

The background of the image shows several construction cranes silhouetted against a sunset sky with warm orange and yellow tones. A large, semi-transparent red diagonal shape cuts across the top right corner of the image. The Veritas logo is positioned in the upper right corner, and the main text is on the left side.

VERITAS™

**SIMPLICITY.
THE
FOUNDATION
OF YOUR
SUCCESS.**

**INTRODUCING THE VERITAS
PARTNER ENABLEMENT
METHODOLOGY.**

A CONSCIOUS DEPARTURE FROM COMPLEXITY

It's a new day for you and Veritas, and, in this venture, complexity has no role to play.

The Veritas Enablement Methodology helps us to:

- Better meet YOUR needs
- Drive a bigger return on investment for your investment in training
- Ultimately, enable you to sell more products and make more money



SALES



EXECUTIVE



MARKETING



TECHNICAL

PARTNER PORTAL

EXPLORE

ENABLE

EMPOWER

Veritas Vision Conference

Partner Operations Enablement Site

The Grid: Partner Demand Generation Center

Market Opportunity Guides

Partner Learning Center-eLearning platform

Sales & Partner Playbook(s)

Solution One Pager(s)

IM Fundamentals

Executive Briefing Center

Worldwide Sales & Marketing Conference (WSMC)

Veritas eLibrary

Not for Resale (NFR)

Partner Link Conference

Veritas Virtual Academies (Sales/Technical)

SKU Generator for Backup Exec

Veritas Partner Sales Academy LIVE

Professional Certifications

Veritas Technical Bootcamps

Partner Resource Center

Regional Newsletters, Webinars & Events

SUCCESSFUL VERITAS BUSINESS (WIIFM Message)

WHAT IS IT EXACTLY?

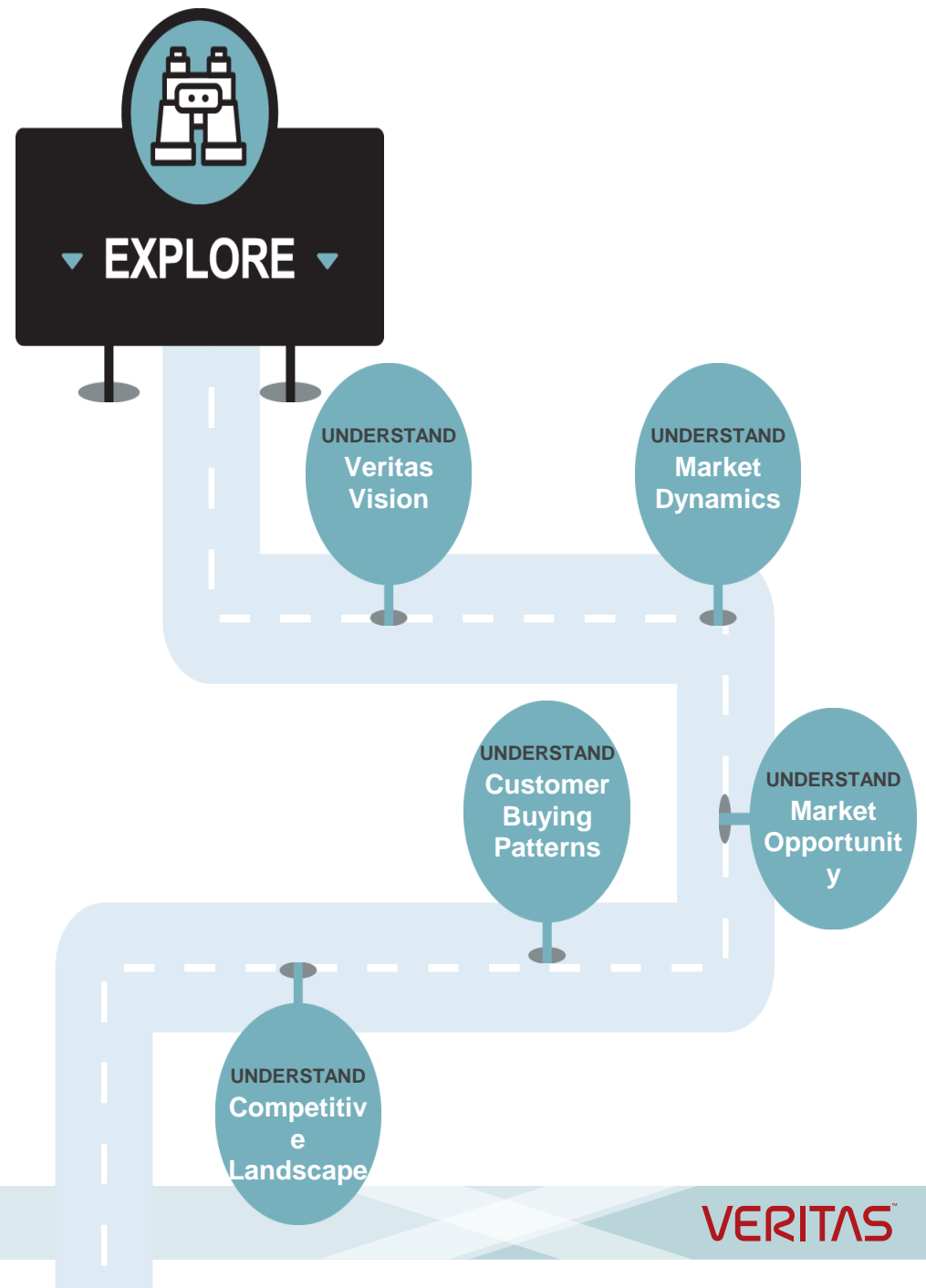
- 3 step/phase framework designed to help prepare, enable your teams & increase your sales
- Defined approach to engaging with Veritas
- Identifies resources in each stage to help grow your partnership & business with Veritas
 - How to access
 - When to use

