



The Symantec Elite Program

A flexible purchasing plan that provides consistent pricing and license deliverables worldwide

Designed for organizations with substantial license requirements, the Elite Program gives mid-size to large companies the flexibility to manage and control the software purchase cycle in order to maximize the long-term value of their investments. Through the program’s choice of options, you can leverage your organization’s purchasing power to benefit from consistent licensing and pricing, as well as upgrade protection and support for an entire range of Symantec enterprise security software solutions.

> The flexibility companies need in today’s business environment

The Elite Program offers two easy-to-manage contractual plans that provide consistent terms and conditions over the term of the contract. Both Elite Program options offer incentives for purchasing a combination of Symantec products and both reward volume purchases with increasingly large discounts.

> Two purchasing options available

Depending on your specific requirements and the way your company prefers to do business, you can choose from two purchasing options:

- 1) The Commit option allows organizations to immediately maximize their volume discounts based on their total up-front purchase. The established price band is good for the 2-year term of the contract.
- 2) The Forecast option lets companies minimize their up-front cash outlays by only requiring an initial purchase equaling 25% of their two-year forecast.

> Three-tiered discount levels

To participate in the Elite Program under the Commit option, companies make a minimum up-front purchase equivalent to at least Band A in the chart below. Under the Forecast option, companies forecast their purchases at a minimum Band A level and then make an initial purchase equaling 25% of that forecast. Actual purchases under the Forecast option are compared with forecasts and reviewed on an annual basis and, if purchases don’t exceed 60% of the forecast, adjustments to tiered pricing arrangements are made at that time.

Currency	Min. Band A	Min. Band B	Min. Band C
US\$	75,000	125,000	175,000

KEY POINTS

- > Offers 2-year contracts with streamlined legal review for organizations with license purchasing requirements starting at \$USD 75,000 MSRP
- > Allows organizations to leverage their purchasing power on a domestic or international basis with the addition of a Global Territory Extension
- > Offers the flexibility to accommodate different business models via Commit and Forecast options
- > Provides attractive volume incentives through three discount pricing tiers
- > Delivers consistent terms and conditions worldwide
- > Provides upgrade protection and technical support via the Gold Maintenance offering
- > Available only from authorized Symantec Elite Program resellers



> Support for subsidiaries and decentralized purchasing

With the addition of a Global Extension to either Elite Program option, companies can purchase centrally for an entire enterprise or on a decentralized basis at the subsidiary level, and still receive the same pricing and comparable support benefits worldwide, regardless of the purchasing location. The program allows subsidiaries to select local sales and support channels and receive their own confirmation and documentation of license purchases if they choose.

> Gold Maintenance delivers convenience, upgrade protection, and world-class support

When you make an Elite Program purchase, your company is also required to purchase Gold Maintenance for the contract term. Gold Maintenance is a convenient 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. Upgrades to higher levels of support are also available.

- Available for products purchased under the Elite Program
- Bundled with antivirus and content filtering product licenses
- Includes Upgrade Insurance that authorizes the use of new software versions and upgrades as they become available
- Provides LiveUpdate™ security updates for applicable products
- Includes comprehensive Gold Technical Support

The ideal solution for larger companies

- > With the Elite Program, companies can control the software purchase cycle in order to achieve maximum leverage from their volume purchasing power. Via two contractual purchasing arrangements designed with flexibility in mind, organizations have powerful options for gaining greater value from their software license purchases.

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

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