

## Create powerful enterprise solutions with Symantec's award-winning products.

*The key to winning business in the enterprise market is to base your solutions on Symantec technologies.*

*Symantec leads the way in applications optimized for the enterprise computing environment. Our products offer you the foundation for numerous business opportunities based on client/server applications development, systems administration and security, and project management.*

*Our industry-leading network of distributors assure you the ready availability of the Symantec products your customers demand.*



## Develop scalable client/server applications for the enterprise.

**Enterprise Developer™**, Symantec's advanced client/server development environment, enables you to rapidly build and easily maintain complex distributed database applications. With this next-generation toolset, developers can increase their productivity while supplying a truly scalable solution to the most complex enterprise requirements.

Enterprise Developer is based on SCALE, Symantec's unique SCalable Architecture for Large Enterprises. SCALE features a centralized business-model repository, making applications more flexible and simpler to customize and maintain. It also automates client/server transactions, allowing programmers to focus on the business problems rather than the intricacies of client/server processing. Team Enterprise Developer, a team-development version of Enterprise Developer, manages all the details of development coordination.



## Manage enterprise networks and information with industry-leading utility software.

The Norton Network Series of products are recognized as leaders in their categories. Whether you offer systems administration or network security and data protection as part of your total solution, or provide network management training and support, Norton Network Series products can be your springboard for significant business growth.

**The Norton Enterprise Backup™** software provides automatic scheduled backup with dynamic use of all resources across multiple servers in both local and wide area networks.

**The Norton Administrator for Networks™** software centralizes metering, inventory, and software distribution of software across heterogeneous local area network environments from a single desktop.

**The Norton DiskLock® Administrator** enables configuration and distribution of security to desktops in a network from a central console.

**The Norton pcANYWHERE™** software delivers the power to connect to computers from remote sites and support them from a central location.

**The Norton AntiVirus™ for NetWare** used with Norton AntiVirus for DOS and Windows provides virus protection across networked desktops and servers.

**The Norton Utilities® Administrator** comprises a unique set of network utilities for proactive end-user data and system repair without user intervention.



## Effective project management in an enterprise environment.

**Time Line™** software provides powerful project management that integrates with the business environment to help plan, manage, and communicate more effectively. Time Line is based on an SQL database that is ODBC-compliant for true enterprise-wide connectivity, integrating project information, such as budgets and schedules, with all functions within a corporation.

## The Enterprise Alliance Program means working together for success!

When you participate in the Enterprise Alliance Program, you join a winning team dedicated to delivering world-class enterprise solutions. The program offers the business relationship, technical support, tools, and services to complement your expertise and address your unique business needs.

Whether you are an application developer, systems integrator, value-added reseller, or solutions consultant, a business relationship with Symantec is the way to maximize your profit and growth potential in this expansive market.

### Strengthen your solution with focused tools and information from Symantec.

As an Enterprise Alliance Associate, you receive a wide range of tools and services that help you supply enterprise solutions to your customers faster and more effectively. Features of the program are outlined below.



**Associate Technical Support** provides you with an unrestricted number of technical support calls to Symantec. Using special telephone numbers provided only to Associates, your call is automatically routed to the top of the reseller queue, substantially reducing hold time.



**Technical Training** is available through our network of Enterprise Alliance Training Centers, offering you access to in-depth enterprise product training using Symantec curricula and related materials. Training is recommended but not required.



**Evaluation Software** includes free Not-For-Resale (NFR) software for your internal use and evaluation. The free NFR software you receive is based on the enterprise products you choose to sell and support.



**Focused Communications** provide you with a regular Enterprise Alliance Program newsletter; Fax-On-Demand data sheets, technical application notes, and upgrade order forms. Private product forums are available on CompuServe, America Online, and the Symantec Bulletin Board System.



**Sales and Marketing Tools** include product data sheets and white papers, sales literature, and other collateral. Associates receive a comprehensive Enterprise Alliance Associate Program Binder which includes sample collateral, technical support access details, and more.

