

## Channel FAQ

### 1. As your channel partner, what does this mean to me?

As a combined company, our partners will have access to a more comprehensive portfolio of solutions and massive global threat research capabilities to help meet the challenge of ever-increasing advanced cyber threats. With this expanded portfolio, you will have more solutions at your disposal to help solve your customers' biggest security problems, creating more opportunities to accelerate new growth in your security and cloud businesses with existing and new customers.

### 2. What happens to the Partner Programs?

Starting on Day 1, there will be no change to either the Symantec Secure One partner program or Blue Coat's Channel Advantage Program. Both programs will continue to run as separate programs, as we create a single unified program designed uniquely for the combined company encompassing the best of both programs. While the programs remain intact, please note that all Blue Coat partner contracts will be assigned to Symantec Corporation effective September 1, 2016 (Americas only); Assignment does not affect existing commercial terms and commitments.

Since our goal is to bring together the best of both programs into a single program to drive partner growth, we will take the time necessary to carefully review and develop a unified program. Part of that development is engaging with you to hear your feedback on what we should carry forward to the unified program. As we run the programs separately, we may make adjustments to either one to help you grow your business.

### 3. Operationally, what changes should I expect?

We will continue to run the Blue Coat and Symantec programs separately initially, with the intent to move toward an integrated program over a longer period. Now that the transaction has been approved and is formally closed, we are beginning the task of combining our operations into a single process. You may see some small changes as we put our single process into practice. We are committed to making the transition as smooth as possible and will communicate more details as they become available.

### 4. If I am a Symantec partner, how can I start selling Blue Coat products?

No changes in existing contracts will happen at this time. For now, partners can only sell the products that their contracts provide for. Going forward, until a unified program is created, it is possible for partners to apply and receive authorization to sell additional products under the appropriate channel partner programs.

**5. If I am a Blue Coat partner, how can I start selling Symantec products?**

No changes in existing contracts will happen at this time. For now, partners can only sell the products that their contracts provide for. Going forward, until a unified program is created, it is possible for partners to apply and receive authorization to sell additional products under the appropriate channel partner programs.

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