

Service Provider Partner Program

Build Your Business With Symantec.cloud

The Symantec.cloud Service Provider Program allows you to incorporate our award winning cloud security services into your core service capabilities. As a Symantec.cloud Service Provider Partner, you can add best-of-breed cloud security protection, with market leading performance, for an affordable and fixed cost

The Service Provider Partner Program is suitable for the following partner types:

Hosted Application Providers are partners that provide a cloud application service, such as Microsoft Exchange or other email services. and will bundle Symantec.cloud Services with their service offering.

Managed Service Providers (MSPs) are partners that provide Managed Support Services and will incorporate Symantec.cloud within their Support service capabilities.

Internet Service Providers (ISPs) and Telecommunication Providers are partners that provide Internet Connectivity services and can integrate Symantec.cloud with their core Internet access offering to provide a “Clean Pipe” option for their end customers.

	Program Overview
Entry Requirements	<ul style="list-style-type: none"> • Minimum entry requirements apply • Commitment to bundle services into your core service offerings
Benefits	<ul style="list-style-type: none"> • Add high-margin, recurring revenues with a predictable cost model • Usage based on per user per month charge so you only pay for what you use • Differentiate your offering with added security to attract new customers and retain existing ones • Address a key customer need – peace of mind through improved security • Symantec.cloud account management and sales support • Access to comprehensive online training and marketing materials • Regular communications including regular newsletters
Technology Benefits	<ul style="list-style-type: none"> • Symantec.cloud requires no capital expenditure, less IT support and has complete scalability • You have access to a comprehensive set of integration options to provide a good customer experience • By blocking email and web based threats before they reach your network, we can reduce your processing storage and bandwidth costs • Our cloud services don't require any rack space in your data center • Rapid ordering and provisioning means that you can get customers up and running cost effectively and quickly • A customizable client portal lets users check for quarantined spam, get detailed reports and access Symantec.clouds' global 24/7/365 support
Customer Benefits	<ul style="list-style-type: none"> • The reassurance of market-leading messaging security services and solutions • A full range of services with industry-leading SLAs • Customers only have to deal with a single provides for their network connection and security services • Administration and end user portals provide detailed information and control

About Our Services

Our services help you deliver a 'clean Internet' solution to your customers by delivering virus and spam-free email and safe web browsing. It is ideal for small and medium sized customers who want high levels of security but who do not have the IT resources to set it up for themselves.

Symantec.cloud Service Provider Partners typically leverage our core services which include:

- Email Security: Antivirus; Antispam; Image Control and Content Control
- Web Security: Antivirus, Anti-Spyware and URL filtering

Symantec.clouds' additional range of services can be tailored to your customers' needs and include:

- Email Archiving
- Endpoint Protection

From a business perspective, we offer industry-leading SLAs and predictable, per-user, per-month costs paid on a usage model. As we provide cloud security services from the Internet level, there is none of the upfront investment required to set up in-house security hardware or software.

We will also support you with extensive Partner Enablement training along with sales and marketing resources to help increase revenues and secure new business opportunities. Our Service Provider Partners can leverage over a decade of experience working with service providers and a program that is specifically designed to provide innovative, hosted security service bundles particularly for the SMB market.

Why Become A Symantec.cloud Service Provider Partner

- High recurring profit margin with a predictable cost and a monthly bill for what services you have used
- Comprehensive set of automation and integration options provides cost effective ordering and provisioning and a good customer experience
- Recognition through sales and support certification
- Increase customer acquisition and reduce the threat of churn by bundling true value added services with your own core services
- Protect your brand with partnering with a global leader with industry leading SLAs

How The Partnership Works

Our services are available at a per user, per month price so you only pay for what you use. We provide customized sales, marketing and technical support, including our training and certification program to help you make the most of our services. Rapid ordering, provisioning and configuration options means that your customers, resellers and sales people aren't kept waiting.

You can offer Symantec.cloud services under our name or as your own product. We can tailor customer-facing control panels to fit your corporate identity. You can also choose which services to offer and how to bundle them with your products, with the option of additional services offered as an à la carte menu of add-ons.

How Do I Sign Up?

To sign up, just complete the online form at:
www.message-labs.com/partners/apply.

Questions? Please contact us at **866 460 0000**
or email us at partners@message-labs.com

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