

The Symantec ExSP licensing program enables partners to buy Symantec software on a monthly subscription-based model. This means that Service Providers can now provide Symantec protection as part of their “pay-as-you-go” managed services designed to help customers get the most out of their IT budgets without sacrificing quality or features, and to respond quickly to their business demands.

Symantec ExSP Benefits

FOR SERVICE PROVIDERS

- Support monthly services with market-leading Symantec security and backup solutions
- Provide a more flexible and competitive offering for your customers
- Generate regular and predictable revenue streams
- Eliminate the need to buy future licenses in advance
- Simple management and billing that match the Service Provider business model
- No investment required to join the program – and payments for licenses used are made in arrears
- Symantec offerings available for hosting or on premise install rental

FOR END-USER CUSTOMERS

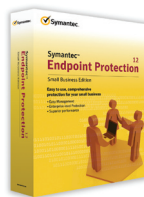
- Customers pay only for what they need, enabling business growth and predictable infrastructure investment
- No need for unnecessary upfront capital expenditure
- Access to market-leading security and backup solutions from Symantec
- All Symantec ExSP licenses include maintenance upgrade, so customers are guaranteed the most up to date product versions
- Suitable for businesses of all sizes

A range of leading Symantec products now available on a monthly subscription basis



Symantec™ Backup Exec™ 2010

Reduce your customers' storage and backup costs while providing them with the leading backup and recovery product with pay-as-you-go licenses for Backup Exec 2010



Symantec™ Endpoint Protection Small Business Edition

Give your customers the confidence that their data and systems are continuously protected from today's complex threats with Symantec Endpoint Protection Small Business Edition



Symantec™ Endpoint Protection Enterprise Edition

Symantec Endpoint Protection Enterprise Edition closely monitors threats and protects endpoints without the administrative burden of other vendor's solutions



Symantec™ System Recovery 2011

Enhance protection for virtual and physical Windows and Linux systems with Symantec System Recovery 2011



Symantec™ Protection Suite Small Business Edition

Symantec Protection Suite Small Business Edition delivers comprehensive security and business continuity, perfect for small to medium sized organisations

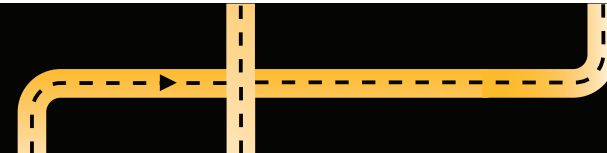


Symantec™ Protection Suite Enterprise Edition

Symantec Protection Suite Enterprise Edition creates a protected endpoint, messaging, and Web environment that is secure against today's complex malware, data loss and spam threats

For more detail on each product download the product cheat sheets at www.emea.symantec.com/exsp

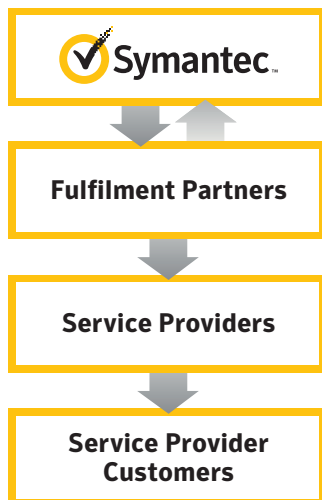
To become a Symantec ExSP Service Provider or for full information and sales and marketing support tools visit the Symantec ExSP website www.emea.symantec.com/exsp



Service Provider sign up

- 1) Partner enrolls as a Symantec Partner on PartnerNet
- 2) Symantec Partner receives an email to confirm registration
- 3) Symantec Partner downloads the ExSP enrolment form
- 4) Symantec Partner completes the PDF agreement document – and nominates their preferred Fulfilment Partner
- 5) Agreement is sent to Fulfilment Partner and Symantec at contractadmin@emea.symantec.com.
- 6) Symantec processes document and allocates a Symantec ExSP SAN Number for the Service Provider
- 7) Partner is now able to order media from Fulfilment Partner and commence reporting and billing

The Symantec ExSP Channel



Are you eligible to be a Service Provider?

Symantec ExSP is available to all Service Providers who are registered Symantec Partners, so if you deliver integrated services to your own customers, you can start making the most of this new Symantec subscription licensing program today.

The ordering process

- 1) The Service Provider uses the price list provided by the Fulfilment Partner to select the appropriate fulfilment SKUs (product codes)
- 2) The Service Provider must include their SAN on all orders placed with the Fulfilment Partner
- 3) The Service Provider submits an order to the Fulfilment Partner for all Symantec media requirements

Payment & reporting process

- 1) At the end of every calendar quarter the Service Provider selects the appropriate invoice only SKUs (product codes) from the price list provided to them by their Fulfilment Partner
- 2) Service Provider then submits a usage report and invoice only purchase order to their approved Fulfilment Partner
- 3) Every participating ExSP Partner must provide a quarterly report and PO to their selected Fulfilment Partner, so they can bill the Service Provider based on this

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