



Microsoft Playbook

THE SYMANTEC CONNECTION

START HERE ►

GIVING MICROSOFT CUSTOMERS THE POWER TO TAKE CONTROL

WELCOME TO SYMANTEC'S MICROSOFT PLAYBOOK.

This playbook is designed for partners who have a large Microsoft business. It provides an easy way to identify the key opportunities to attach Symantec solutions to existing or potential Microsoft deals. The playbook includes tools and resources to help you successfully grow your joint Microsoft-Symantec business.

Finding the Symantec connection

Symantec's suite of security and information management products is specifically designed to protect and enhance Microsoft environments.

Our fast, secure solutions help customers take greater control of their applications, cut the time spent on setting up systems, and reduce costs. They give customers the chance to add a host of dynamic features to their existing Microsoft products and see immediate benefits.

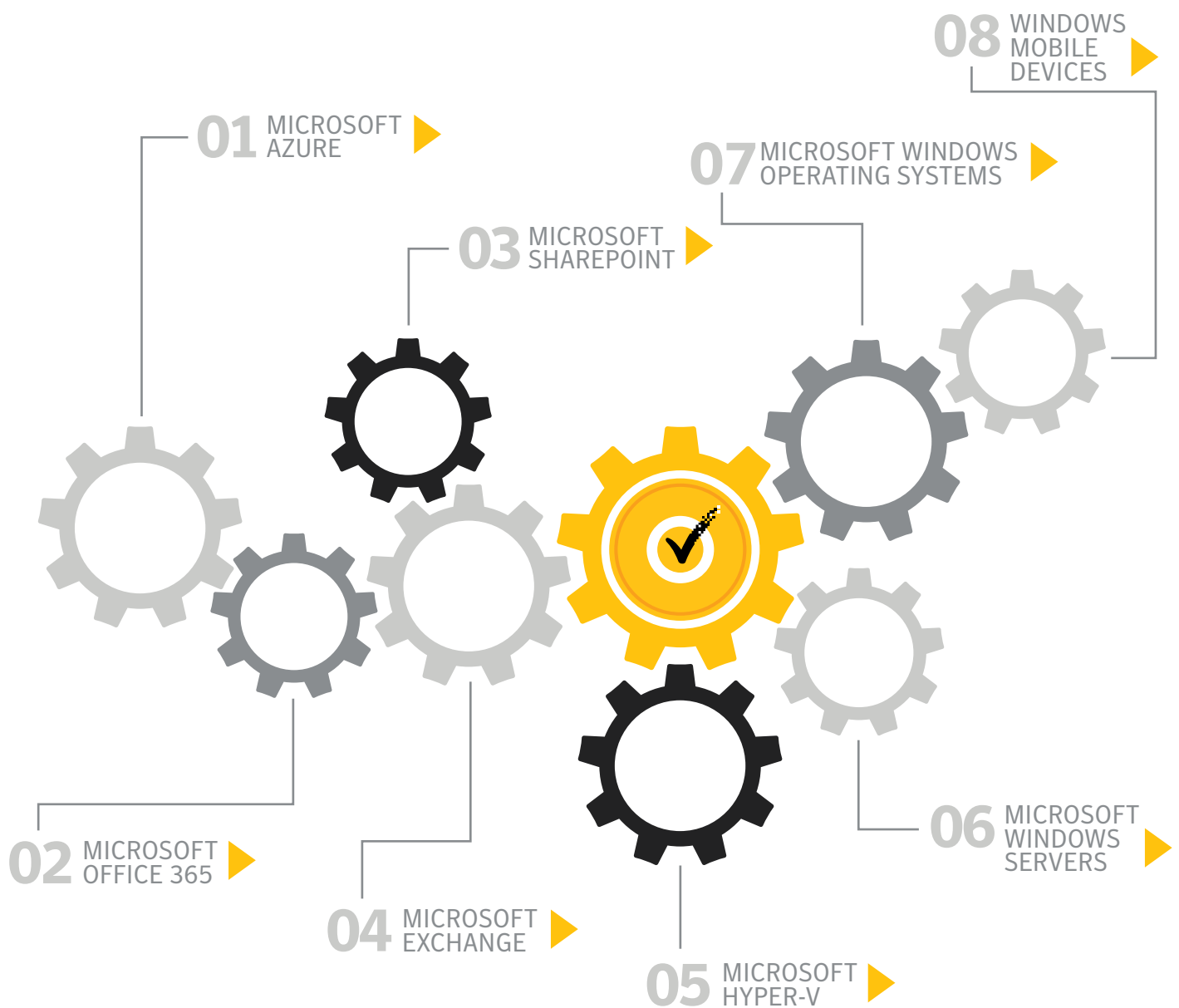
The combination of Symantec and Microsoft creates a significant opportunity for Symantec's channel partners. These include:

- Growing your subscription revenue
- Generating new services opportunities
- Strengthening customer relationships



HOW TO USE THIS PLAYBOOK

The playbook is divided into 8 sections, based on the main Microsoft offerings. Simply go to the relevant page to see which complementary Symantec solutions are designed to integrate and enhance Microsoft environments.



01 MICROSOFT AZURE



MICROSOFT AZURE

THE SYMANTEC CONNECTION

It's hard to keep track of huge amounts of data when it's stored in the cloud. Finding, monitoring, and protecting information is a complex and time-consuming task.

The Symantec connection: Microsoft Azure customers or prospects storing data in the cloud can use Symantec solutions to ensure their data is more secure, better organised, and easier to find.

