



# OEM SALES FAQ

How do I know if I have an OEM opportunity?

An OEM partnership is defined as:

When an original equipment manufacturer, independent software vendor or service provider licenses Symantec technology and integrates or bundles it with **their** hardware, software, services or cloud offering and resells that enabled solution to a partner, marketing transferee or end user.

Will I be paid on OEM business?

Yes, if you are actively involved in an OEM deal approved by the OEM VP John Pierce, you will be compensated and receive quota credit for OEM business. For specific details regarding “large deals” please see your compensation plan.

How do I make sure I get my OEM opportunity approved to receive credit?

- In SFDC the OEM box must be checked on the opportunity screen
- Present the business case to the VP of OEM Sales
- Receive approval from the VP of OEM Sales

What do I do if there is another Symantec Rep assigned to the account for which I have an OEM opportunity?

- Articulate your role in that opportunity
- Discuss the details with your manager and get approval from your management
- Ask the VP of OEM Sales for assistance if needed.

#### About Symantec

Symantec Corporation (NASDAQ: SYMC), the world's leading cyber security company, helps organizations, governments and people secure their most important data wherever it lives. Organizations across the world look to Symantec for strategic, integrated solutions to defend against sophisticated attacks across endpoints, cloud and infrastructure. Likewise, a global community of more than 50 million people and families rely on Symantec's Norton and LifeLock product suites to protect their digital lives at home and across their devices. Symantec operates one of the world's largest civilian cyber intelligence networks, allowing it to see and protect against the most advanced threats. For additional information, please visit [www.symantec.com](http://www.symantec.com) or connect with us on [Facebook](#), [Twitter](#), and [LinkedIn](#).



350 Ellis St., Mountain View, CA 94043 USA | +1 (650) 527 8000 | 1 (800) 721 3934