

Partner Promotions

Sympoints

NEW! Backup Exec Webcast Promotion

August 1, 2012 – August 31, 2012

For the month of August, partners can earn 25 Sympoints for viewing the Backup Exec New User Interface webcast and completing a short quiz. This webcast will walk partners through the new user interface, making what is new – familiar. They will gain a better understanding of the ideas behind why the new interface was built, and how the new workflow and features will save time.

NEW! Symantec Endpoint Protection.cloud Lenovo Incentive

August 13, 2012 – September 30, 2012

All Symantec Endpoint Protection.cloud Lenovo SKUs claimed during this time period will be entered into a drawing that rewards three winners the option to choose a prize from a list of rewards valued at approximately \$300 each! All VARs enrolled in Sympoints are eligible to participate. View full contest details at www.sympoints.com.

NetBackup Appliance Promotion

July 1, 2012 to December 31, 2012

Sympoints now rewards partners for their sales of the NetBackup 5020 and 5220 Appliances. This incentive awards reps **400 Sympoints** for their first Appliance and **200 Sympoints** for every subsequent Appliance claimed. Partners must register the deal in Opp Reg and hold the Data Protection Specialization. Eligible partners include Silver, Gold and Platinum. Platinum Corporate Resellers are not eligible to participate. Visit www.sympoints.com for full details!

Backup and Security Solutions

Now through September 30, 2012

Sympoints offers huge earnings potential with its Backup and Security products that include both Small Business and Enterprise products. Newly added are the SEP and BE.cloud products as well. Don't miss out on the opportunity to earn big with the current Backup and Security promotions today!

- **LARs: Higher payouts** on New and Renewal **three-year Security SKUs**. Check with your local Account Manager for details
- Don't forget! VAR SMB specialists earn a 15% bonus on all claims in this promotion

Learn and Earn with the 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-E11EF

Partner Promotions

NEW! Enhancements to the Margin Builder Program!

Effective August 16, 2012

Margin Builder is expanding its current program eligibility to include all SMB Specialist VARs in North America and an expanded deal eligibility – up to 1,000 seats on all qualifying products. The enhancements also include an increased discount to 15% MSRP discount on new licenses including Backup Exec.cloud and Symantec Endpoint Protection.cloud. Formal channel notifications of program expansion were sent to Distribution the week of July 16, 2012.

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

April 1, 2012 to September 30, 2012

Now through September 30, 2012, Symantec is offering a promotion that rewards partner-to-partner 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. Visit [PartnerNet](#) to learn more.

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

Security

NEW! 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 for more details.

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 now through September 5, 2012

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

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, Symantec Endpoint Protection Small Business Edition, 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 3 Year licenses

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>

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>

End-User Promotions

Backup Exec Products

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 2012 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

.Cloud

Switch to Symantec Endpoint Protection.cloud and save 30% off MSRP

Switch to Symantec Endpoint Protection.cloud and save up to 30% off MSRP. Enjoy a simple cloud-managed service with comprehensive security for Windows-based desktops, laptops and file servers with no need for an on-site server deployment! Effective May 7, 2012 through March 31, 2013.

<https://partnet.symantec.com/Partnercontent/Promos/Promotions.jsp>