Partner Promotions

SymNation

The North Americas Channel rewards program for Symantec partners

Backup and Security Promotions

- **National Access Resellers:** Check with your local Account Manager for details
    - o Backup Exec Capacity Edition Promo SKUs
    - o Higher payouts on Security licenses
    - o Version Upgrade and Cross-Grade Security SKUs
    - o VOne one/three-year SKUs
    - o Backup Exec 3600 Appliances

    Excludes Dell. Software One and EnPointe follow RSP promotions listed below.

- **Regional and National Solution Providers (www.SymNation.com):**
    - o Backup Exec Capacity Edition Promo SKUs
    - o Higher payouts on Security licenses
    - o Backup Exec 3600 Appliances now included
    - o Version Upgrade and Cross-Grade Security SKUs
    - o VOne one/three-year SKUs
    - o Symantec Endpoint Protection Small Business Edition 2013 licenses

    Did you know? VAR SMB specialists earn a 15% bonus on all claims

Get your partners involved

- Registered, Silver, Gold and Platinum partners visit www.SymNation.com to enroll today and learn about the new rewards and opportunities (includes Softmart).
    - o For program information, visit SymNation on PartnerNet
- Follow us on social media to get the latest RSP/NSP SymNation updates
    - o www.Facebook.com/SymNation
    - o www.Twitter.com/SymNation
- NAR partners contact your local Account Managers for program details

Opportunity Registration/ Margin Promotions

Margin Builder

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 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

The Partner-to-Partner Promotion has been extended to March 28, 2014. 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

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

- **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

- **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

End-User Promotions

Backup Exec Products

V-ONE Promotion Extension and Capacity Edition Now Included!

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, Backup Exec Capacity Edition, and the Backup Exec Agent for VMware and Hyper-V. This promotion has been extended to January 31, 2014.

- Now available 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

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

Backup Exec Tech Center – Free for Six Months

The BE tech center houses invaluable self-paced learning modules, on-demand training modules and other useful information to help customers get the most out of their Backup Exec investment.

Customers and partners can get free access to the Backup Exec Tech center for a period of 6 months when they use the following promo code: **FREEBE6**

Visit http://techcenter.symantec.com/ecampus/enterprise. Click on the "Redeem Voucher" link and enter the code – it's that simple!

NetBackup

NetBackup Dedupe Capacity Bundle Promotion

The NetBackup™ Dedupe Capacity Bundle promotion is now available to all customers purchasing NetBackup under capacity (Platform Base) licensing. Purchase either 1 FETB NetBackup™ Platform Base - Complete Edition **or** 1 FETB NetBackup™ Platform Base - NDMP Edition and get 1 FETB Data Protection Optimization Add-on **free of charge**. Customers can execute with bundle SKUs in place of the standard Platform Base SKUs. Please note that an equivalent amount of Platform Base licenses must be purchased in order to gain access to free DPOA licenses. *This offer will remain active until the release of NetBackup 7.6, currently targeted for release by the end of 2013.*

For more details, contact Glen Simon: Glen_Simon@Symantec.com