



Confidence in a connected world.



Software as a Service: *Revolutionizing Software Delivery*

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On Demand Software (SaaS) Defined



Software,

- Designed to leverage the web.
- Delivered as a service.
- Hosted by the vendor.
- Priced on a subscription basis.



Drivers

- Escalating competition
- Dispersed workforce
- Data explosion and risks
- Growing IT complexity
- Tightening budgets
- Intensifying focus on core businesses
- Increasing interest in 'out-tasking'

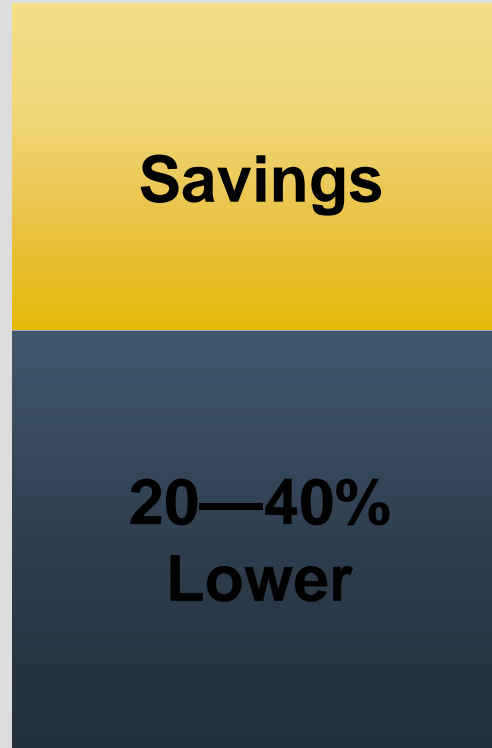
Bottom-Line Impact of SaaS



**On Premise
Total Cost of Ownership**



**SaaS
Total Cost of Ownership**



No Capital Expenses

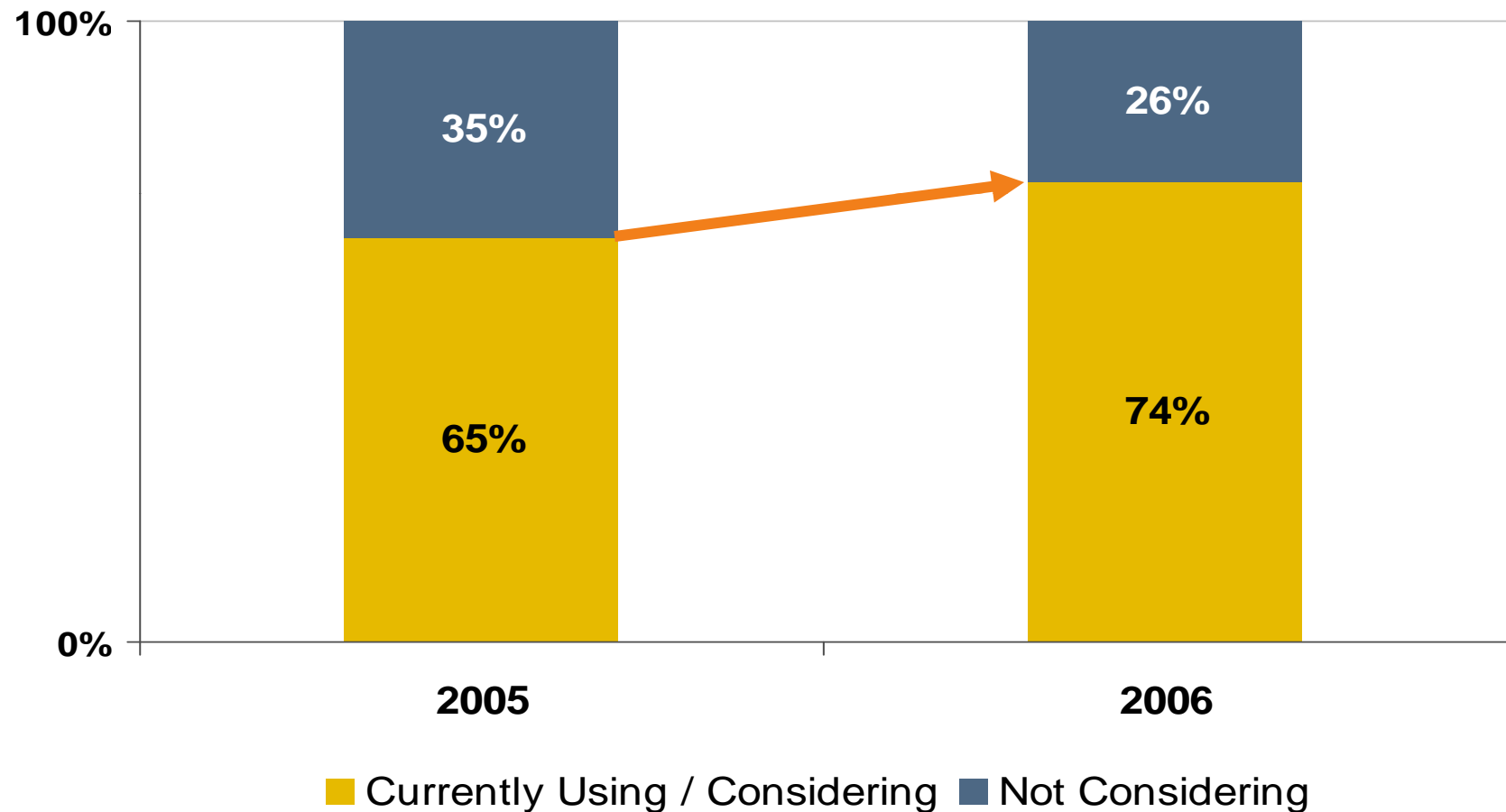
Faster Deployment

Managed by Experts

Interest in SaaS Continues to Grow

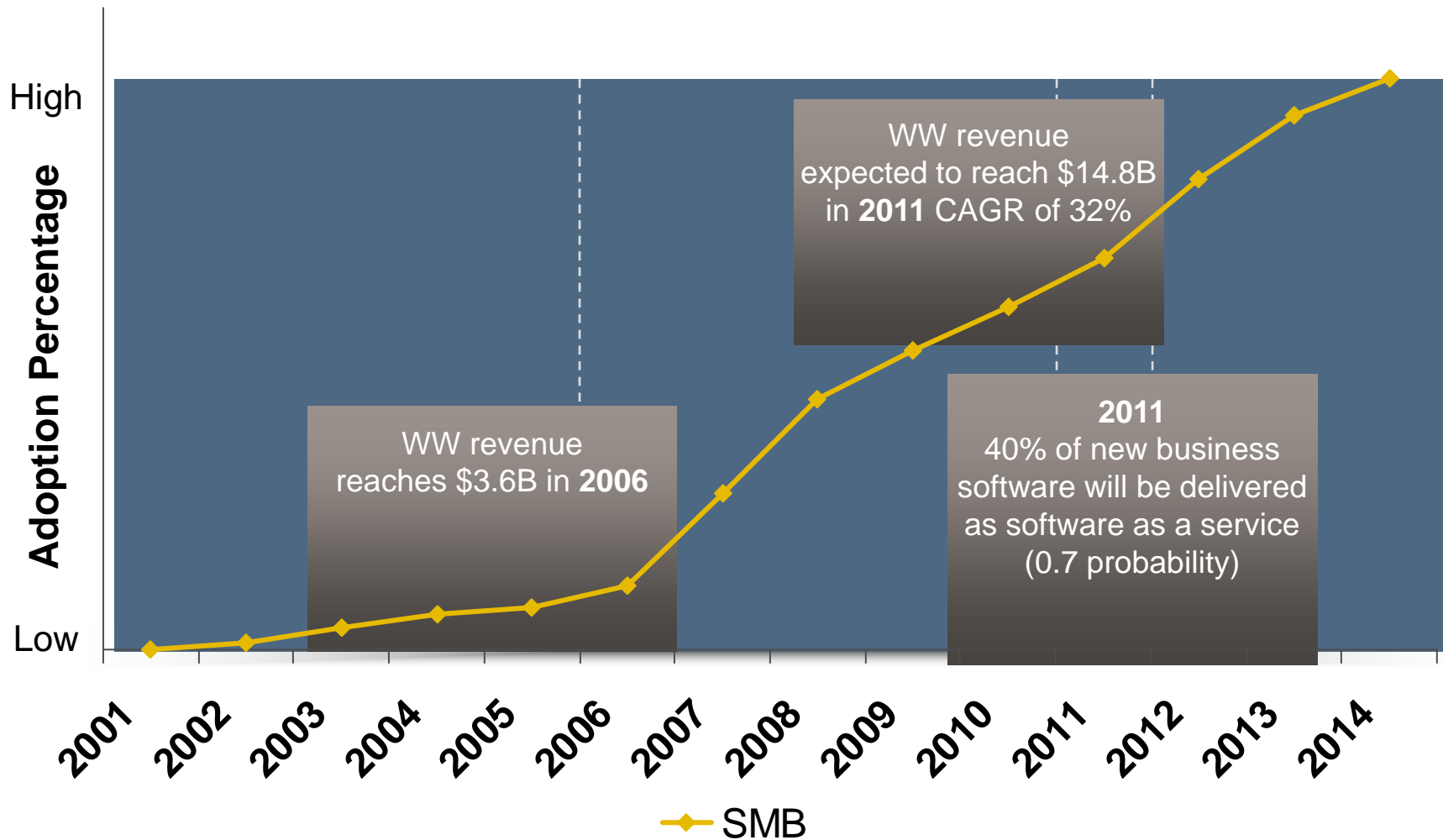


SaaS Adoption Survey Results (n = 117)



Source: THINKstrategies/Cutter Consortium 2006

Software as a Service Adoption



Symantec graph based on industry data. Sources include: Gartner Predicts 2007: Software as a Service Provides a Viable Delivery Model, November 2006, IDC: Worldwide Software on Demand 2007 - 2011 Forecast Update and 2006 Vendor Shares: Sky's the Limit for On-Demand Providers, Saugatuck Technology; Saugatuck 2nd Annual SaaS Research Program *Preliminary Research Findings*, March 2007

