Partner Promotions

Sympoints

ENDING SOON! NetBackup Appliance Promotion
July 1, 2012 to December 31, 2012

Sympoints rewards partners for their sales of the NetBackup 5020 and 5220 Appliances. Reps are rewarded **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. Visit www.Sympoints.com for full details!

* Three winners will be drawn at the end of the promotion and win 300 Sympoints each!

ENDING SOON! Backup Exec 2012 and Backup Exec 2012 Small Business Edition NFR Promotion
October 1, 2012 to December 30, 2012

Participants who download or install* the NFR for Backup Exec 2012 and/or Backup Exec 2012 Small Business Edition and correctly answer a short quiz will earn 100 Sympoints. Partners can earn an additional 200 Sympoints for each approved claim that includes eligible BE 2012 and/or BE SBE 2012 SKUs. VAR partners are eligible to participate at www.Sympoints.com .

Backup and Security Solutions

November marked the launch of a new Backup and Security promotion. Claim all eligible Backup and Security sales and grow your Sympoints. Eligible products include Backup Exec, Symantec Endpoint Protection and Symantec Protection Suites

* **Now included:** Backup Exec vOne SKUs!
* Don't forget! VAR SMB specialists earn a 15% bonus on all claims

Did you know? LARs have <u>**higher payouts**</u> on <u>**three-year Security SKUs**</u>? Check with your local Account Manager for details.

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-EI1EF

Opportunity Registration/ Margin Promotions

BCS Managed Services Now Available in Opportunity Registration!

Effective immediately, Partners enrolled in the Archiving & eDiscovery and/or Data Protection with NetBackup Specializations are eligible to register BCS Managed Enterprise Vault and/or BCS Managed Backup in Symantec's Opportunity Registration Program. Qualified opportunities are eligible to receive up to a 20% front end discount via Deal ID from the BCS Business Development team as well as a 10% back end rebate via the Opportunity Registration Program (*first year bookings only*). All other Opportunity Registration Program Terms and Conditions apply. Please contact Jessica Degenhardt (Jessica_Degenhardt@symantec.com) or Stefani Miller (Stefani_Miller@symantec.com) for details.

Partner-to-Partner Collaboration Promotion
Now through March 31, 2013

The Partner-to-Partner Promotion has been extended to March 31, 2013. 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.

Margin Builder
Effective August 16, 2012

Margin Builder expanded its current program eligibility to include all SMB Specialist VARs in North America. Deal eligibility is also expanded – up to 1,000 seats on all qualifying products. There is also an increased discount to 15% MSRP discount on new licenses.

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

End-User Promotions

Security

Symantec Endpoint Protection Small Business Edition 2013 – Save up to 33% with 3-year licenses

A virus can destroy your business in minutes. Symantec Endpoint Protection Small Business Edition 2013 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. Act now to secure your future and lock in saving up to 33% off MSRP with a 3-year subscription.
http://go.symantec.com/sepsbe2013

- **Switch and Save**
  Considering moving your security to the cloud? Switch to the new Symantec Endpoint Protection Small Business Edition 2013 for up to 20% off MSRP*
  http://check.symantec.com/20121010_SEPSBE2013_switch.html

- **Upgrade today**
  Stay focused on running your business and upgrade to Symantec Endpoint Protection Small Business Edition 2013, our new powerful antivirus and anti-malware solution and **receive up to 30% off*** MSRP today.
  http://check.symantec.com/20120826_SEPSBE2013_Upgrade_LP2.html

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.

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 12.1, Symantec Endpoint Protection Small Business Edition 12.1, 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 Three 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

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End-User Promotions

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 Virtual Edition, 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

SLED M_W Promotion

Help your SLED customers secure their Email and Web with Symantec Security Services. Starting now your SLED customers can save 65% off US MSRP and you can earn up to 15% Margin on qualifying Web and Security Services from Symantec. Contact you Symantec SLED channel manager for more information. Good thru March 31, 2013.

Backup Exec Products

Backup Exec 2012 V-ONE Promotion

Not only does Backup Exec provide superior backup and recovery for virtual environments, it also provides market-leading technology for physical servers too. Experience the power of a single unified solution with this exclusive time limited offer. Save up to 65% off MRSP on Backup Exec 2012 V-Ray Edition and the Backup Exec Agent for VMware and Hyper-V. Promotion ends on April 30, 2013.
www.backupexec.com/vone

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