

What is a New Opportunity?

To qualify for this Program, the deal must be new business to Symantec. New business is defined as: (i) a sales opportunity with a new end-user customer to Symantec; (ii) a sales opportunity in a new department within an existing Symantec customer; or (iii) a sales opportunity for new products, including upgrades, competitive upgrades or products not previously purchased by an existing Symantec customer.

Non-Qualifying Opportunities:

- Sales opportunities forecast by a Symantec Sales Representative as Symantec originated
- Opportunities given to Partners by Symantec
- Sales opportunities already registered by another Symantec Partner
- Public tenders
- Renewals
- All media packs
- All consumer products (including box business)
- All small business license packs
- License Swap
- Tiering Change
- Symantec Desktop Firewall solutions
- OEM, ESD, XSP business
- Global deals – where end user customer is located outside EMEA
- All Managed Security Services
- All appliances and appliance license components
- All products not mentioned on the list of eligible products
- Enterprise Flex Agreements
- Site Licenses