

Partner Promotions**Sympoints****NEW! Sympoints Announcing New Backup and Security Solutions Promotions!**

Promotion Period: April 6, 2012 to June 29, 2012

The *Backup and Security Solutions* promotion is launching new Backup Exec 2012 product promotions. New categories included are:

- Backup Exec 2012 Server: **10 Sympoints**
- Backup Exec 2012 Server Small Business Edition: **40 Sympoints**
- Backup Exec 2012 Server: Renewals (VARs only): **1 Sympoint**
- Backup Exec 2012 V-Ray Edition: **20 Sympoints**
- Backup Exec 2012 Agent for VMware and Hyper-V: **50 Sympoints**

NOTE: The promotion will launch on April 6, 2012 however Sympoints will honor any qualifying sales made from April 2, 2012 to June 29, 2012.

NEW! 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

Attention Sales Engineers and Technical Reps: Backup Exec 2010 STS Exam Promotion

Available for the first 500 Partners who participate

VAR Partners now have the opportunity to gain a competitive advantage and earn **50 Sympoints** when they complete the Backup Exec 2010 STS Exam. The first 500 Partners who successfully complete the BE 2010 STS and submit a claim in Sympoints will be rewarded with 50 Sympoints for their efforts.

EXTENDED: Education Training Credits Promotion

April 2, 2012 to June 29, 2012

Give clients the training they need, when they need it. This allows customers to purchase their credits in one transaction and utilize them over a 12 month period for any Symantec Education Service.

***VAR Partners** – want to earn an extra 15% on all your sales efforts? Become an SMB specialist today and you will enjoy this special perk from Sympoints!

Visit [Sympoints](#) for all the program details

Partner Promotions

Did You Know You Can Earn Rewards for Participating in the Symantec Connect Partner Community?

Creating content for the community has its own rewards -- distribution of your knowledge may help save someone else valuable time in figuring out challenges on their own. But, we think your participation is worth a little something more. The more you contribute to the community the faster you'll be on your way to fabulous gifts and prizes.

Go to [Connect](#) to learn how to participate.

Opportunity Registration

NEW! Two Minutes to More Margin

Effective April 4, 2012

The Symantec Margin Builder Program rewards Platinum Corporate Resellers who actively identify, develop, and close incremental small and medium business sales opportunities on qualifying small and medium business products. Eligible Resellers can earn an **eight percent** MSRP discount for registering and closing new qualified opportunities with Symantec. With Margin Builder's simplified registration process Partners will know in minutes if their registration is approved.

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

Backup Exec 2012 + Virtualization Promotion

Effective February 6 to September 30, 2012

For a limited time, Partners enrolled in the SMB Specialization (Backup track) or the Data Protection Backup Specialization can earn a 30% front-end discount for new qualifying Symantec Backup Exec™ 2012 + Virtualization opportunities. Additional requirements, limitations, and exclusions apply.

Please login to [PartnerNet](#) for additional details.

End-User Promotions**Backup Exec Products****NEW! Upgrade to Backup Exec 2012 for FREE with the Fast Forward Promotion**

Symantec is offering a limited-time promotion for Backup Exec customers and previous customers who have lapsed in their maintenance and want to upgrade to the current version of Backup Exec 2012. Customers will automatically be upgraded to Backup Exec 2012 for free when they purchase a Fast Forward two-year maintenance contract. Offer valid until September 30, 2012.

<http://BackupExec.com/fastforward>

Switch to Backup Exec 2012 V-Ray Edition and SAVE up to 35% off MSRP

Save 35% off MSRP when switching to Backup Exec 2012 V-Ray Edition from a competitive solution. Take advantage of this exclusive discount and experience best of breed data protection and disaster recovery for VMware and Hyper-V environments. Upgrade now and save!

www.backupexec.com/save

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 2010 and save!

www.backupexec.com/save

Save up to 35% off System Recovery 2011

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

End-User Promotions

Security

NEW! Trade-In, Trade-Up to Symantec and Save up to 45% today

Customers can now trade in their old security and lock in today's savings when they trade up to Symantec Endpoint Protection or Symantec Protection Suites. Trade up to Symantec and save up to 45% today.

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

Add PGP WDE with Universal Server Limited when purchasing/renewing Symantec Endpoint Protection or Symantec Protection Suite for 40% off

Customers purchasing or renewing Symantec Endpoint Protection or Symantec Protection Suite may purchase PGP WDE with Universal Server Limited for 40% off the regular price. PGP WDE with Universal Limited provides Organizations with comprehensive, high performance full disk encryption for all data (user files, swap files, system files, hidden files, etc.) on desktops, laptops, and removable media.

Offer valid: June 6th, 2011 through June 5th, 2012.

www.symantec.com/business/whole-disk-encryption

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, 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>