



The Symantec Value Program

The fastest, easiest way to license Symantec software.

Designed for organizations with minimal software license requirements, the Value Program makes it easy for companies of any size to enjoy a streamlined pricing structure for their Symantec software purchases. In one convenient transaction, you can purchase a full range of Symantec enterprise security software solutions, upgrade protection combined with technical support, and also benefit from volume discounts for combined product purchases.

> Benefits begin with a low cost of entry.

The Value Program gives organizations a smart alternative to purchasing multiple products for their software requirements. As a certificate-based program, it allows companies to conveniently license Symantec software for use with an easy process that requires nothing more than a purchase order. You simply purchase a software media pack and the number of licenses required from your reseller, and then receive a certificate from Symantec that explains all the license terms and conditions. And because the program offers incentives for orders of as few as one server or 10 desktop licenses, it's very easy and cost-effective to participate.

> Combined purchases add up to greater discounts.

The Value Program gives organizations the opportunity to leverage a single volume purchase in order to receive better pricing on a per-product basis. The program provides attractive volume discounts with a low initial purchase requirement. And, it rewards the purchase of multiple product and license types within a product family by allowing you to combine those purchases to achieve an even higher discount level.

> Multiple purchases within product families offer higher discounts.

VALUE PROGRAM PRODUCT FAMILIES/ELIGIBLE PRODUCTS*

Mix-and-Match Product Groups**		
Antivirus	WinFax™ PRO	Symantec Intruder Alert™ and Symantec NetProwler™
Antivirus web servers	Symantec™ Enterprise Firewall	Symantec NetRecon™
Symantec Ghost™	Desktop Firewall	Symantec I-Gear™
Symantec pcAnywhere™	Symantec™ Web Security	Symantec Mail Gear™
Norton Utilities™	Symantec CarrierScan™	
ProComm Plus™	Symantec Enterprise Security Manager™ (ESM)	

* Product offerings are subject to change without notice, April 2002. See your reseller for a complete product list.

** Customers can combine the following types of licenses to meet the Value Programs entry level or to achieve a higher discount band: New Full Licenses, Upgrades, Crossgrades, Competitive Upgrades, Maintenance and Maintenance Renewals

KEY POINTS

- > Delivers substantial benefits in a simple, single-transaction purchasing plan
- > Offers multiple discount levels starting with purchases of as few as one server or 10 desktop licenses
- > Enables greater discounts through mix-and-match purchasing within product families
- > Accommodates licensing requirements up to 2,000 seats and higher
- > Provides Gold Maintenance, including Upgrade Insurance and Technical Support, for many antivirus and content filtering products
- > Supports academic institutions with special pricing
- > Requires no commitment beyond a one-time purchase



> **Multiple discount levels starting with as few as one server license.**

Through its tiered incentive structure, the Value Program provides ample opportunity to achieve increasingly attractive discounts.

> **Gold Maintenance offers upgrade protection and Gold technical support.**

When you make a Value Program purchase, you also have the opportunity to purchase Gold Maintenance, a new comprehensive offering that provides Upgrade Insurance, Gold Technical Support, and security content updates (where applicable). Gold Maintenance enhances the effectiveness of Symantec enterprise security solutions by providing the technical support your organization requires and automatically delivering the latest, full-featured software whenever new versions are released.

- Gold Maintenance is available for most products purchased through the Value Program
- Bundled with most antivirus and content filtering product licenses
- Includes Upgrade Insurance, which authorizes the use of new software versions and upgrades as they become available
- Includes comprehensive Gold Technical Support
- Offered in one- and two-year increments, with easy renewal options

Bands	Americas
S	1 - 9
A	10 - 24
B	25 - 99
C	100 - 249
D	250 - 499
E	500 - 1999
F	2000 +

> **The ideal solution for small to mid-sized companies.**

With the Value Program, any company can now take advantage of consistent licensing, discounts, and support, in just one easy transaction. With a simple ordering process and low entry requirements, it's an ideal licensing solution for small to mid-size companies looking to extend the value of their Symantec software products.

For more information visit: <http://enterprisesecurity.symantec.com>

WORLD HEADQUARTERS

20330 Stevens Creek Blvd.
Cupertino, CA 95014 U.S.A.
1.408.253.9600
1.800.441.7234

www.symantec.com

For Product Information
In the U.S., call toll-free
800.745.6054.

Symantec has worldwide
operations in 38 countries.
For specific country
offices and contact numbers
please visit our Web site.