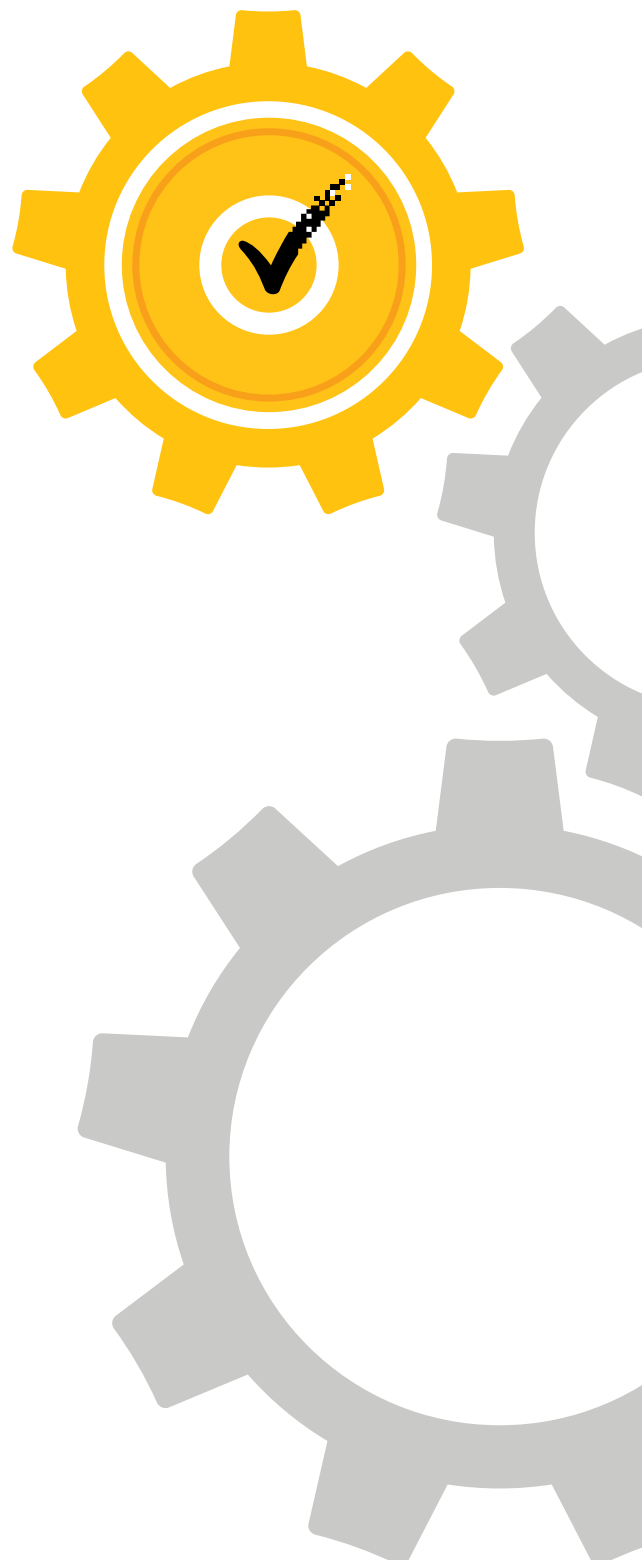
Symantec Disaster Recovery Orchestrator

Symantec DRO integrated with Microsoft Azure brings the advantages of cloud computing to the familiar challenge of Disaster Recovery. It allows businesses to automate and manage the takeover and failback of Microsoft Windows based applications to the Microsoft Azure cloud. It's equally effective for physical or virtual machines (VMs).

- Orchestrated **recovery** between on-premise and Microsoft Windows Azure
- **Application-based** replication
- On-premise compute **independence**
- Provides **non-disruptive recoverability confidence**
- **Simplified deployment** and DR management experience

USEFUL LINKS:

- [Symantec DRO Channel Toolkit](#)
- Watch – [Joint Symantec and Microsoft recorded webinar on DRO for Azure](#)



Symantec Data Centre Security

Symantec Data Centre Security works directly with Azure to secure critical workloads or information stored in the cloud.

- Incorporates Symantec Critical User Protection for extra **peace of mind**
- **Works** with data stored in the Azure cloud, and on the premises

USEFUL LINKS:

- Product information – [Symantec Data Centre Security](#)

Symantec Validation and ID Protection (VIP)

A leading cloud-based strong authentication service, VIP helps businesses secure access to networks and applications.

- **Prevents unauthorised access**
- **Secure, reliable, and scalable**
- **Blocks risky login attempts** by using device and behaviour profiling
- Supports over 850 Android, Apple, Blackberry, and Windows **phone devices**
- **Two-factor credential** options, with free mobile and desktop credentials
- **Integrates easily** with popular private networks, webmail, corporate directories, Office 365 and Azure

USEFUL LINKS:

- Product information – [Symantec Validation and ID Protection \(VIP\)](#)



Symantec Data Loss Prevention

Symantec Data Loss Prevention software discovers, monitors, protects and manages sensitive information wherever it's stored and used – across endpoints, mobile devices, network and storage systems.

- Microsoft Azure customers' **data becomes safer** because its use is monitored
- **Reduce the rate of data loss**
- **Empowers employees** to avoid data leaks and improve security

USEFUL LINKS:

- Product information – [Symantec Data Loss Prevention](#)

Symantec Protection Engine for Cloud Services

Symantec Protection Engine allows Microsoft Azure users to add malware and threat detection programs to almost any application.

- **Fast** and reliable
- **Grows** with the business
- Protects against the **growing malware threat**
- Works with **Symantec Endpoint Protection**

USEFUL LINKS:

- Product information – [Symantec Protection Engine for Cloud Services](#)

Symantec Endpoint Protection

Symantec Endpoint Protection provides security across physical and virtual platforms, as well as support for the latest operating systems. Certified for use on Microsoft's Azure cloud platform, it's the fastest, most effective security available. It uses five layers of protection to minimise risk and enhance productivity.

