

Get ahead of the race with Symantec

How Symantec's Security Platform can accelerate your business



How Symantec's Security Platform can accelerate your business



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



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 Supply Chain Solutions enable **successful multi-country implementations**, shipping to 180+ countries around the world.

"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 always 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

"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 always 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

FAST TRACK TO REVENUE

KEY: ● Westcon
● Symantec
○ Reseller



Agree joint commitment and goals - build a plan to execute



Westcon support partner with registration process



Westcon support partner with registration process



Work with Westcon and Symantec to achieve Symantec Sales Professional



Support with creating your initial 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



Execute on post sales development to achieve Partnerworks status



Build Digital campaigns to help build your pipeline



Reseller becomes fully certified



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



Ready to accelerate your security business?

**Contact the Westcon Team
now and onboard with
Symantec.**

Your Symantec Team @ Westcon
Email: broadcom.au@westcon.com
Phone: 1800 616 112 Option 2

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.