whether you are a first time customer switching from an alternative solution or upgrading from a previous version of Backup Exec System Recovery, this discount delivers superior disaster recovery capabilities at a great price.

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