- **Saves time by preventing duplicated scans** using specific anti-virus definitions
- Stores only **clean file records**
- Enhances monitoring, **for faster response times** when they're most needed

USEFUL LINKS:

- Product information – [Symantec Endpoint Protection](#)





02 MICROSOFT OFFICE 365

MICROSOFT OFFICE 365

THE SYMANTEC CONNECTION

As businesses become increasingly cloud-reliant, cloud service outages can have crippling effects on productivity,

The Symantec connection: When it comes to data and productivity protection, it pays to be proactive and implement failsafe measures against service disruptions. Enhance Office 365 with our seamlessly integrated Symantec cloud-based solutions.

Symantec Enterprise Vault.cloud

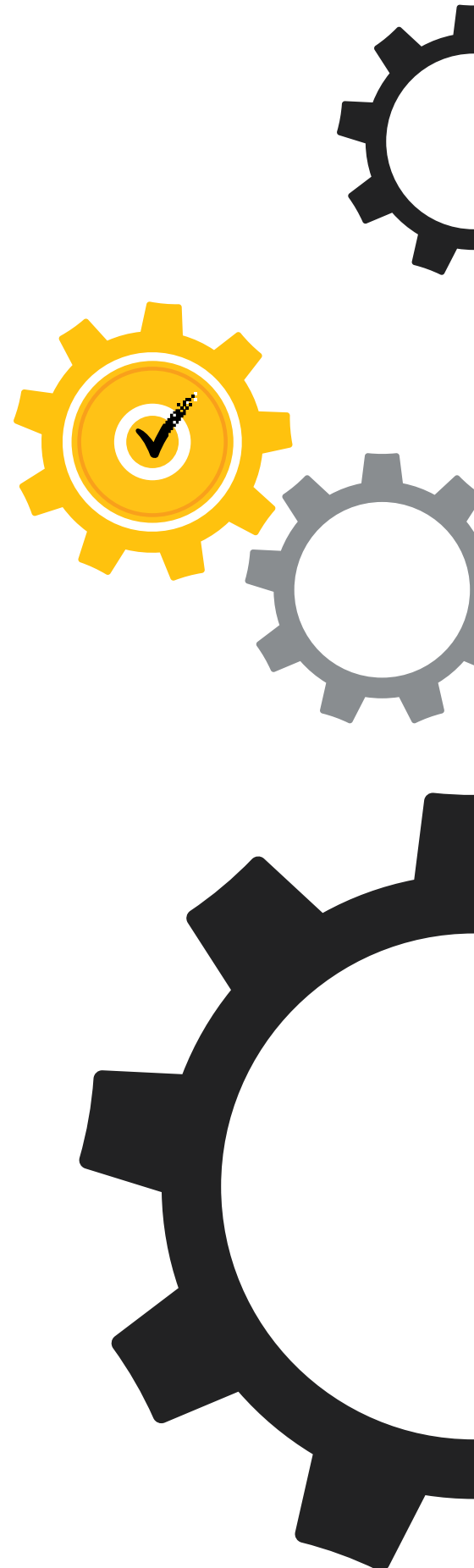
As a purpose-built, cloud-based archiving service, Enterprise Vault.cloud offers advanced archiving and eDiscovery features that exceed those available in Office 365.

It integrates seamlessly with Office 365 to provide the additional layer of functionality you need to archive, defend, and easily find your business-critical information.

- **Easily archives** Exchange Online messages
- **E-discovery requests** handled quickly and effectively
- **Compliance made simple**
- **Smooth email migration** to Office 365

USEFUL LINKS:

- Datasheet – [Symantec Enterprise Vault cloud and Microsoft Office 365](#)
- Product information – [Office 365 archiving](#)
- Lead generation campaign – [Office 365 archiving](#)



Symantec Email Security.cloud

Email Security.cloud provides 100% protection against viruses with automatic updates. It reduces cost and complexity by protecting emails with proactive steps that tackle dangerous emails before they arrive.

- **Filters unwanted messages** and protects mailboxes from targeted attacks
- Highly **effective** and **accurate** email security
- **Encryption and data loss prevention** to control sensitive data
- Offers **secure email platform migration** from Exchange to Office 365
- **Always-on** security
- **100% protection** from viruses, and 99% spam capture rate

USEFUL LINKS:

- Product information – [Symantec Email Security.cloud](#)
- White paper – [The Need for Third Party Security, Compliance and Other Capabilities in Microsoft Office 365](#)

Symantec Validation and ID Protection (VIP)

A leading cloud-based strong authentication service, VIP helps businesses secure access to networks and applications.

- **Prevents access** by attackers
- **Secure, reliable, and scalable**
- **Blocks risky login attempts** by using device and behaviour profiling
- **Two-factor credential** options, with free mobile and desktop credentials
- **Integrates easily** with popular private networks, webmail, corporate directories, Office 365 and Azure

USEFUL LINKS:

- Product information – [Symantec Validation and ID Protection \(VIP\)](#)



03 MICROSOFT SHAREPOINT



MICROSOFT SHAREPOINT

THE SYMANTEC CONNECTION

SharePoint environments have quickly become a primary application, and a repository for organisations' intellectual property. Customers moving information from file servers to SharePoint need to know their information is safe and secure.

The Symantec connection: Symantec solutions for SharePoint give you maximum uptime and storage optimisation, plus advanced backup, recovery, and antivirus features.

