



The Symantec Value Program and the Symantec Elite Program

The flexible, easy way to purchase Symantec Enterprise Security software

The Symantec Security License Program makes it easy to purchase Symantec enterprise security software solutions. Through the program's flexible and cost-effective plans, companies of any size can benefit from a streamlined pricing structure for their Symantec software purchases.

> Two Volume License Options

Symantec Security License Program offers two volume license options:

- 1) The Value Program is a simple transactional plan that provides incentives for orders as few as one server or 10 desktop licenses, and rewards the purchase of multiple product types within a product family. As a certificate-based program, the Value Program is ideal for small- to mid-sized companies. Customers simply purchase a media pack and the number of licenses required from their reseller, and then receive a license certificate directly from Symantec. Special pricing for academic and government institutions is also offered through the Value Program.
- 2) The Elite Program is a contractual plan that allows companies to leverage their purchasing power with a consistent price band over the term of the contract. Depending on their needs, customers can choose the Commit option to immediately maximize their two-year volume discounts via an up-front purchasing commitment. Or they can choose the Forecast two-year purchasing model to minimize initial outlays for their licensing requirements.

> Gold Maintenance

Gold Maintenance is available for the Value Program, offered in one- or two-year increments. Customers purchasing under the Elite Program are required to purchase Gold Maintenance for the full term of their contract. Gold Maintenance includes Upgrade Insurance, security content updates where applicable, and Gold technical support, and ensures that customers get maximum value and the technical support they require for their Symantec enterprise security software solutions.



> Symantec Security License Program

Two flexible purchasing plans for Symantec enterprise security software solutions

	VALUE PROGRAM	ELITE PROGRAM
Overview	Certificate-based program. Customer submits a Purchase Order and receives a License Certificate containing the customers license terms.	Two-year contractual agreement based on either an up-front <i>Commit</i> purchase or a two-year <i>Forecast</i> . All offices and subsidiaries can leverage the contract for purchasing discounts.
Purchasing Method	One-time transaction, single purchase. Mix-and-match purchases within product families to receive volume discounts.	Two Options: <i>Commit</i> : Two-year, up-front purchase commitment plus transactional re-orders. <i>Forecast</i> : An initial 25% purchase of a two-year MSRP forecast, plus transactional re-orders.
Company Size	Recommended for small- to medium-sized companies within a single country.	For medium-to-large enterprises and global organizations.
Purchase Quantity Requirements	10-unit minimum for desktops, 1-unit minimum for selected server-based products.	<i>Commit</i> : Initial up-front MSRP Purchase Order. <i>Forecast</i> : 25% MSRP initial Purchase Order.
Contracts	License certificate contains terms and conditions.	Yes, Master and Subsidiary agreement, Commit or Forecast Addendum.
Forecast Option	No	Yes
License Term	Perpetual	Perpetual
Agreement Term	No term. Transaction pricing only.	Two years
Subsidiary Coverage	No	Yes, subsidiaries may purchase under the parent company's agreement.
Maintenance	One year Gold Maintenance is bundled with many products and is available as an optional purchase. Gold Maintenance includes Upgrade Insurance, Security Updates (where applicable) and Gold Technical Support. One-year and two-year renewal options.	The purchase of at least Gold Maintenance is mandatory on all products, for the term of the contract.
License Deliverables	Value License certificate.	Signed agreement and Elite License certificates.
Software Deliverables	Media available from resellers.	Media available from resellers.
Pricing	Based on volume of purchases per product family.	Three MSRP-based price bands. Up-front Commit or Forecast agreement sets price bands. Annual review and pricing adjustments where applicable.
Availability	From any Symantec reseller or authorized distributor.	From authorized Symantec Elite resellers.

WORLD HEADQUARTERS

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Symantec has worldwide
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For specific country
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