

Symantec Technology Integration Partner Program



High-value integrations. Best-in-class ecosystem.

Program Overview

TIPP is an open ecosystem for best-in-class technology companies to link into Symantec's Integrated Cyber Defense Platform (ICD). Our growing set of APIs enable partners to build compelling customer solutions that leverage the robust capabilities of Symantec's ICD Platform.

Together with more than 100 TIPP partners, we have developed hundreds of deployment-ready integrations to reduce costs and complexity, while improving security outcomes for customers. These integrations span nearly every component of a customer's security environment including endpoint, cloud, advanced threat, SIEM, data protection, network, messaging, and many others. TIPP offers an open integration platform and differentiated Go to Market models to drive joint customer adoption and monetization.

Technology Tracks

Symantec has one of the largest and most comprehensive security product portfolios in the world. To simplify our portfolio, we created domain-specific technology tracks. Partners can integrate into one or more of these 6 Technology Tracks:

- **Email Security**
- **Endpoint Security**
- **Information Protection**
- **Infrastructure & Platform Solutions**
- **Security Operations Center (SOC)**
- **Web Security**



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TIPP Partner Tiers

TIPP is focused on driving high-value integrations which translate into improved security postures for customers, and increased market adoption for Symantec and our partners. Program benefits include roadmap alignment, GTM programs, Symantec software licenses, installation and configuration support. Partner benefits and requirements scale with our 3 program tiers.

ACCESS PARTNER MEMBERSHIP

- Entry partnership tier
- Access to software licenses, support & marketing collateral
- High-value integration(s) with TIPP Technology Tracks

PREMIER PARTNER MEMBERSHIP

- Reserved for select partners
- Participation in select Symantec events
- Integrations with multiple TIPP Technology Tracks
- Visible joint customer value propositions

ELITE PARTNER MEMBERSHIP

- By invitation only
- Bespoke integrations with multiple TIPP Technology Tracks
- Product roadmap workshops with Symantec Product teams
- Access to GTM programs (e.g. TIPP Co-Sell, Resell, OEM and more)

Take The Next Step

Applicants that demonstrate technology leadership, an ability to work successfully with Symantec products, and a commitment to delivering high-value solutions are eligible to participate in the program.

If you meet these requirements and are interested in learning more, please visit our website at www.symantec.com/partners/programs/technology-integration-partners.