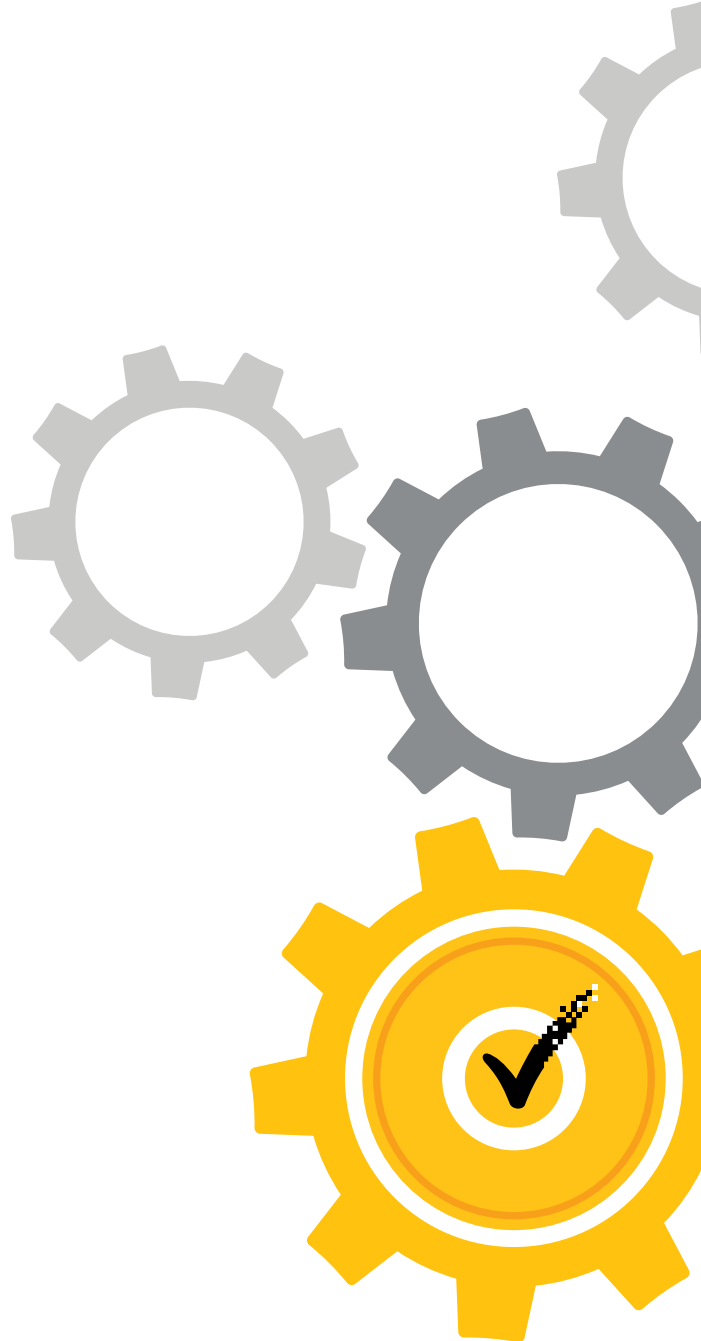
Symantec Enterprise Vault

SharePoint content continues to expand rapidly when introduced into a new environment. Symantec's leading archiving service makes it easy to store, manage, and find important information stored in SharePoint.

- Reduces SharePoint clutter and **optimises storage**
- Enables SharePoint **compliance and governance**
- Preserves the SharePoint user experience with **seamless shortcuts** that maintain end-user edits of content in the archive

USEFUL LINKS:

- Product information – [Sharepoint Archiving by Symantec](#)
- Watch – [SharePoint Archiving](#)
- Product information – [Symantec Enterprise Vault for Microsoft SharePoint Server](#)
- Demo – [Symantec Enterprise Vault for SharePoint](#)



Symantec Data Insight

Data Insight helps customers identify the most critical information about their data stored in SharePoint repositories. Users are able to make more informed decisions with all the intelligence at their fingertips.

- Gives users **greater visibility** into SharePoint
- Helps customers identify **where data is**, who owns or accesses it, and even what it's being used for

USEFUL LINKS:

- Product information – [Symantec Data Insight](#)

Symantec Backup Exec and Symantec NetBackup

As the leader in data protection, Symantec offers comprehensive data protection for SharePoint environments of all sizes. Easily protect databases, lists, and documents with a single pass backup, while significantly reducing storage costs and improving backup and recovery times.

Its centralised and automated backup management also works to improve service levels.

- **Online backups** to restore SharePoint environments
- **Rapidly restores** individual files, folders, sub-sites and lists
- **Archives and removes** an entire document library when a project ends
- **Restores complete SharePoint server farms** in minutes, in the event of disaster
- **Reduces data protection costs, storage and complexity** as data grows
- Supports both **physical and virtual environments**

USEFUL LINKS:

- White paper – [Symantec NetBackup: Microsoft SharePoint Data Protection](#)



Symantec Validation and ID Protection (VIP)

A leading cloud-based strong authentication service, VIP helps businesses secure access to networks and applications.

- **Prevents access** by attackers
- **Secure, reliable, and scalable**
- **Blocks risky login attempts** by using device and behaviour profiling
- **Two-factor authentication for external SharePoint access**
- **Integrates easily** with popular private networks, webmail, and corporate directories

USEFUL LINKS:

- Product information – [Symantec Validation and ID Protection \(VIP\)](#)

Symantec Protection for SharePoint

Symantec Protection for SharePoint Servers provides detection, removal, and repair of infected files from viruses, spyware, and other threats.