Moving from SaaS 1.0 to 2.0



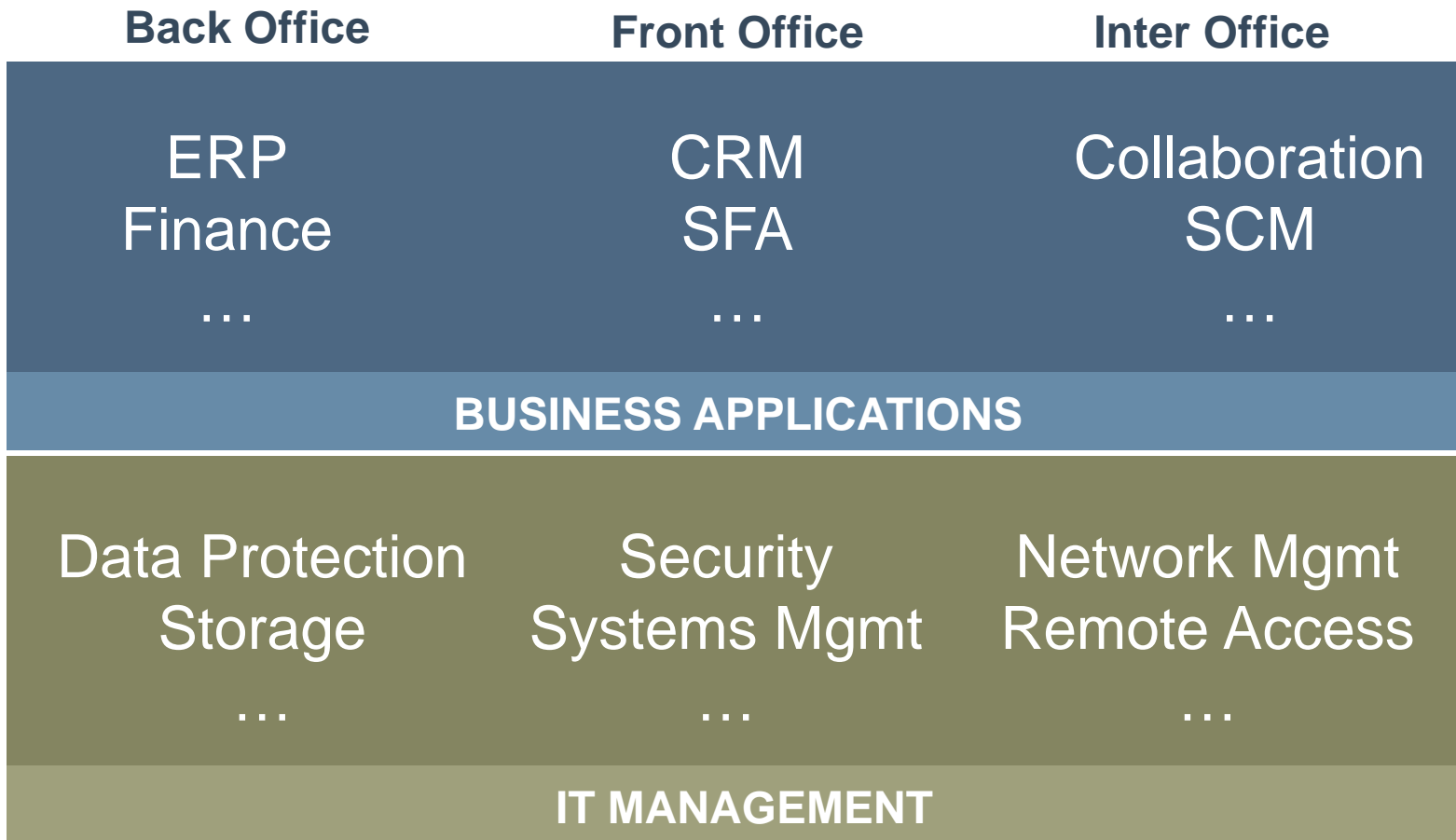
SaaS 1.0

- Simple, hosted apps
- Focus on business apps
- One size fits all, no customization
- Limited control and accountability
- Proved the concept

SaaS 2.0

- Multidimensional apps
- Includes IT management
- Multiple configurations, more versatile
- Greater control and vendor accountability
- Producing greater value

SaaS Expands from Business Apps to IT Management



The Time is Right



Software as a Service

Growing adoption for "on-demand software." SaaS offerings complement existing investments

Technological Advances

Symantec Protection Network

Technological advances combined with declining system, storage and bandwidth costs

Extending to the IT infrastructure

Online services go beyond applications to offer complete IT infrastructure protection

