



## **Symantec Launches New Managed Security Services Specialization**

**Chandler, Ariz. – Symantec Partner Engage 2011 – October 13, 2011** – Symantec Corp. (Nasdaq: SYMC) today announced the new Managed Security Service (MSS) Specialization, which provides Symantec partners who have demonstrated expertise in Symantec Managed Security Services with exclusive benefits to increase their competitive advantage, improve recognition by customers and drive more revenue. Partners achieve the MSS Specialization by demonstrating expertise in Symantec Managed Security Services and Symantec DeepSight Early Warning Services, providing customers with real-time threat monitoring and analysis to reduce their overall security risk.

Specializations are the cornerstone of the Symantec Partner Program and provide increased opportunities for predictable, profitable growth to partners who display knowledge and experience in a solution area or market. This latest Symantec Specialization supports the company's focus on rewarding partner investments with increased engagement and a closer relationship with Symantec.

The MSS Specialization provides qualified partners with greater access to Symantec sales and technical resources to help them accelerate the sales cycle, as well as incentives, tailored promotions, tools and access to the Symantec Opportunity Registration Program, designed to help partners accelerate profitability. Partners who achieve the Specialization will also be able to differentiate themselves with an MSS Specialization member certificate and logo.

### **MSS Specialization Partner Requirements**

Eligible partners must be enrolled in the Symantec Partner Program as a Corporate Platinum, Platinum, Gold, Silver or Registered level channel partner or Global Strategic Partner. They must also meet defined profile requirements for participation and complete Symantec training and accreditation requirements for MSS solutions. MSS specialists are required to provide rolling business plans and a commitment to joint account planning and opportunity reviews each quarter, to evaluate progress.

### **MSS Specialization Availability**

The MSS Specialization is available to all eligible partners in North America as of October 13, 2011

## Quotes

“Symantec is committed to helping our partners capitalize on delivering services and over the past two years, we have evolved our Managed Security Services model to be more partner-led. The MSS Specialization was designed to help these partners drive more revenue and increase the value they provide to our joint customers.”

--Randy Cochran, vice president, Americas Channel Sales, Symantec Corp.

“Delivering Symantec Managed Security Services has definitely helped us grow our business over the past year. We’ve been able to differentiate ourselves by providing our customers with managed security services offerings that complement the Symantec solutions we offer.”

--Steve Barone, CEO and president, Creative Breakthroughs, Inc.

“Our partnership with Symantec in Threat Management and Response, specifically Managed Security Services, increases En Pointe Technologies’ ability to secure our customer’s infrastructure. Our dedicated Symantec consulting practice has been able to leverage our complimentary service and assessment offerings to increase our revenue while reducing our customers overall risk.”

--Michael Rapp, executive vice president, En Pointe Technologies

## Differentiating with Symantec Specializations

Symantec Specializations, which recognize partners with proven expertise in a particular area of business or market segment, provide partners with the skills and experience required to deliver differentiated service to their customers. Symantec partners achieve Specialization by meeting certain requirements that deepen their knowledge and proficiency in a solution family and receive unique benefits as a result of their investment. Globally, Symantec offers 11 Specializations in key solution areas and market segments. Symantec also offers a Master Specialization to partners with deep expertise in delivering advanced consulting services in related solution Specialization areas.

Specializations vary by region. Full details of current Specializations with regional requirements and benefits are available at [www.symantec.com/partners/programs/specializations/index.jsp](http://www.symantec.com/partners/programs/specializations/index.jsp)

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## **About Symantec Partner Engage**

Partner Engage 2011 is being held at the Sheraton Wild Horse Pass Resort in Chandler, Ariz. from October 12-13, 2011. Symantec's annual partner conference engages partners through various keynotes and breakout sessions on relevant topics including data protection, storage management and high availability, endpoint management and security, the Symantec partner program and sales and partnering strategies.

## **About Symantec**

Symantec is a global leader in providing security, storage and systems management solutions to help consumers and organizations secure and manage their information-driven world. Our software and services protect against more risks at more points, more completely and efficiently, enabling confidence wherever information is used or stored. More information is available at [www.symantec.com](http://www.symantec.com).

**Note to Editors:** *If you would like additional information on Symantec Corporation and its products, please visit the Symantec News Room at <http://www.symantec.com/news>. All prices noted are in U.S. dollars and are valid only in the United States.*

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**TECHNORATI TAGS:** Channel, Specializations, Partners, VARs, Service Providers

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