It not only quickly scans files in real time, but also offers an off-box scanning option for increased performance and scalability.

- Speeds up quarantined file recovery
- **Scan and cleans files** stored in SharePoint
- Allows **manual and scheduled cleaning** of SharePoint library
- **Rapid response** to malware threats
- Uses Symantec's antivirus engine, **winner of 40 consecutive Virus Bulletin VB100 awards**

USEFUL LINKS:

- Product information – [Symantec Protection for SharePoint](#)



Symantec File Share Encryption

Symantec File Share Encryption allows Microsoft Sharepoint users and groups to automatically or manually encrypt files and folders on laptops, desktops, and file servers for secure file sharing. Files and folders can be automatically encrypted based on policy or manually using a simple drag-and-drop interface.

- Enables users to read, write, and **share encrypted files** across their organisation and in the cloud using Sharepoint
- Integrates with Symantec Data Loss Protection to **automatically encrypt** sensitive data found on network drives
- **Powerful, transparent security**, designed to protect users and data in the office, and on the move

USEFUL LINKS:

- Product information – [Symantec File Share Encryption](#)





04 MICROSOFT EXCHANGE

MICROSOFT EXCHANGE

THE SYMANTEC CONNECTION

Many businesses using Microsoft Exchange spend a lot of time on mailbox housekeeping – archiving and recovery take a lot of time and effort. Getting easy access to emails is an additional worry. And when it comes to unauthorised access, the consequences are real: non-compliance, financial penalties, and theft of intellectual property.

The Symantec connection: Safely access your data wherever it is. Symantec solutions help protect customers' Exchange data when sent by email, or kept in storage systems.

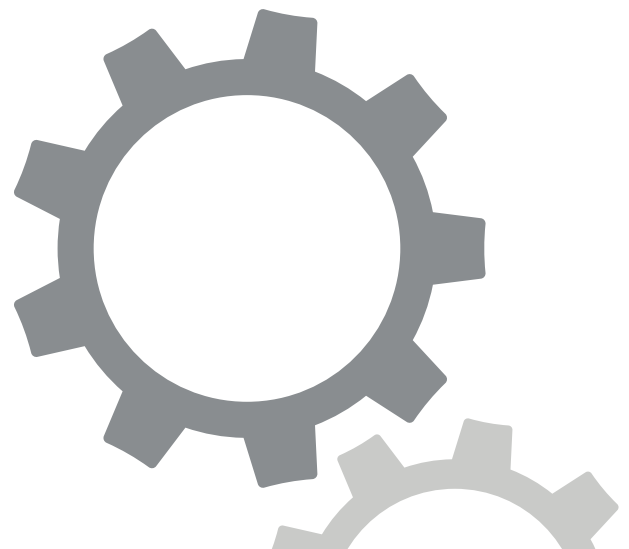
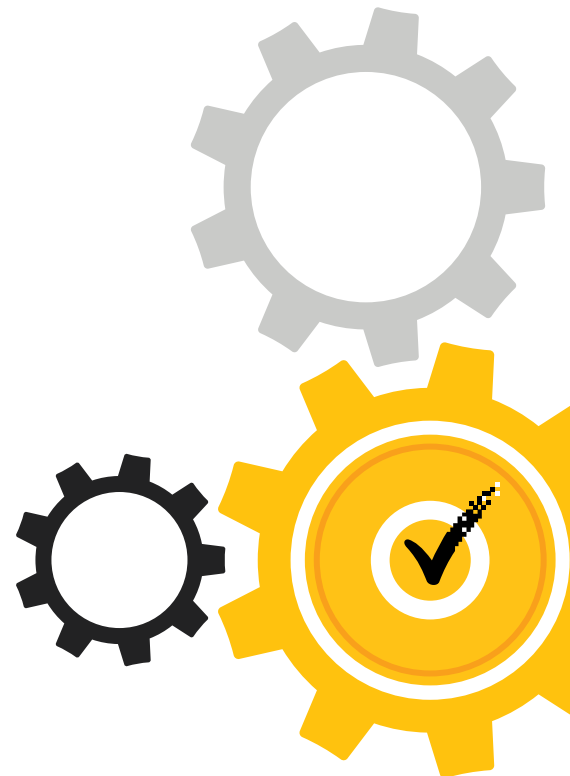
Symantec Enterprise Vault

Symantec's premier archiving service makes it easy to store, manage, and find important information. It also provides a faster and smoother upgrade process to Exchange 2013.

- Provides a **virtually unlimited mailbox**
- **Eliminates mailbox quotas** and .pst files
- **Optimises storage** through tiering and deduplication of data
- Proactively **deletes junk mail** to keep only important emails

USEFUL LINKS:

- Product information – [Exchange Archiving by Symantec](#)
- Watch – [Enterprise Vault Archiving Overview](#)



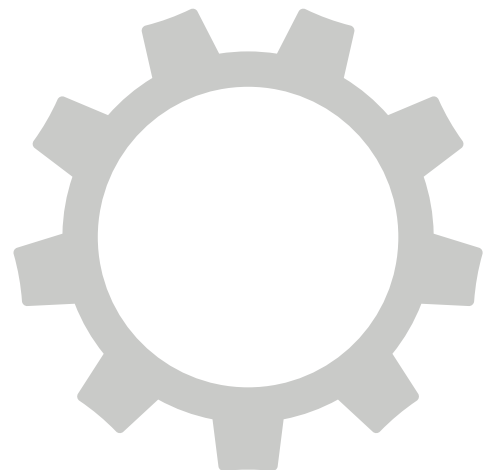
Symantec Backup Exec and NetBackup

Voted MExchange.org Readers' Choice Awards Winner. Symantec's backup solutions allow Microsoft Exchange customers to recover individual messages, folders and mailboxes. IT administrators are also able to eliminate separate mailbox backups.