HOW DOES IT HELP YOU?

Planning & Alignment

We provide market intelligence to familiarize you with the business opportunity, customer benefits & how Veritas will give you a competitive edge.

1. Make investment decision
2. Grow your business
3. Deepen partnership with Veritas

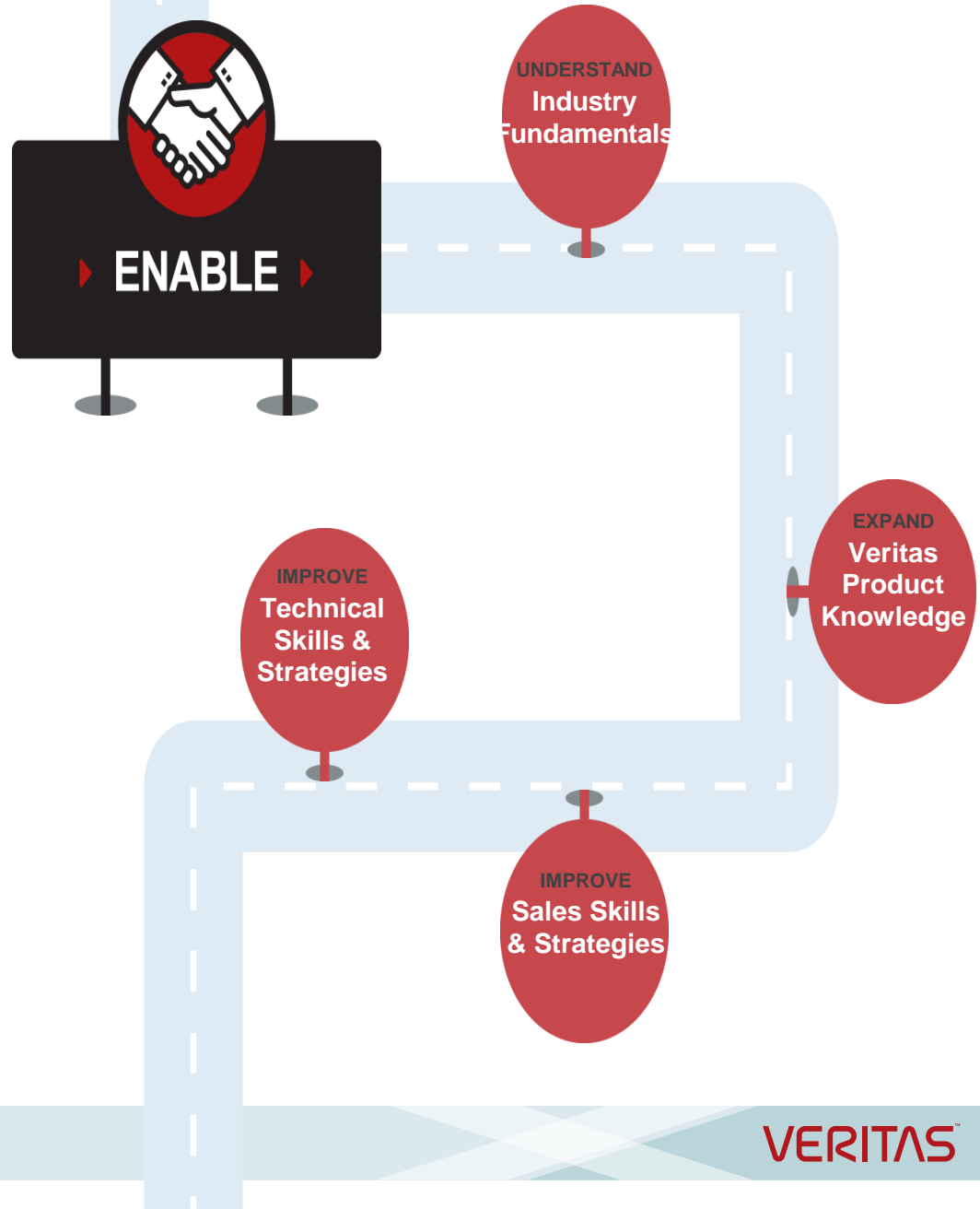


HOW DOES IT HELP YOU?

Business Practice Development

Quickly ramp up your teams productivity with training & resources to grow sales and technical skills with a consistent, repeatable approach.