Symantec Software: Delivered as Online Services



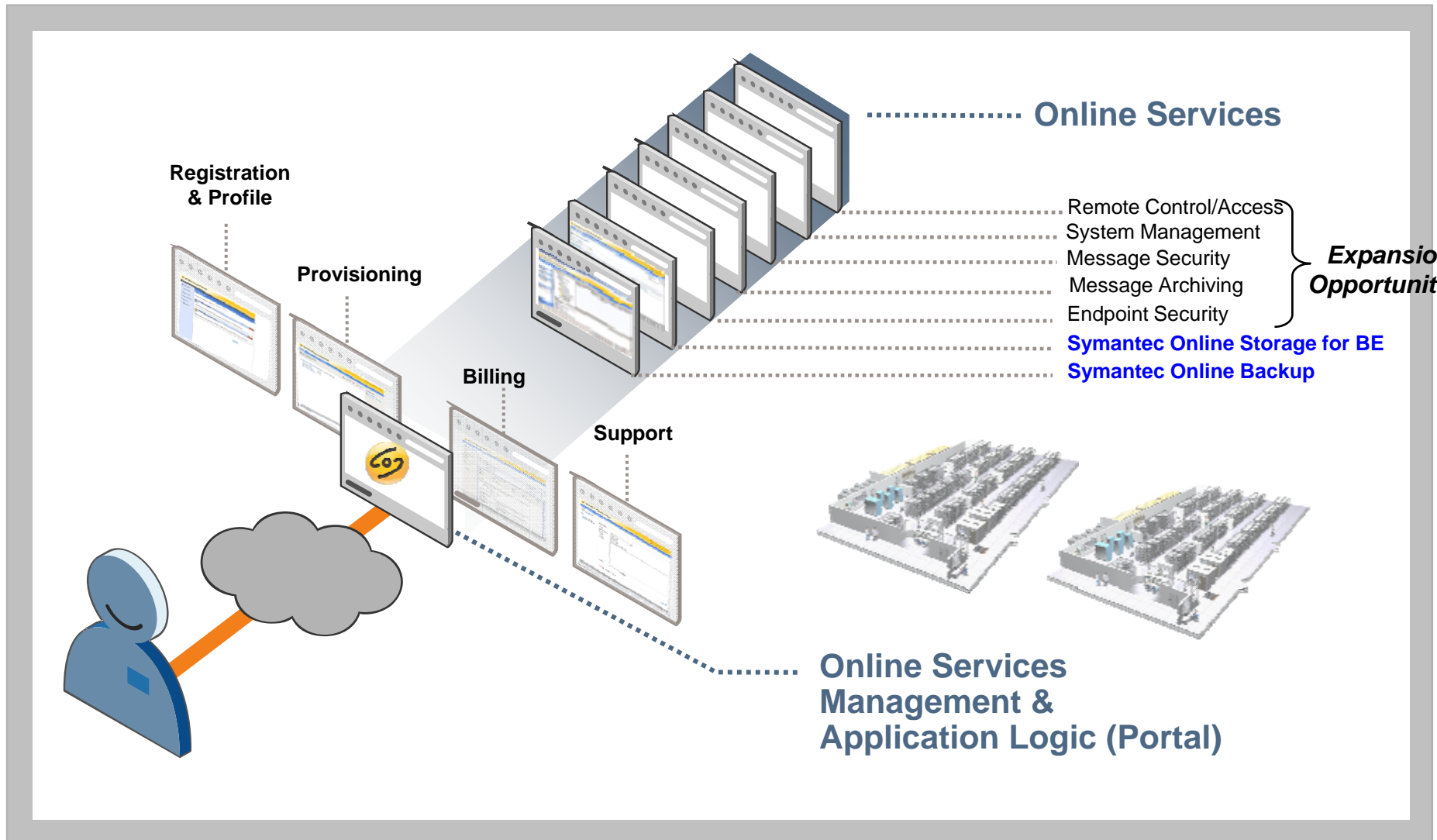
The screenshot shows the 'Symantec Protection Network' interface. On the left is a vertical navigation menu with six steps: 1. Service Selection (highlighted), 2. Personal Profile, 3. Company Profile, 4. Payment Information, 5. Review Order, and 6. Install Software. The main content area is titled 'Service Selection' and includes a text input field for a partner code. Below this are two service options, each with a 'Select' button:

- Symantec Online Backup**: Symantec Online Backup provides secure, reliable, and easy to use offsite backup for your mission critical data.
- Symantec Backup Exec Online Storage**: Symantec Backup Exec Online Storage provides secure, reliable, and easy to use offsite backup for your mission critical data.

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- Easy to use, easy to manage
- Secure and proven from the trusted market leader
- Cost effective
- Pay-as-you-go based upon services and capacity

Symantec Protection Network



Top Business Issues



No backup solution

Provide an easy-to-deploy and configure backup solution

No offsite backup solution
(new customer)

Provide seamless offsite backup for new customers

No offsite backup solution
(existing BE customers)

Deliver an offsite solution for Backup Exec 12 that can be purchased and managed easily