#### WORLD HEADQUARTERS

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10201 Torre Avenue  
Cupertino, CA 95014-2132  
1 (800) 455-3098

#### SYMANTEC CANADA

250 The Esplanade, Suite 400  
Toronto, Ontario M5A 1J2

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# ENTERPRISE ALLIANCE PROGRAM

## **Focused Services and Support for Solution Providers.**

*Now, when you enhance your systems administration solutions with Symantec's Norton Network Series products, you can take advantage of the focused services and support offered through the Enterprise Alliance Program.*

*Symantec's Enterprise Alliance Program gives you access to a priority technical support line that routes your call to the top of the reseller queue. As an Enterprise Alliance Associate, you will receive two free Not-For-Resale (NFR) copies of software from the Norton Network Series. And you can leverage Symantec's marketing and sales collateral for your promotional activities.*

## **Norton Network Series**

*The Norton Network Series products are recognized leaders in their categories. As such, they provide an ideal foundation for your solutions and services.*

### **Systems Administration Products to Reduce the Administrative Burden**

Norton Administrator for Networks™ software is a complete, integrated solution that automates repetitive manual LAN administration tasks across heterogeneous environments, including hardware and software asset management as well as software distribution, updating, and license-compliance metering. Norton Administrator for Networks enables you to provide comprehensive LAN administration services to your customers. It also allows you to easily incorporate the other Norton products described below into a total solution.

Norton Utilities® Administrator lets network administrators accomplish the most common maintenance and restoration tasks without leaving their desks, and without putting potentially disruptive tools in the hands of end users. Use this software as part of your systems administration services to proactively protect customers' workstations *before* disaster strikes, and to provide quick restoration, when necessary.

Norton pcANYWHERE® software enables users to dial up their office PCs or networks from virtually any PC—and then take control as if they were at their own desks. pcANYWHERE is a key component to providing complete remote services to your customers, including product demonstrations, training, software upgrades, maintenance, and support.

### **Network Security Products You Can Trust**

Norton Disklock® Administrator is a complete security solution for networked PCs and Macintosh computers that's both easy to use and virtually impossible to defeat. It's the only security package that can be installed, configured, distributed, and audited from one central location. You can use Norton Disklock Administrator in your network security service or recommend its use as part of a corporate data-protection plan.

Norton AntiVirus™ for Netware offers the most effective way to protect servers from both known and unknown PC and Macintosh viruses. It works faster, detects more viruses, is more configurable, and places less of a load on network systems than other available antivirus software. Norton AntiVirus for Netware can become a critical component of the data-protection services you provide. Combined with Norton AntiVirus for DOS and Windows, Norton AntiVirus for NetWare provides a total antivirus solution across the enterprise.

# Symantec and Enterprise Alliance Associates—Working Together for Success!

*The Enterprise Alliance Program combines the products and resources that help you build your business around the growing opportunity in systems administration and data protection. The program's resources complement the market expertise of solution consultants, value-added resellers, and network integrators.*

*Specific features of the program are outlined below.*

## Get Help Fast with Priority Reseller Support

- ▶ Technical support Monday through Friday from 7:00 am to 4:00 pm Pacific Time
- ▶ Authorization to use a priority Associate technical support line that routes your call to the top of the reseller queue
- ▶ PremiumCare Support subscriptions for an additional fee

## Minimize the Learning Curve with Specialized Technical Training

- ▶ In-depth product training using Symantec's curriculum, offered through Symantec's network of independent Enterprise Alliance Training Centers (EATCs) for an additional fee
- ▶ Customized and on-site training available from many EATCs

## Gain Access to Inside Information Through Focused Communications

- ▶ Enterprise Alliance Program newsletter bringing you updated product information, key industry information, and reseller success stories
- ▶ Private, product-specific Enterprise Alliance section on CompuServe
- ▶ Fax-On-Demand data sheets and other product information

## Obtain the Software You Need to Support Your Sales Efforts

- ▶ Choice of any two free Not-For-Resale (NFR) copies of software from the Norton Network Series
- ▶ Additional NFR copies at a discount

## Broaden Your Technical Horizons with Information Services

- ▶ Technical information and upgrade order forms readily available via Fax-On-Demand
- ▶ Symantec bulletin board featuring a customer service forum, public domain software, and product support forums for Symantec software
- ▶ America Online and CompuServe forums that allow you to exchange information and ideas with Symantec representatives and other users of Symantec products

## Increase Business Opportunities Through Sales and Marketing Support

- ▶ Access to sales and marketing tools including product data sheets and white papers, sales literature, and other collateral
- ▶ Support from Symantec national advertising

## Your Springboard for Significant Business Growth

*The Norton Network Series offers you a foundation for numerous business opportunities based on systems administration and network security. Whether you offer systems administration or security as part of your total solution, or provide systems administration training and support, Norton Network Series products can be your springboard for significant business growth.*