1. Drive sales with expertise
2. Add value to customer
3. Ensure customer success

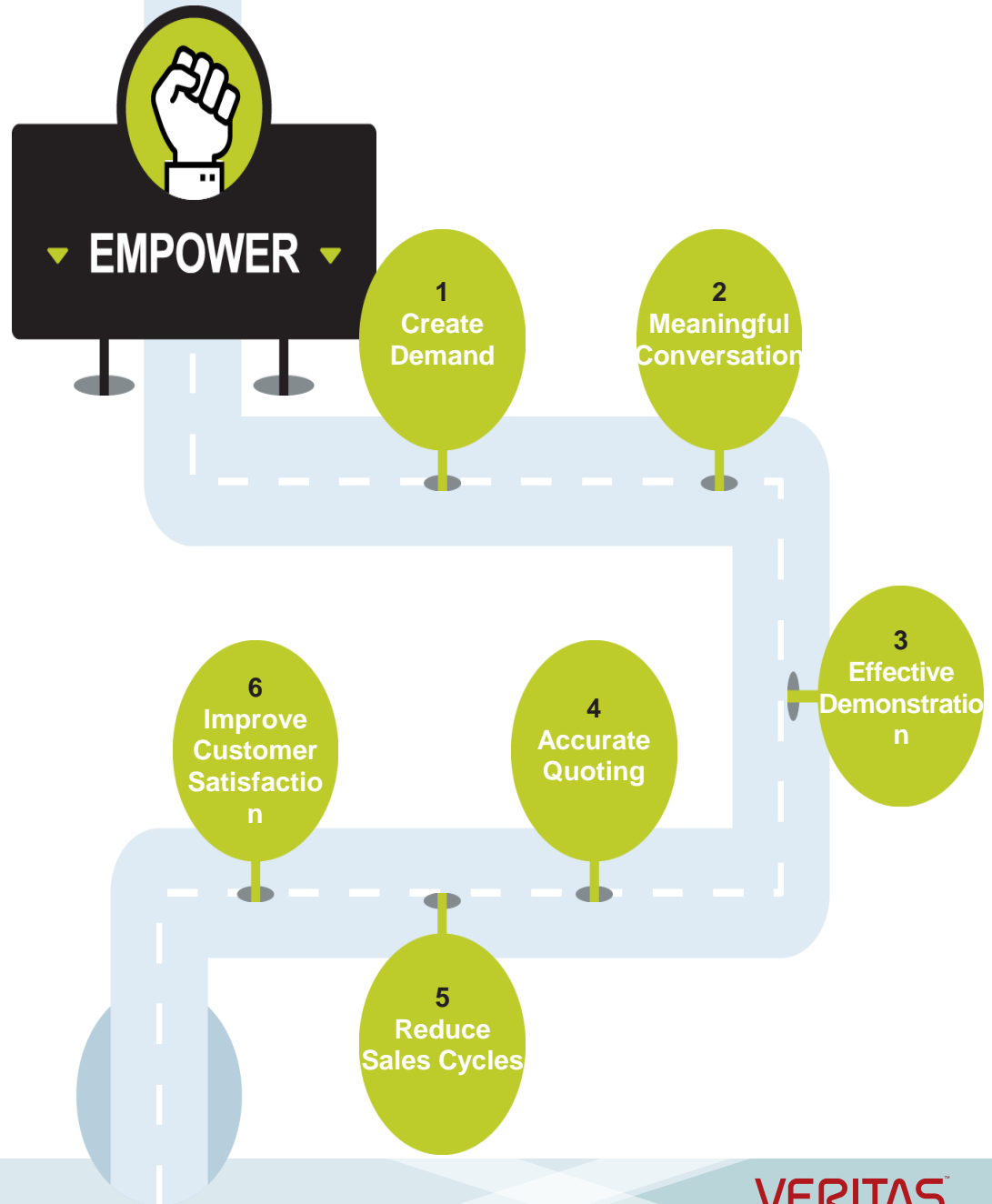


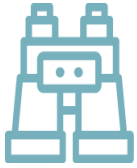
HOW DOES IT HELP YOU?

Sales & Marketing

Leverage the right tools at the right time to create opportunity & drive your customer conversations.

1. Drive demand
2. Communicate the value
3. Execute consistently





PHASE 1: EXPLORE

We want to make sure you're in prime position to sell Veritas with confidence — through market intelligence found in step-by-step guides that take you through all opportunities, solutions and programs.

Goal

To articulate a vision that helps you learn to grow your business

Asset Highlights

- Veritas Vision Conference
- Market Opportunity Guides
- Solution One Pager(s)
- Worldwide Sales and Marketing Conference (WSMC)
- Partner Link Conference

<http://veritaspartnerenablement.com>





PHASE 2: ENABLE

By enabling you with Veritas information, ordering processes, contract options and our intuitive sales system, you'll develop the depth of expertise and competency you need to drive sales and become a trusted Veritas advisor.

Goal

To provide you with a training plan that develops your expertise

Asset Highlights

- Partner Operations Enablement Site
- Veritas University for Partners
- Product eLearning training courses
- IM Fundamentals
- Veritas eLibrary
- Veritas Sales Academy – Virtual
- Veritas Technical Academy – Virtual
- Veritas Partner Sales Academy – LIVE
- Veritas Technical Bootcamp
- Regional Newsletters, Webinars & Events

<http://veritaspartnerenablement.com>





PHASE 3: EMPOWER

Get all the support you need to sell Veritas. From relevant marketing resources to in-depth selling tools to help guide your buyers through the decision-making journey.

Goal

To give you the tools you need to drive sales faster

Asset Highlights

- The Grid: Partner Demand Generation Center
- Sales & Partner Playbook(s)
- Executive Briefing Centers
- Not for Resale (NFR) Product
- SKU Generator Tool for Backup Exec
- Professional Certifications
- Partner Resource Center

<http://veritaspartnerenablement.com>

