Backup Exec Products

LAST CHANCE: 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 now until February 29, 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

NEW! Backup Exec 2010 + 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™ 2010 + Virtualization opportunities. Additional requirements, limitations, and exclusions apply.

Please login to PartnerNet for additional details.

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

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

Security

Switch and Save
Small and Medium Business: Switch and Save with Symantec Endpoint Protection
Switch and Save has been extended through March 31, 2012

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 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

Sympoints

NEW! Opportunities for Sales Engineers and Technical Reps!

- **Learn and Earn with the 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.

- **LAST CHANCE: Participate in the Sympoints Backup Exec 2012 Beta Incentive for a Chance to Win an Apple® iPad 2!**
  Now through February 15, 2012

  Take a sneak peek into the future with the new Backup Exec 2012 Beta promotion going on now for our VAR Partners! New features include an enhanced user experience, V-Ray Technology, integrated disaster recovery and a simpler pricing model.

General

FREE Logo Re-Draw for Campaign Creator Extended Through March 31, 2012!

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.

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Now Extended: Select Channel Promotions Extended for the VARs and LARs

- **Backup and Security Solutions:** With the wide selection of products included in this promotion, Partners can watch their sales efforts grow into their own sweet rewards!
  - **LAST CHANCE:** Backup Exec product promotions now through **February 29, 2012**
  - Security product promotions now through **April 2, 2012**

- **Education Training Credits:** 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.
  - The Education incentive has been extended **through April 2, 2012**

*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

EXTENDED: Partner-to-Partner Collaboration Promotion
Now through March 30, 2012

Now extended, 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 in the product(s) a customer requires, collaborates with another Symantec Partner who is authorized to service the technology. By creating synergy among Partners with diverse skill-sets, the promotion will help ensure that customer's critical business requirements are met when they use Symantec solutions that require specialized expertise.

Visit PartnerNet for additional details.

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