*Systems Administrations opportunities include:*

- ✓ *Managing customer assets, tracking and implementing upgrade needs, and monitoring license compliance*
- ✓ *Providing quick restoration of service to end users*
- ✓ *Providing technical support or remote troubleshooting services*

*Network security opportunities include:*

- ✓ *Writing and selling security policies to corporations, with Norton Network Series products as essential components*
- ✓ *Establishing data-protection programs*
- ✓ *Providing essential security tasks, including regular security audits, maintenance of audit logs, and generation of security reports*
- ✓ *Serving as a computer emergency response team (CERT) or disaster recovery team*

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Toronto, Ontario M5A 1J2

# ENTERPRISE ALLIANCE PROGRAM

## **Focused Services and Support for Solution Providers.**

*Now, when you enhance your customers' project management capabilities with Time Line™ software—or provide related services—you can take advantage of the focused services and support offered through the Enterprise Alliance Program.*

*Symantec's Enterprise Alliance Program gives you access to a priority technical support line that routes your call to the top of the reseller queue. As an Enterprise Alliance Associate, you will receive one free Not-For-Resale (NFR) copy of Time Line software. And you can leverage Symantec's marketing and sales collateral for your promotional activities.*

## **Time Line**

*Time Line has been reengineered to serve as the foundation for a new generation of project management software based on a client/server strategy.*

### **Advanced Features for Enterprise-Wide Integration**

Time Line software combines sophisticated features with an environment that makes all its power and information instantly accessible. This powerful project management software boasts true enterprise-wide connectivity, integrating information with all functions within a corporation.

**Seamless Integration** Through ODBC, the industry standard for open database connectivity, Time Line links seamlessly with other corporate databases or business applications. This enables departments in the enterprise to share project information such as budgets and schedules effortlessly. Time Line can also link to other applications through OLE and DDE.

**Customizable Environment** Time Line can be customized to meet virtually any special user needs. Create macros and front-end applications with the Symantec BasicScript macro language, develop interactive project guides with Symantec's Guide Maker software, and design custom reports with Time Line's full-featured report writer.

**Powerful Multiproject Management** With Time Line software, your customers can plan, manage, and communicate the many types of interactions among multiple projects, including interdependencies and resource allocations.

**Real World Project Modeling** Time Line allows for the variables and fine points of real business through sophisticated modeling tools and options. This results in more efficient allocation of resources, more realistic schedules, and more accurate budgets.

**Flexible, Easy Planning** Time Line software's intuitive interface and innovative tools make it easy to plan and manage projects. It includes the unique Guide Line front-end, an online tutorial, and other user-friendly features. As a result, Time Line is an effective business tool that helps project managers see results quickly and easily.

# Symantec and Enterprise Alliance Associates—Working Together for Success!

*The Enterprise Alliance Program combines the products and resources that help you build your business around the growing opportunity in executive information systems and project management. The program's resources complement the market expertise of solution consultants, value-added resellers, and systems integrators. Specific features of the program are outlined below.*

## Get Help Fast with Priority Reseller Support

- ▶ Technical support Monday through Friday from 7:00 am to 4:00 pm Pacific Time
- ▶ Authorization to use a priority Associate technical support line that routes your call to the top of the reseller queue
- ▶ PremiumCare Support subscriptions for an additional fee

## Minimize the Learning Curve with Specialized Technical Training

- ▶ In-depth product training using Symantec's curriculum, offered through Symantec's network of independent Enterprise Alliance Training Centers (EATCs) for an additional fee
- ▶ Customized and on-site training available from many EATCs

## Gain Access to Inside Information Through Focused Communications

- ▶ Enterprise Alliance Associate newsletter bringing you updated product information, key industry information, and reseller success stories
- ▶ Private, product-specific Enterprise Alliance section on CompuServe
- ▶ Fax-On-Demand data sheets and other product information

## Obtain the Software You Need to Support Your Sales Efforts

- ▶ One free Not-For-Resale (NFR) copy of Time Line
- ▶ One free Not-For-Resale (NFR) copy of Guide Maker
- ▶ One free Not-For-Resale (NFR) copy of Report Maker
- ▶ Additional NFR copies available at a discount

## Broaden Your Technical Horizons with Information Services

- ▶ Technical information and upgrade order forms readily available via Fax-On-Demand
- ▶ Symantec bulletin board featuring a customer service forum, public domain software, and product support forums for Symantec Software
- ▶ America Online and CompuServe forums that allow you to exchange information and ideas with Symantec representatives and with other users of Symantec products