- Reduces required backup and **optimises storage** infrastructure with integrated deduplication
- Helps meet recovery point objectives with **continuous data protection** ensuring recovery to virtually any point in time
- **Saves storage space** and **easily restores** individual emails, folders, or mailboxes

USEFUL LINKS:

- Case study – [Mitre 10 \(NZ\) Limited](#)
- Product information – [Symantec Backup Exec](#)
- Product information – [Symantec NetBackup](#)
- Administrator's Guide – [Symantec NetBackup 7.6 for Microsoft Exchange](#)



Symantec Mail Security for Exchange

Symantec has secured exchange servers for many years, keeping sensitive emails secure with integrated antivirus software and content control.

Symantec Mail Security for Microsoft Exchange complements other layers of protection by preventing the spread of threats and enforcing rigorous data loss prevention policies.

- **Real-time email protection** against viruses, spyware, phishing, and other malicious attacks
- **Robust content filtering policies** on Microsoft Exchange Server 2007, 2010 and 2013
- **Stops 99% of incoming spam**
- **Supports Hosted, Microsoft Hyper-V, or VMWare** virtualised Exchange server environments

USEFUL LINKS:

- Product information – [Symantec Mail Security for Exchange](#)



Symantec Outlook Web Access VIP

Our leading cloud-based authentication service, VIP enables enterprises to secure access to networks and applications while preventing access by malicious unauthorised attackers.

- **Secure, reliable, and scalable**
- Integrates with **web-based application**
- **Prevents** access by malicious unauthorised **attackers**

USEFUL LINKS:

- Product information – [Symantec Outlook Web Access VIP](#)

Symantec Gateway Email Encryption

Symantec Gateway Email Encryption provides centrally managed email encryption, regardless of whether or not recipients have their own software for this purpose. With Gateway Email Encryption, Microsoft Exchange users can minimise the risk of a data breach while complying with regulatory mandates for information security and privacy.

- **Flexible data protection**, including file, folder and email encryption
- **Integrates** with Symantec Data Loss Protection **to protect** potentially sensitive communications from leaving customers' network unencrypted
- **Powerful, transparent security**, designed to protect users and data in the office, and on the move

USEFUL LINKS:

- Product information – [Symantec Gateway Email Encryption](#)





05 MICROSOFT HYPER-V

MICROSOFT HYPER-V

THE SYMANTEC CONNECTION

Organisations want to reduce costs, improve efficiency, and decrease complexity. Virtualisation can solve these problems, but it also presents its own set of issues.

Customers need help moving data, making sure their current systems are compatible, and keeping their information totally protected.

The Symantec connection: Symantec solutions provide end-to-end backup, recovery and protection, making it easy for Microsoft customers to manage physical and virtual infrastructures.

Symantec Backup Exec and Symantec NetBackup

Perfect for customers moving to a fully virtualised system, Symantec's backup solutions offer an easy way to protect virtual environments.

It provides reliable application-aware backups for Microsoft Hyper-V users.

- A **single, intuitive management console** for all backup and recovery activity
- **Easily apply consistent policies** and service levels
- **Save time, cut costs, and reduce the risk** of losing data

USEFUL LINKS:

- Product information – [Symantec Backup Exec V-Ray Edition](#)



Symantec Data Centre Security

Symantec Data Centre Security allows organisations to secure their physical and virtual servers, and to grow their data centre security architectures.

It provides the most comprehensive and stringent set of security controls for the server environment, to help meet organisations' security and compliance requirements.

- Offers **critical system protection**
- Advanced **policy-based controls**
- **Monitors and protects** physical and virtual server environments

USEFUL LINKS:

- Product information – [Symantec Data Centre Security](#)

Symantec Endpoint Protection

Symantec Endpoint Protection provides security across physical and virtual platforms, as well as support for the latest operating systems. The fastest, most effective security available, it uses five layers of protection to minimise risk and enhance productivity.

- **Saves time by preventing duplicated scans** using specific anti-virus definitions
- Stores only **clean file records**
- Can be used effectively on **multiple platforms**, including Citrix, Microsoft, VMware
- Enhanced monitoring means **fast response times** when most needed

USEFUL LINKS:

- Product information – [Symantec Endpoint Protection](#)





06 MICROSOFT WINDOWS SERVERS

MICROSOFT WINDOWS SERVERS

THE SYMANTEC CONNECTION

Customers worried about possible data loss need to have the most important business applications easily accessible, but secure. They don't want unexpected downtime, poor storage visibility, or difficulty sharing files.

The Symantec connection: Maximises storage efficiency in physical and virtual environments. Enables a flexible, agile and reliable storage infrastructure.

Symantec Storage Foundation

Symantec Storage Foundation gives Microsoft customers powerful storage options, with no interruptions to servers or critical applications.

- Provides comprehensive **insight** into the storage environment enabling **improved** usage and **efficiency** across all major operating systems including Microsoft Windows
- Can be used for **physical and virtual** storage
- Makes it easy for users to **manage and share** storage

USEFUL LINKS:

- Product information – [Symantec Storage Foundation](#)



07 MICROSOFT WINDOWS OPERATING SYSTEMS



MICROSOFT WINDOWS OPERATING SYSTEMS

THE SYMANTEC CONNECTION

The lack of security patches for operating systems and applications can make businesses vulnerable to new malware and vulnerabilities. Customers using Microsoft Windows XP reached the end of their extended support this year. Users of Microsoft Windows Server 2003 will reach the end of their support in July 2015. It's vital to reduce the risks that these changes bring.

