



Two minutes to **10% MORE** margin Fast. Targeted. Profitable.

The Symantec Margin Builder Program rewards eligible resellers who actively identify, develop and close incremental small and medium business sales opportunities for eligible products.

Open to members in the Symantec Partner Program; registered opportunities that meet the criteria are approved online within two minutes and resellers then receive a **10% discount**.



Click here to Start registering your opportunities and start earning extreme profits today.



Margin Builder at a Glance

Eligible Products:

- Symantec Backup Exec family of products (includes Backup Exec 3600 Appliance)
- Symantec Endpoint Protection family of products
- Symantec System Recovery
- Symantec Protection Suites

Eligible Buying Programs:

- Express
- Academic
- Government
- Deals must be new license, version upgrades, competitive upgrades and cross grade licenses to qualify. See the FAQ's for exclusions.

Customer Profile:

5-250 employees as indicated by Dun and Bradstreet

Terms and Conditions:

- Opportunities must close within 60 days of registration in order to be eligible for compensation.
- Opportunities for which Symantec has already provided special pricing cannot qualify for the Margin Builder additional front-end discount
- Open to all members of the Symantec Partner Program in the Pacific Region

For the full T&Cs visit: partnernet.symantec.com

Frequently Asked Questions:

Q: How do I become eligible?

A: You must be enrolled in the Symantec Partner Program to be eligible for the 10% discount.

Q: Are there time limitations involved with registering opportunities?

A: Yes. The deal must close within 60 days of being registered to qualify.

Q: What happens if at the end of sixty days, my customer is still not ready to make a purchase? May I extend the expiration date of my registration?

A: No. Registrations are valid for 60 days from the date of approval and are granted only to the Eligible Reseller who first registers the opportunity. If the transaction has not closed within this time period, the Margin Builder registration automatically expires. Requests for extensions beyond the 60 day timeframe will not be granted.

Following the expiration of a Margin Builder registration, the registration process begins again. The original Eligible Reseller or any other Eligible Reseller may then register the transaction for the same end user customer. The first Eligible Reseller to register the opportunity will receive a new approval confirmation and be solely eligible for the benefits of this Program for the new registration.

Q: Is there a cap or limit on how much discount I can receive on a single opportunity?

A: Yes. All registered deals must be between 5 and 250 for desktop-based between 1 and 20 for server-based licenses or subscriptions per line and between 1 and 5 for appliances at the time the order is placed to qualify for the front-end discount.

Q: What products qualify under the program?

A: The opportunity you are registering must be composed of eligible products. A list of eligible products is available for download from PartnerNet at: <https://partnernet.symantec.com>. All purchases must be made through an authorized Symantec Distributor to qualify. A reseller's direct purchases are not eligible.

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Frequently Asked Questions Continued:

Q: What types of opportunities do not qualify?

- A: Renewals of licenses and maintenance stand-alone do not qualify for this program
- Business Critical Support, and Managed Services (MSS) do not qualify for this program
 - Incremental discount does not apply to opportunities for which Symantec has already provided special pricing and/or discounts
 - Technical support does not qualify for this program
 - Resellers are not allowed to use Margin Builder on transactions for their own internal use or to resell to other Symantec partners or resellers
 - Resellers may not register opportunities on behalf of other Resellers or Partners

Q: How do i register an opportunity?

- A: Eligible resellers with qualifying opportunities can log in to Margin Builder: <https://marginbuilder.partnermarketing.com/easyaccess> to register for the margin.

Q: How do i gain access to the system to register opportunities in margin builder?

- A: By having access to PartnerNet, you should automatically have access to register opportunities in the Margin Builder Program. If you need assistance with your PartnerNet login, please contact Symantec's Partner Program team at: apjhelpdesk@marginbuilder.com or call +61 (02) 8705 5456

Q: What is the turnaround time on validating my registration?

- A: One of the great benefits of the Margin Builder Program is a near instant on-screen response when you register your opportunity; within moments you should know if your registration is approved or denied. You will also receive an email confirmation of your approval or denial. Incomplete registrations will not be considered so please make sure to fill in your registration form completely. If you need assistance with registering an opportunity, please contact: apjhelpdesk@marginbuilder.com or call +61 (02) 8705 5456

Q: What happens if more than one partner tries to register the same opportunity?

- A: All opportunities are investigated, validated, and approved on a first-in, first-out basis. Symantec encourages you to register your opportunities as soon as possible.

Q: What if the products, quantities, or value of my opportunity change as i work with my client?

- A: You must update your sales opportunity information if there are changes to the sales opportunity. Please contact: apjhelpdesk@marginbuilder.com or call +61 (02) 8705 5456 for assistance with updating your opportunity.

Q: What do i do when the opportunity closes?

- A: To obtain Margin Builder pricing, you must give the participating authorised Symantec distributor your approved Margin Builder Deal ID. Once the order has been placed, no further action is required by you.

Q: What happens if i register and develop an opportunity, but another partner or symantec closes the deal?

- A: If a deal is registered by and approved for an Eligible Reseller, but closed by another Symantec Reseller or by Symantec directly, the Eligible Reseller who initially registered and obtained approval for the deal does not qualify for compensation via Symantec's Margin Builder Program.

Q: Do i have to buy product through my distributor?

- A: Yes. To receive the front-end discount, your transaction must be performed through your preferred authorised Symantec distributor.

Q: How is the margin builder compensation calculated?

- A: Front-end discounts are based on the standard channel buy price and taken when your purchase order is placed with your preferred Symantec distributor. Any actual pricing will be as agreed between the distributor and the reseller.

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