Veritas Technology Partner Program Guide

VERITAS

Overview

Technology partners are an integral part of the value proposition that Veritas brings to our customers. The Veritas Technology Partner Program (VTPP) provides technology partners with everything they need to develop innovative and differentiated product and service offerings that complement and extend Veritas' solution portfolio. Partners gain access to Veritas technology, tools and support resulting in integrated solutions that can be delivered to market faster and more efficiently – empowering our customers to deploy "right for me" solutions.

Membership Levels

Base Level – All VTPP partners begin engagement at the Base Level of membership in order to gain access to a set of fundamental program services, including Veritas software licenses, installation and configuration support, and use of the Veritas Technology Partner logo to promote the relationship. Base Level membership is a requirement for all subsequent program activities.

Technology Track Level – Technology Tracks augment Base Level benefits to provide a deeper level of engagement for VTPP partners in order to integrate their solutions with Veritas product offerings. Benefits at this level include access to software development kits (SDKs), test tools and engineering support. Upon product certification, the partner solution is added to the Veritas Compatibility List and partners are granted access to the Veritas Certified Technology or Veritas Compatible Technology logo, as applicable, in order to highlight the integrated solution. More information on currently available Technology Tracks can be found here.

Program Benefits

The following table summarizes the benefits currently available to VTPP partners:

VTPP PROGRAM BENEFITS[1]	MEMBERSHIP LEVEL	
	Base Level	Technology Track Level[2]
Software Licenses (5/yr)	✓	✓
Technical Support for Software Licenses (5 incidents/yr)	✓	✓
PartnerNet Access (partner portal)	✓	✓
Listing in Partner Locator Directory	✓	✓
Cooperative Customer Support	✓	✓
Special Pricing on Product Training	✓	✓
Access to VTPP Group Community on Symantec Connect	✓	✓
Access to Veritas Technology Partner Logo	✓	✓
Software Development Kits (SDKs)	–	✓
Testing Services & Support	–	✓[3]
Engineering Support & Training	–	✓
Reference on Veritas Product Compatibility List	–	✓
Access to *Veritas Compatible Technology* or *Veritas Certified Technology* Logos	–	✓
Press Release Support	–	✓[4]

[1] Benefits are subject to the terms of the VTPP Agreement. Certain benefits may not be available to all VTPP partners.
[2] Benefits may vary by Technology Track.
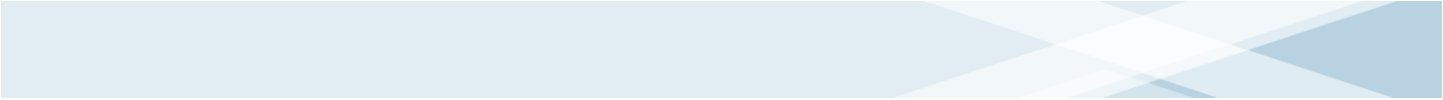[3] Special or additional testing requests may require payment of additional fees.
[4] Pre-approval required.

Program Requirements

Base Level membership is subject to acceptance of the Veritas Technology Partner Program Agreement (VTPP Agreement), payment of annual $5,000 USD membership fee, and active participation as a TSANet member. Base Level membership is valid for one year and renews automatically upon payment of the annual membership fee.

Technology Track members must satisfy the following additional requirements:

- Maintain Base Level membership
- Sign applicable Technology Track agreement(s)
- Pay annual Technology Track membership fee(s) as set forth in the Technology Track agreement(s)

- Allocate adequate engineering resources as set forth in the Technology Track agreement(s)
- Provide to Veritas any hardware and/or software required for development, testing and/or customer support as set forth in the Technology Track agreement(s), at no charge to Veritas
- Complete Veritas product training, if required

Apply to Join the Program

Apply for Base Level membership by completing the online application at http://go.veritas.com/vtpp. Applicants who demonstrate technology leadership, an ability to work successfully with Veritas products, and a commitment to deliver value-add solutions that meet customer requirements, are eligible to participate in the program. Acceptance into the program is at the sole discretion of Veritas.

Partners are encouraged to apply for participation in a Technology Track at the same time that they submit an application for Base Level membership. Existing Base Level members should apply for Technology Track membership by contacting vtpp@veritas.com.

Programs and benefits are subject to change and to the terms of the VTPP Agreement and accompanying documents.

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