

# Authorized Reseller Program

## Build Your Business With Symantec.cloud

Software-as-a-Service (SaaS) is rapidly transforming how your customers choose to address their Security, IT and information management challenges. This shift creates new opportunities for you to expand your service portfolio and generate recurring revenue streams.

The Symantec.cloud Authorized Reseller Program enables you to provide your regional and national resellers to easily provide their customers with industry leading cloud services for securing and managing information stored on endpoints and delivered via email, Web, and Instant Messaging. As an Authorized Reseller you benefit from competitive margins and comprehensive marketing and training programs designed to help you minimize costs and maximize opportunities.

	Program Overview
<b>Entry Requirements</b>	<ul style="list-style-type: none"> <li>• Signed Authorized Reseller Program Contract</li> <li>• Minimum Customer Threshold (5 Customers)</li> <li>• One (1) Telephone Sales Representative</li> <li>• One (1) Sales and One (1) Sales Engineer Accreditation</li> </ul>
<b>Benefits</b>	<ul style="list-style-type: none"> <li>• Competitive margin on new contracts, upgrades and renewals</li> <li>• Sales and marketing support</li> <li>• Competitive and renewal programs</li> <li>• Incentive Programs</li> <li>• Trials</li> <li>• On-demand and instructor led training</li> <li>• Online Knowledgebase</li> <li>• Internal Use Discount</li> <li>• Partner Portal</li> <li>• Sales tools and industry information including newsletters, intelligence reports and partner virus alerts</li> <li>• Partner Enablement Toolkit</li> </ul>

### About Our Services

Give your clients the confidence of dealing with the world's leading provider of cloud-based services. Our services are delivered by a globally distributed infrastructure and supported 24/7/365 by security experts and backed by the most comprehensive service level agreements (SLAs) in the industry. This provides a convenient and cost-effective solution for managing and reducing risk, and provides your customers with certainty in the exchange of business information.

Our extensive range of services can be tailored to your customers' needs and include:

- Email Security.cloud
- Web Security.cloud
- Instant Messaging Security.cloud
- Endpoint Protection.cloud
- Email Encryption.cloud
- Email Continuity.cloud
- Email Archiving.cloud

Symantec.cloud services allow organizations to lower costs and simplify IT administration by using applications that run on shared multi-tenant infrastructure in the cloud. The need to manage hardware and software on site is virtually eliminated and services can be deployed rapidly, and replace capital investments with predictable pay-as-you-go subscriptions that maximize flexibility.

### Why Become a Symantec.cloud Authorised Reseller?

- Competitive recurring margin on new contracts, upgrades and renewals
- Easy entry into the expanding SaaS market with minimum customer and accreditation requirements
- Dedicated account management, sales and marketing support designed to maximise opportunities
- Customizable demand generation marketing campaigns
- Sales and technical training
- Exclusive incentives
- Regular communications and partner portal access
- Industry leading hosted messaging security service offerings and SLAs
- High customer satisfaction and retention rates
- Partners own the sale and client relationships including billing and we handle the technical support.

### How Does The Relationship Work?

Authorized Reseller's own the sale and client relationships including billing and we handle the technical support and provide access to sales and marketing tools. Symantec.cloud will help you reach the threshold with a complete range of selling tools, customizable collateral, online and instructor led training and regular communications including newsletters.

#### Take the Next Steps

Learn more about becoming a Symantec.cloud  
Authorized Reseller at  
[www.message-labs.com/partners](http://www.message-labs.com/partners)

Or email [partners@message-labs.com](mailto:partners@message-labs.com)

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