Get ahead of the race with Symantec

How Symantec's Security Platform can accelerate your business

Symantec™

Westcon

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Are you fed up with the number of security vendors on the market?

Are your clients' networks too complex to protect?

Are you having trouble protecting your clients' activities in the cloud?

Are you missing out on business opportunities?

Then it's time to choose a new security partner built for your success

Symantec™

What's in it for you?

Symantec is the only vendor to provide class-leading protection across the network:

1 Protect data: DLP, authentication, PKI, encrypted traffic management

2 Protect any device, anywhere: endpoint, data centre, control compliance

3 Protect web: cloud, content analysis, security analytics

4 Protect messaging: email, anti-phishing, messaging, encryption

If you offer these technologies, discover how Symantec can build a more profitable security business today.

TAKE THE LEAD WITH SYMANTEC: A NEW ERA IN SECURITY

Internet Security is now critical issue for all businesses and organisations.

Destructive ransomware, zero day exploits, IoT botnets, data breaches and mobile malware. The security landscape is changing and attacks are getting increasingly sophisticated.

To meet the threat, there are more and more vendors producing too many solutions that are expensive, difficult to deploy, don't operate together and leave gaps to exploit.

Partners need a simplified, fully integrated, end-to-end solution that safeguards the user, information, cloud and the network to maintain margins and deliver a profitable business. That solution is Symantec – all-in-one security for today and tomorrow.

Why Westcon?

We work closely with vendor and customer partners to **deliver results** by combining **expert technical and market knowledge** with a **collaborative engagement model** and **industry-leading enablement programmes**.

We understand Symantec's business, processes, programmes, promotions, incentives and portfolio, making the delivery of their security solutions **simple and profitable**.

As technology business models evolve, our flexible Technical and Professional Services enable you to **continue to grow and thrive** in the rapidly changing digital world.

Our Global Deployment Solutions enable **successful multi-country implementations**, shipping to 180+ countries around the world.

Westcon is a strategic partner to us. Being a specialized IT security reseller we always look for high quality partners and we find that in Westcon in many ways including efficient management, solid financial support, helpful, committed and friendly team.

Zaid Rufaie, CTO, Fireware

"Westcon and TÜV Rheinland i-sec GmbH maintain a trusting partnership relationship in the handling of hardware / software / licence and maintenance business of various manufacturers and in particular with Symantec. On the basis of this great cooperation, the most diverse challenges in the supply and maintenance business can be solved smoothly together and within the shortest possible time."

TÜV Rheinland i-sec GmbH

"I've been working with Symantec and Westcon for a long time, since I believe that both partners are aligned to meet the needs of our customers. Westcon understands our needs and requirements and is there for us with a quick response and a proposal for a solution if needed. Westcon is my preferred supplier because of their flexibility and expertise, their services and their personal touch – which is highly appreciated."

Marinus den Hertog,
Manager Procurement & Logistics
QSight IT (March 2018)

FAST TRACK TO REVENUE

Agree joint commitment and goals - build a plan to execute

Westcon support partner with registration process

Step through Partner Programme, MDF, Deal Reg. Service Plans and Training

Work with Westcon and Symantec to achieve Symantec Sales Professional

Support with creating your inital designs and BOMs

Westcon-provided dedicated resource to help support you with new opportunities

Reseller support with demo stock, technical workshops, webinars, onsite

Get your pre sales teams certified with support from Westcon

Obtain marketing support from Symantec to promote to your clients

Aim for a higher certification to obtain better advantages.

Symantec.

Grow & Extend
new business opportunities
Reseller is succesfully integrated in Symantec processes

KEY:
- Westcon
- Symantec
- Reseller

Technical Services

SECURE ONE SERVICES

Westcon is a Secure One Services Partner. We can support your business with a range of value-added services including:
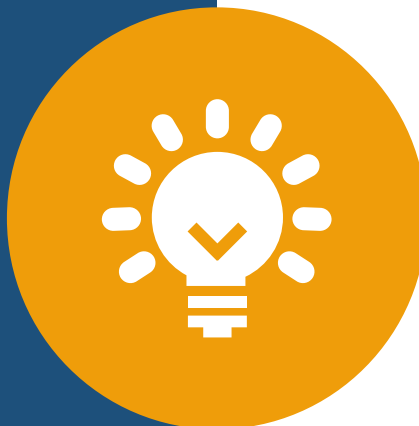
Support Services

Our multi-lingual Support Centres go beyond providing standard support: technical specialists are **available 24x7x365** to provide **expert advice** and remotely assist with specific Level 1 & Level 2 incident management. We save you the time and money in developing a support desk capability.

Education Services

As a Symantec Training Centre we offer a **comprehensive range of technical courses** designed to educate your staff and customers. **Individual training sessions** also ensure that you will always be able to exploit the **full potential** of Symantec solutions.

Professional Services

Our team of certified Symantec engineers can support you during any project phase. We help you **build and deploy the right solution** for your customers. Our installation services, whether on-site or remote, help you reduce both time and expense, as well as ensure the solution is deployed in line with Symantec best practices.

Westcon

Ready to accelerate your security business?

Contact the Westcon Team now and onboard with Symantec.

xxxxxxxxx
Title
email@westcon.com

About Westcon-Comstor

Westcon-Comstor is a value-added technology distributor of category-leading solutions in Security, Collaboration, Networking and Data Center. We are transforming the technology supply chain through our capabilities in Cloud, Services and Global Deployment.

Westcon-Comstor extends our partners' global reach while providing the local expertise needed to successfully navigate worldwide opportunities. We combine expert technical and market knowledge with industry leading partner enablement programs.