The Symantec connection: Extend the use of your legacy systems with Symantec security solutions.

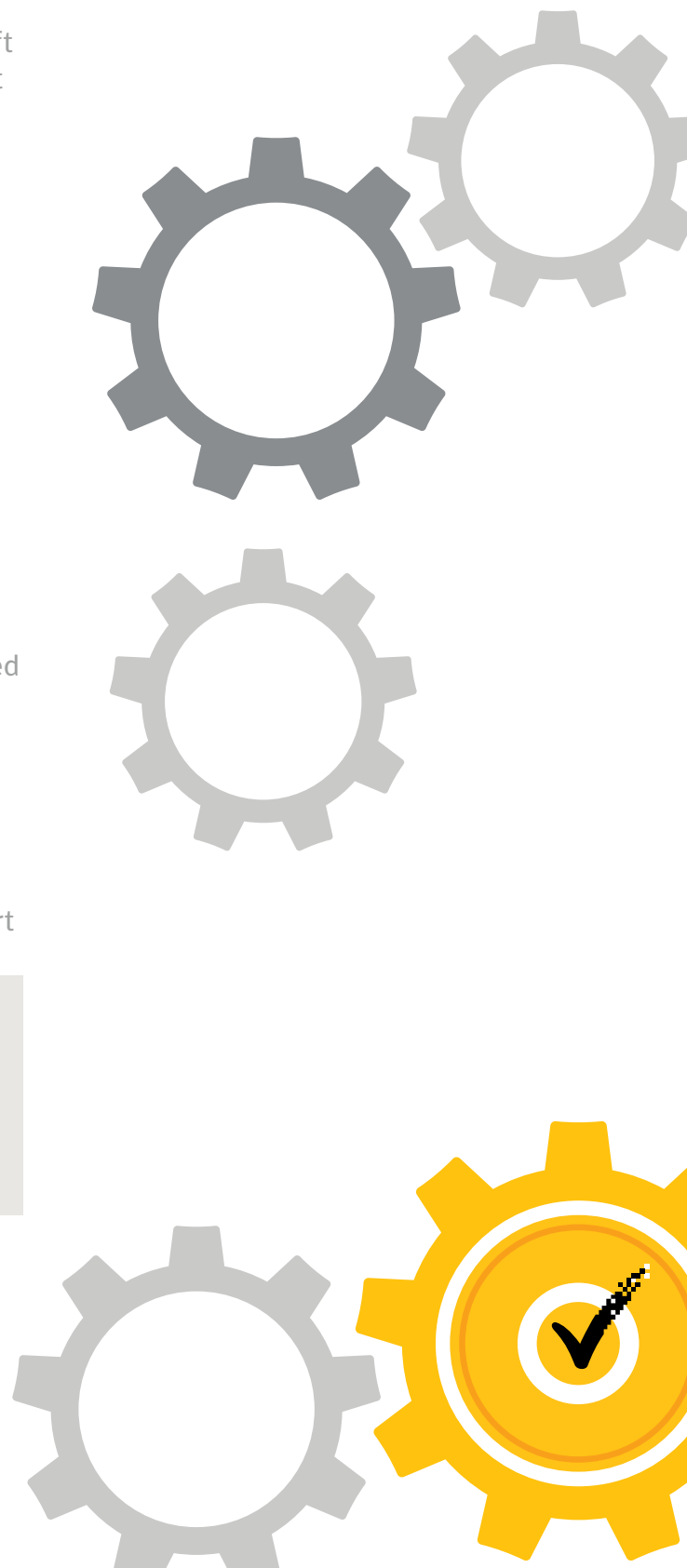
Symantec Endpoint Protection for Windows Embedded

Provides multi-layered security including application-centric firewall, application-control, intrusion prevention and detection, antivirus, and centralised management for comprehensive Windows XP Embedded and WEPOS device protection.

- **Compliance made easy** - even after the end of the operating system's life
- Reduce the pressure of security risks by **taking control**
- **No need to pay** for Microsoft's costly custom support

USEFUL LINKS:

- Case Study – [Today's Protection for Legacy Windows XP Systems](#)
- Product information – [Symantec Endpoint Protection for Windows Embedded](#)



Symantec Critical System Protection

Extend the use of your legacy systems with Symantec Critical System Protection; an industry leading host-based intrusion detection and prevention solution.

- **Secures** legacy machines against known and unknown OS and application vulnerabilities
- **Maintains compliance** with industry regulations after the OS and application end-of-support
- Gains control of system migrations timeline by **reducing the pressure** of security risks and costs

USEFUL LINKS:

- Case study – [Today's Protection for Legacy Windows XP Systems](#)
- Product information – [Symantec Critical System Protection](#)

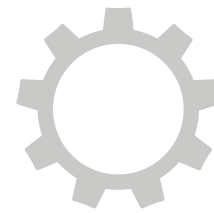
Symantec Endpoint Encryption

Symantec combined two endpoint encryption solutions into this best-of-breed offering that includes disk encryption, removable media encryption and a common management platform.