## Increase Business Opportunities Through Sales and Marketing Support

- ▶ Access to sales and marketing tools including product data sheets and white papers, sales literature, and other collateral
- ▶ Support from Symantec national advertising

## Your Springboard for Significant Business Growth

*Time Line software presents numerous business opportunities based on project management. Whether you offer enhanced project management as part of your total solution, or provide services such as integration and training, Time Line can be your springboard for significant business growth.*

### Opportunities include:

- ✓ Developing custom applications for the enterprise based on Time Line software
- ✓ Helping corporations integrate project planning across functional lines to implement enterprise reengineering strategies
- ✓ Training functional managers to have more direct control of their own projects

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# ENTERPRISE ALLIANCE PROGRAM

## **Focused Services and Support for Solution Providers.**

*Now, when you create custom applications with Symantec's Enterprise Developer™ software; recommend its use; or provide training, consulting, or other services, you can take advantage of the focused services and support offered through the Enterprise Alliance Program.*

*Symantec's Enterprise Alliance Program gives you access to a priority technical support line that routes your call to the top of the reseller queue. As an Enterprise Alliance Associate, you will receive one free Not-For-Resale (NFR) copy of Enterprise Developer. And you can leverage Symantec's marketing and sales collateral for your promotional activities.*

## Enterprise Developer

*Enterprise Developer, Symantec's advanced development environment for client/server applications, enables you to rapidly develop and easily maintain the applications the market is waiting for.*

### **Enterprise Developer Boosts Productivity**

The only client/server application development environment architected from a database perspective, Enterprise Developer provides increased productivity throughout an application's life cycle—from design and development to deployment and maintenance.

Scalable, Easy-to-Maintain Enterprise Developer is based on SCALE, Symantec's unique SCalable Architecture for Large Enterprises. SCALE features a centralized business-model repository, so that rule changes can be made at only one update point. This makes applications much more flexible and simpler to customize and maintain. And you can easily design applications that scale from standalone to complex enterprise-wide solutions across heterogeneous databases.

Automated Client/Server Transactions Enterprise Developer automates client/server transactions, reducing the time spent in manual coding to a minimum, and allowing programmers to focus on business problems rather than on the intricacies of client/server processing.

Rapid Prototypes Rapid Application Development (RAD) is fostered through its active business model-repository and high level of default processing. In contrast to other methods of rapid prototyping such as those used in graphics packages, the Enterprise Developer approach results in prototypes that are actual working applications—so that no time is lost and no labor is wasted.

Simplified Development Coordination Team Enterprise Developer, a team-development version of Enterprise Developer, manages all the details of development coordination. It features a shared, server-based, multiuser business model that allows developers to leverage common work and maintain consistency across applications.

# Symantec and Enterprise Alliance Associates—Working Together for Success!

*The Enterprise Alliance Program combines the products and resources that help you build your business around the growing opportunity for enterprise application developers. The program's resources complement the market expertise of application developers, solution consultants, value-added resellers, and systems integrators. Specific features of the program are outlined below.*

## Get Help Fast with Priority Reseller Support

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## Increase Business Opportunities Through Sales and Marketing Support

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- ▶ Support from Symantec national advertising

## Your Springboard for Significant Business Growth

*Enterprise Developer opens new doors for database developers and presents substantial business opportunities based on application development. Whether you're involved in downsizing, reengineering, or providing client/server computing solutions, Enterprise Developer can be your springboard for significant business growth.*

### Opportunities include:

- ✓ *Developing custom applications for the enterprise*
- ✓ *Reengineering your customer's organization so it can take advantage of client/server and Enterprise Developer applications*
- ✓ *Providing training, consulting, and support services for your customers using the Enterprise Developer platform*
- ✓ *Providing client/server application software that can be easily customized*
- ✓ *Providing maintenance or support for your client/server applications*

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## ENTERPRISE ALLIANCE ASSOCIATE REGISTRATION

### III. Business Information

Please indicate the percentage of sales revenue you receive from each business tier (totaling 100%):

- |   |  |
|---|--|
| <input type="checkbox"/> % Fortune 1000               | <input type="checkbox"/> % Government  |
| <input type="checkbox"/> % Large Business (\$50M+)    | <input type="checkbox"/> % Education   |
| <input type="checkbox"/> % Medium Business (\$10-50M) | <input type="checkbox"/> % Other _____ |
| <input type="checkbox"/> % Small Business             |  |

