

PATH TO PROFITABILITY FOR SYMANTEC™ SMB PARTNERS

#1 START: JOIN THE SYMANTEC PARTNER PROGRAM

Symantec Partner Program Specialization Accreditations

Registration in the Symantec Partner Program is a simple process. Just complete the online application at <https://partnernet.symantec.com> and create a partner login. Once membership is approved by Symantec you may use PartnerNet to explore Specializations, partner levels, and benefits that match your business goals. **Get access to:**

- Software Benefit Programs which include internal software licenses
 - Incident-Based Partner Technical Support
 - Symantec Sales Expert (SSE) and Symantec Technical Specialist (STS) Accreditations help you validate your knowledge as a Symantec product expert
 - The Symantec Enablement Toolkit
 - Symantec Quote Generator
 - Included in Symantec Partner Locator
 - Ongoing communications about Symantec news, solutions and promotions
- Plus much more!**



#2 PROGRESS: GET SMB SPECIALIZED

Symantec SMB Specialization Accreditations

The SMB Specialization provides partners two tracks to pursue: **SMB Security and SMB Backup**. Partners may choose to complete requirements for one or both tracks. Members are required to employ at least one (1) individual who has successfully achieved both a Symantec Sales Expert (SSE) and a Symantec Sales Expert Plus (SSE+). For partners achieving two tracks, accreditations for the individual tracks may be held by two different people. **Benefits Include:**

- SMB Specialization membership certificate
- SMB Symantec Specialization Accreditation logo for use in marketing materials
- Dedicated 24-hour technical support team at 888-827-7962
- Priority access to the Symantec licensing desk (888) 780-7962 Option 1 (Mon - Fri 6:00 AM - 4:00 PM PST)
- Free internal site licenses
- Ability to participate in Margin Builder Program – Earn up to 15% additional margin
- To become Symantec SMB Specialized go to: https://partnernet.symantec.com/Partnercontent/Login.jsp?_requestid=11690



Specialist Partner
Small and Medium Business



#3 EARN: UP TO 15% ADDITIONAL MARGIN!

Symantec Margin Builder Program

Symantec's Margin Builder program is available to SMB Specialized partners. When you participate in the program you can **get up to 15% additional margin** on qualifying SMB opportunities! **It's Easy:**

- Enter your order on www.marginbuilder.com and in two minutes you'll receive your screen approval
- Once approved a unique MBID is established, Margin Builder sku's are sent to you and your distributor
- For question contact Margin Builder Help desk at NAMHelpdesk@marginbuilder.com or call 1-855-755-7627.
- To learn more about Margin Builder: www.marginbuilder.com



Specialist Partner
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