

Monthly Promotions Update

November 2014



This document includes the latest in Channel and End-User promotions for the North Americas. Incentives specific to RTM can be found below.

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Rest-of-Channel

Questions? Contact Monica_White@symantec.com		
Promotion	Details	Expiry Date
SymNation	<p>The North Americas Channel sales incentive program for Symantec partners. Sales reps earn SymPoints for their eligible Symantec sales on the hottest Backup and Security products.</p> <ul style="list-style-type: none"> ➤ SymNation flyer and all promo details can be found here. <p>Eligible products include:</p> <ul style="list-style-type: none"> ➤ Backup Exec 2014 Products <ul style="list-style-type: none"> ○ BE Servers (<i>Competitive Upgr only</i>) 200 SymPoints each! ○ V-Ray Edition ○ Capacity Edition ○ Agent for VMware/Hyper-V • Endpoint Protection (1 & 3-yr) • Protection Suites Enterprise Edition (1 & 3-yr) • 3-yr Security Renewals <ul style="list-style-type: none"> ➤ To participate, log in to SymNation today! ➤ Facebook: www.Facebook.com/SymNation ➤ Twitter: www.Twitter.com/SymNation 	11/30/14
Margin Builder	<p>To qualify to participate in Margin Builder you must a member of Symantec's Partner Program at a Platinum, Gold, or Silver level and be enrolled in Symantec's Endpoint Security competency and/or Mid-Market Backup and Recovery competency. Partners enrolled in either competency at an Expert level may earn a 20% front end discount. Partners enrolled in either competency at a Principal level may earn a 10% front end discount. Partners may only register the solutions associated with the competency they are enrolled in.</p> <ul style="list-style-type: none"> ➤ PartnerNet URL ➤ www.MarginBuilder.com 	Ongoing



End-User Promotions

Security		
Questions? Contact Monica White: Monica.White@symantec.com		
Promotion	Details	Expiry Date
Mobile Device Management Offer	<p>Effective October 6, 2014, Symantec is offering FREE Symantec Mobility: Device Management to Endpoint Management and Symantec Endpoint Protection customers. This offer is now available to new or existing Symantec IT Management Suite 7.5 or Symantec Client Management Suite 7.5 or SEP 12.1 and SPS EE v4.0 customers who have 1,000 or more licenses and are current on maintenance.</p> <ul style="list-style-type: none"> ➤ Customers can take advantage of this free offer by visiting https://licensing.symantec.com/licensegmt/MDMLanding.jsp 	Ongoing
SymEd Promo Bundles	<p>To address the challenges that educational institutions are faced with in their evolving learning environments, Symantec's SymEd enables academia to have confidence in their connected experiences. SymEd allows for a safe and managed e-Learning environment. This solution offers a means to secure and manage PCs, laptops, tablets, and smartphones of both faculty and students whether they are school issued or personal devices.</p> <ul style="list-style-type: none"> ➤ Learn more here 	3/31/15
Symantec Endpoint Protection Small Business Edition – Save up to 33% off MRSP	<p>A virus can destroy your business in minutes. Symantec Endpoint Protection Small Business Edition 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.</p> <ul style="list-style-type: none"> ➤ 3-year subscription for up to 33% off MSRP ➤ Switch and save up to 20% off MSRP ➤ Upgrade today for up to 30% off MSRP 	Ongoing
Web and Gateway		
Questions? Contact Monica White: Monica.White@symantec.com		
Promotion	Details	Expiry Date
ENDING SOON! Symantec Messaging Gateway with Symantec Gateway Email Encryption, Powered by PGP — Save up to 52% off MSRP	<p>Want to save your customers lots of money on their all email security needs? Are you tired of losing to Cisco IronPort or Proofpoint? Symantec Messaging Gateway with Symantec Gateway Email Encryption, Powered by PGP offers them total email security with Email AV/AS, data loss prevention, and Email Encryption bundled all together on to one SKU at a very discounted price. This product is easy to rip and replace against competition. Start pitching this bundle today to close more business for yourself and save more money for your customers.</p> <ul style="list-style-type: none"> ➤ For the promo flyer, click here ➤ http://www.symantec.com/messaging-gateway ➤ http://www.symantec.com/gateway-email-encryption 	12/3/14



End-User Promotions

Backup Questions? Contact Monica White: Monica_White@symantec.com		
Promotion	Details	Expiry Date
Save up to 35% off Backup Exec 2014	Whether you're an existing Backup Exec customer or new customer switching to Backup Exec to protect your virtual machines, physical servers or a combination of both, you can save up to 35% off MSRP when you upgrade to Backup Exec 2014. 35% discount applies to software license, agents and options MSRP only, and does not apply to support or maintenance. Additional essential support is required, and will be included as part of any purchase. The 35% off discount is already factored into all pricing. www.backupexec.com/save	Ongoing
Buy 3 years of maintenance and save up to 20%	Purchase 3 years of maintenance for Backup Exec 2014 (Backup Exec, Backup Exec V-Ray Edition, Backup Exec Small Business Edition) or Symantec System Recovery (Server Edition, Small Business Server Edition, Desktop Edition, Linux Edition or Virtual Edition) and save up to 20% off MSRP. Whether you are a first time customer or an existing customer looking to renew your maintenance contract, don't miss out. Buy 3 years of maintenance today and save. www.backupexec.com/save	Ongoing