

## Backup Exec Products

### Fast Forward your Customers to Backup Exec 2010 for FREE

Symantec is offering a limited-time promotion for previous Backup Exec customers who have lapsed in their maintenance and are interested in upgrading to the current version of Backup Exec 2010 for FREE. By upgrading, customers will immediately benefit from the latest V-Ray visibility for VMware™ and Hyper-V® Servers and integrated duplication at a savings over 55% off MSRP!

#### Fast Forward SKU's are available through distribution until January 31, 2012

- NEW Backup Exec Sales opportunities that build customer loyalty
- Grow each deal with added software and hardware attach
- Added renewal revenue with each upgrade – today and tomorrow

Visit <http://backupexec.com/fastforward> for a complete list of Fast Forward SKU's or call (877) 294 5255 ext. 3 to learn more.

### Upgrade to Backup Exec 2010 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 2010 (including agents and options). Take advantage of this discount - upgrade now to Backup Exec 2010 and save!

[www.backupexec.com/save](http://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](http://www.backupexec.com/save)

### Save over 20% off the latest Deduplication, Archiving and Virtualization Technology from Backup Exec 2010!

Customers can save over 20% off MSRP (compared to purchasing separate items) with the purchase of either Backup Exec 2010 Deduplication Suite, Backup Exec 2010 Deduplication and Archiving Suite, Backup Exec 2010 Hyper-V Suite or Backup Exec 2010 VMware Suite. Learn more about the benefits of the new [Backup Exec 2010 Suites](#) now.

[www.backupexec.com/save](http://www.backupexec.com/save)

### Buy Backup Exec 2010 save up to 35% off MSRP and get up to 50% off on your first two Agents or Options

As an existing Symantec security customer, you have an exclusive opportunity to save up to 35% off Backup Exec MSRP and get up to 50% off on your first two Agents or Options when you switch to Symantec Backup Exec 2010. Offer valid: November 2, 2010 through to December 31, 2011.

<http://go.symantec.com/smboffer>

## NetBackup Products

### **NBU Appliance Incentive Program PLUS Earn More with Customer References!**

*The NetBackup™ Appliance Promotion Extended to December, 31 2011*

Earn \$500 in AMEX gift checks for the Symantec NBU Appliances. Through December 31, 2011, eligible Symantec partners can receive \$500 in AMEX gift checks for each appliance sold. There is a limit of five appliances per reseller sales rep. Deals must be registered and closed in the Symantec Opportunity Registration system **during** the promotion time frame. The incentive is open to Platinum, Gold, and Silver VAR sales reps at channel partners in the US who hold a current Data Protection specialization within the Symantec Partner Program. Not open to Platinum Corporate resellers.

Eligible products include NBU 5000, NBU 5020, NBU 5200 and NBU 5220. See attached flyer for details.

Earn \$500 more with each customer reference! To qualify for this bonus, the customer and Partner must allow Symantec to publish a write up. The reference write up must be completed within 45 days following the sale of an eligible NBU Appliance.

## Security

### **Save up to 30% by making the move to Symantec Endpoint Protection**

As an existing Symantec Backup customer, you have an exclusive opportunity to save up to 30% off the cost of your current security solution when you switch to Symantec Endpoint Protection or Symantec Endpoint Protection Small Business Edition.

Offer valid: October 1, 2010 through to December 31, 2011.

<http://go.symantec.com/smboffer>

### **Small and Medium-Sized Business: Switch and Save with Symantec Endpoint Protection**

*Switch and Save has been extended through December 31, 2011*

The Switch and Save promotion gives you opportunities to acquire small and medium business customers with an offer they can't refuse. Switch them from slower and less effective endpoint security products and save them up to 70% off MSRP. Offer good on Symantec Endpoint Protection and Symantec Endpoint Protection Small Business Edition for a limited time only in the U.S. and Canada to small and medium businesses with 500 or less employees.

For more information, visit <http://go.symantec.com/switchandsave-security-promo> or [PartnerNet](#).

### **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 6<sup>th</sup>, 2011 through June 5<sup>th</sup>, 2012.

[www.symantec.com/business/whole-disk-encryption](http://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>

## Sympoints Kicker

### **NEW!** Sympoints Kicker: Claims in December Could Reward You Up to 5,000 points!

*Effective Until December 30, 2011*

For the month of December, VAR Partners will have the opportunity to win up to **5,000 Sympoints** in the **December Kicker** drawing. Every time claims are submitted in the Backup and Security Solutions promotion, Partners will be entered to win – the more claims made, the greater the chances are of winning. Five people will be drawn to win some mega awards!

1<sup>st</sup> Place – **5,000 Sympoints**

2<sup>nd</sup> Place – 2,000 Sympoints

3<sup>rd</sup> Place – 1,000 Sympoints

4<sup>th</sup> & 5<sup>th</sup> Place – Apple iPad 2 16GB

The Backup and Security Solutions promotion gives you the opportunity to watch your Sympoints grow into your own sweet rewards. Points can be redeemed for high-end merchandise and exciting travel experiences so start earning yours today! The Backup and Security Solutions program will run through December 30, 2011.

\*Don't forget – become an SMB Specialist and you'll receive a 15 percent point bonus on all qualifying sales!

Be sure to visit [www.sympoints.com](http://www.sympoints.com) for all the program details!

## General

### **FREE Logo Re-Draw for Campaign Creator Through December 31, 2011!**

Take advantage of our promotion for a free logo redraw for Campaign Creator, the new co-branding tool that makes it easy to execute your own demand generation campaigns. Extended through December 31, 2011, Partners can take advantage of this \$50 value. Simply contact the Marketing Helpdesk at 877-378-8030 for the free logo redraw promotion today.

<http://go.symantec.com/campaigncreator>

### **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.

Check out [PartnerNet](#) for the latest updates to partner promotions.