Monthly Promotions Update
October 2014

Symantec.

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

CTRL+Click the page number to take you directly to the partner or RTM

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Rest-of-Channel

Promotion	Details	Expiry Date

SymNation	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.
	
	➢ SymNation flyer and all promo details can be found here.
	
	Eligible products include:
	   ➢ **Backup Exec 2014 Products**
	      o BE Servers *(Competitive Upgr only)* 200 SymPoints each!
	      o V-Ray Edition
	      o Capacity Edition
	      o Agent for VMware/Hyper-V
	   • Endpoint Protection (1 & 3-yr)
	   • Protection Suites Enterprise Edition (1 & 3-yr)
	   • 3-yr Security Renewals
	
	➢ To participate, log in to SymNation today!
	➢ Facebook: www.Facebook.com/SymNation
	➢ Twitter: www.Twitter.com/SymNation
		12/31/14

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 to register their opportunity and receive near instant, on-screen approvals with no login required.
	   ➢ PartnerNet URL
	   ➢ www.MarginBuilder.com
		Ongoing

P2P Collaboration	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. Non-authorized partners may earn an 8% front-end discount on its qualified order and authorized/Specialized partners can earn a 5% back-end rebate payment from Symantec for collaborating. All deals must go through Opportunity Registration to qualify.	Ongoing

Questions? Contact Monica_White@symantec.com

End-User Promotions

Security
Questions? Contact Monica White: Monica_White@symantec.com

Promotion	Details	Expiry Date
NEW! Mobile Device Management Offer	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. ➢ Customers can take advantage of this free offer by visiting https://licensing.symantec.com/licensemgmt/MDMLanding.jsp	Ongoing
SymEd Promo Bundles	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. ➢ Learn more here	3/31/15
More4Less (M4L)	Switch to Symantec Endpoint Protection, Symantec Protection 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. ➢ For the M4L flyer and Sales cheat sheet click here ➢ Learn more http://go.symantec.com/more4less	Ongoing
Symantec Endpoint Protection Small Business Edition – Save up to 33% off MRSP	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. ➢ 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

End-User Promotions

Web and Gateway

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Promotion	Details	Expiry Date
Symantec Messaging Gateway with Symantec Gateway Email Encryption, Powered by PGP — Save up to 52% off MSRP	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. ➤ 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