Please indicate the percentages and sources of your income (totaling 100%):

- |   |  |
|---|--|
| <input type="checkbox"/> % Consulting                   | <input type="checkbox"/> % System Integration Services   |
| <input type="checkbox"/> % Proprietary Development      | <input type="checkbox"/> % Software Sales (purchased)    |
| <input type="checkbox"/> % Technical Support            | <input type="checkbox"/> % Software Development Services |
| <input type="checkbox"/> % Training Services            | <input type="checkbox"/> % Hardware Sales                |
| <input type="checkbox"/> % Network Integration Services | <input type="checkbox"/> % Other _____                   |

For each functional area, please indicate the number of people your company employs on a full-time basis:

- |   |  |
|---|--|
| <input type="checkbox"/> Hardware and Network Development | <input type="checkbox"/> Inside Sales  |
| <input type="checkbox"/> Software Development             | <input type="checkbox"/> Outside Sales |
| <input type="checkbox"/> Software Support                 | <input type="checkbox"/> Consulting    |
| <input type="checkbox"/> Training                         | <input type="checkbox"/> Other _____   |

\_\_\_\_\_ Total Number of Employees

Please list vendors that have authorized you to resell, support, train, or develop on their products:

- |                                    |                                      |                                    |  |
|------------------------------------|--------------------------------------|------------------------------------|--|
| <input type="checkbox"/> Banyan    | <input type="checkbox"/> Novell      | <input type="checkbox"/> Compaq    | <input type="checkbox"/> Hewlett-Packard |
| <input type="checkbox"/> IBM       | <input type="checkbox"/> Cheyenne    | <input type="checkbox"/> Gupta     | <input type="checkbox"/> Knowledgeware   |
| <input type="checkbox"/> Legato    | <input type="checkbox"/> Lotus       | <input type="checkbox"/> Microsoft | <input type="checkbox"/> Palindrome      |
| <input type="checkbox"/> PowerSoft | <input type="checkbox"/> Other _____ |                                    |  |

Please list any current certifications (i.e. CNA, CNE, etc.):

Program Fee

I have enclosed the annual program fee (check # \_\_\_\_\_).

Bill my credit card for the annual program fee (circle one:    VISA    M/C    AMEX).

Credit Card # \_\_\_\_\_ Expiration Date \_\_\_\_\_

#### APPLICANT AUTHORIZATION FOR SYMANTEC TO INVESTIGATE:

The undersigned hereby represents that the information supplied in this registration is accurate to the best of his or her knowledge and authorizes Symantec to make whatever inquiries it considers necessary and appropriate concerning such information.

\_\_\_\_\_  
*Print Name*

\_\_\_\_\_  
*Title*

\_\_\_\_\_  
*Signature*

\_\_\_\_\_  
*Date*

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## ENTERPRISE ALLIANCE ASSOCIATE REGISTRATION

Thank you for your interest in the Symantec Enterprise Alliance Program. To register as an Enterprise Alliance Associate, complete this form and mail it, along with your program fee, to Symantec Corporation, Attn: Enterprise Alliance Program, 10201 Torre Avenue, Cupertino, CA 95014-2132, or fax to it (408) 446-7519.

### I. Associate Information

Please indicate which best describes your business:

- Value-Added Reseller     
  Systems/Network Integrator     
  Application Developer  
 Consulting Service     
  Training Provider     
  Other \_\_\_\_\_

Please indicate the product area for which you are registering:

- Enterprise Developer™ (\$195/year)   
  Norton Network Series (\$195/year)   
  Time Line™ (\$195/year)

Associates registering for Enterprise Developer or Time Line will receive one copy of Not-For-Resale (NFR) software. Associates registering for the Norton Network Series will receive their choice of any two NFRs from the list below (please mark two choices):

- Norton Utilities® Administrator   
  Norton Administrator for Networks™   
  Norton Enterprise Backup™  
 Norton AntiVirus™ for NetWare   
  Norton DiskLock® Administrator   
  pcANYWHERE®

### II. Company Contact Information

Company Name

Mailing Address

Shipping Address

City/State/Zip

Tax ID#

(      )

Telephone

(      )

Fax

Registration Contact

Title

#### Key Contacts

President/Owner

Phone

Location

Technical Manager

Phone

Location

Sales/Marketing Manager

Phone

Location

Support/Customer Service Manager

Phone

Location