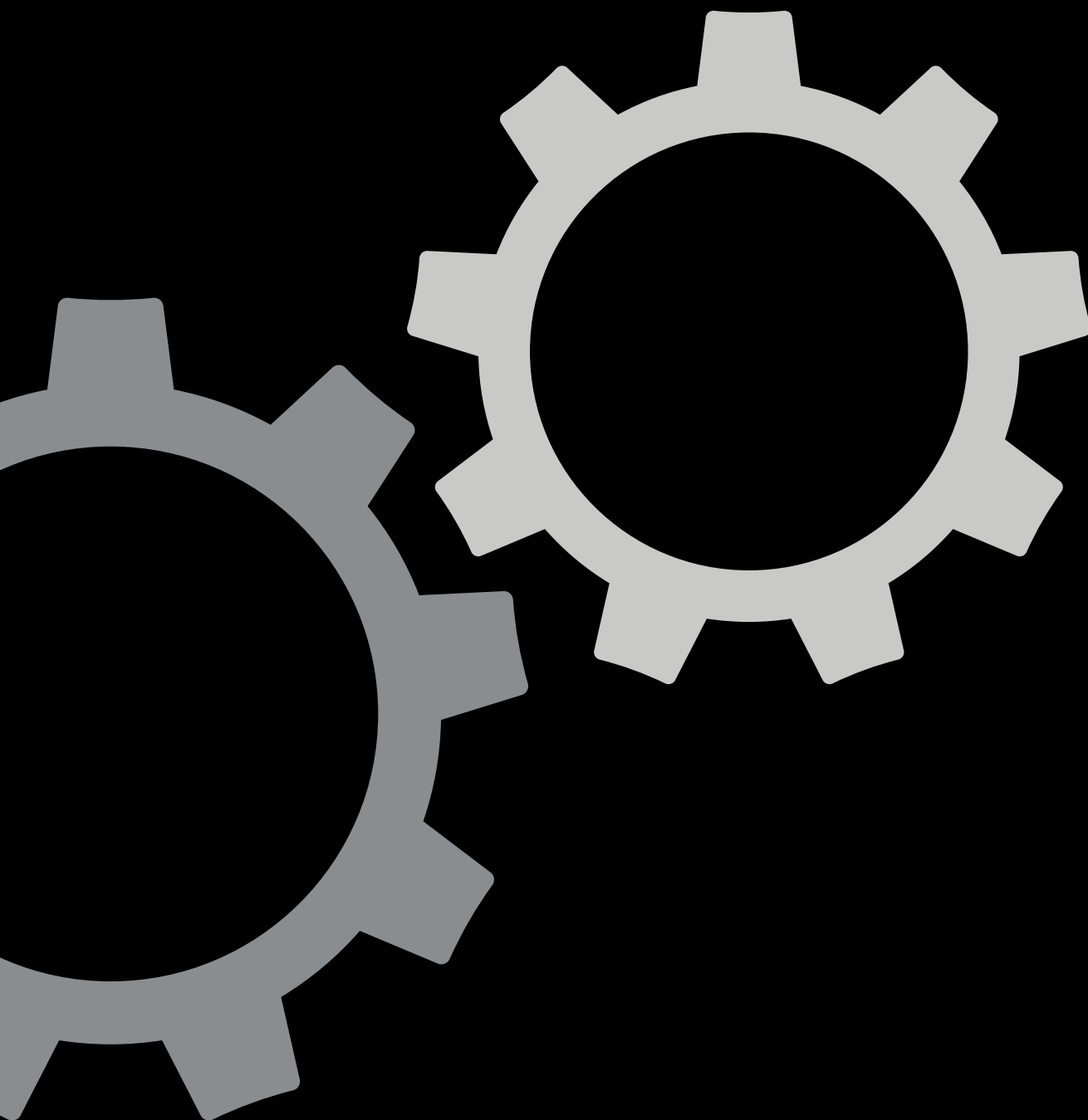
- **Powerful, transparent security**, designed to protect users and data in the office, and on the move
- **Flexible data protection** including file, folder and email encryption
- Integrated with Symantec Data Loss Protection to **automatically encrypt sensitive data** on all removable media devices

USEFUL LINKS:

- Product information – [Symantec Endpoint Encryption](#)



08 WINDOWS MOBILE DEVICES



WINDOWS MOBILE DEVICES

THE SYMANTEC CONNECTION

Mobile devices are as much a part of business as laptops and desktops. But they're harder to keep track of, they're more susceptible to being lost or misplaced by staff, and their security is often poorly understood.

The Symantec connection: Protects mobile users and their sensitive data with a single, easy to implement suite that works across every device.

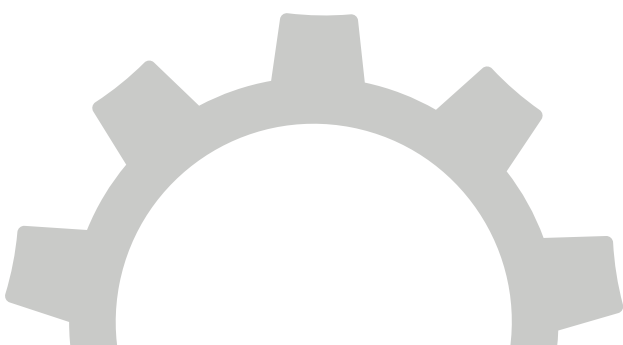
Symantec Mobility Suite

Symantec Mobility Suite offers users mobile threat protection they can trust, and the ability to use it across multiple devices. It's more protection, with less time lost and money spent.

- **A single package** that works across all Windows mobile devices
- **Easy to apply IT controls** across all company-owned and employee-owned devices
- **Ability to switch** between **personal** and **professional information**, without compromising data protection

USEFUL LINKS:

- Product information – [Symantec Mobility Suite](#)





KEY CONTACTS

If your query is related to additional marketing and sales resources or if you have questions regarding the Symantec Partner Program, please contact us on pmcapj@symantec.com.

Toll free numbers:

- Australia: 0011 800 274 288 48
- New Zealand: 00800 274 288 48

To request additional training on the Symantec connection to Microsoft technology, please contact your Account Manager.