Lack of central service provider

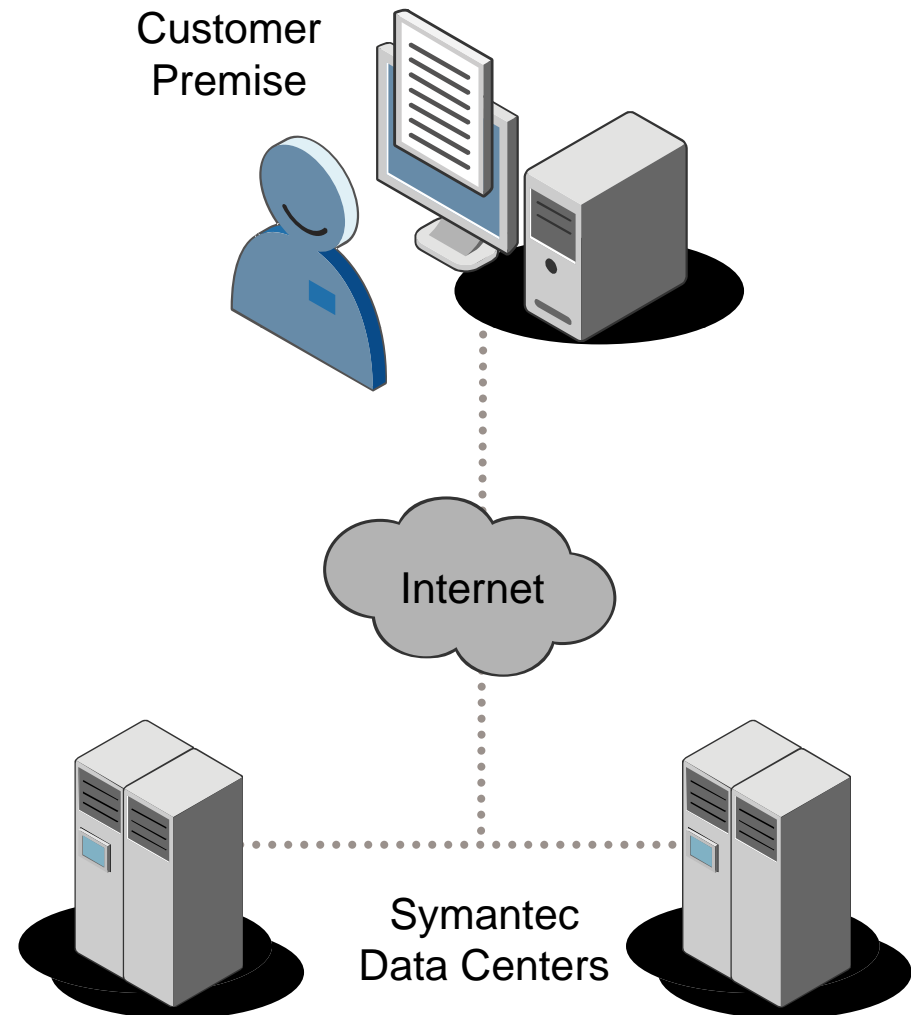
Provide first of many integrated solutions from SPN

Symantec Online Backup



Online Backup

- Always-on protection
- Web-based application
- Accessible from anywhere
- Private Key Encryption
- Redundant Data Centers
- Version history
- Reporting
- Alerting



Introducing a New Service: Online Storage



The screenshot shows the Symantec Backup Exec 12 for Windows Servers interface. The 'Storage Devices' tree is expanded, and 'Symantec Protection Network' is highlighted with an orange box. The interface includes a menu bar (File, Edit, View, Network, Tools, Window, Help), a toolbar (Backup, Restore, Job Setup, Job Monitor, Alerts, Reports, Devices), and a left-hand navigation pane with sections for General Tasks, Device Tasks, and Media Tasks. The main pane displays a tree view of storage devices, including Device Pools, All Devices (Config1160VM0), Config1160VM0, Stand-alone Drives, Robotic Libraries, Backup-to-Disk Folders, Removable Backup-to-Disk Folders, Symantec Protection Network, and Cascaded Drive Pools. A right-hand pane shows a list of device names: Config1160VM0 and Device Pools. Below the tree view, there is a 'Storage Devices' section with a note: 'Note: Since devices can be offline per machine, when a device is shared, device count.' and a table with columns: General, Count, Offline, Paused, Disabled. The table contains data for Robotic libraries, Robotic library drives, and Stand-alone drives.

General	Count	Offline	Paused	Disabled
Robotic libraries:	0	0	0	0
Robotic library drives:	0	0	0	0
Stand-alone drives:	0	0	0	0

**Symantec Online Storage for
Backup Exec**

Integrated with and
managed from
Backup Exec

Symantec Protection Network: Customer Value Proposition



Easy to use



- Simple, intuitive registration process
- Straightforward, rapid implementation

Affordable



- No additional IT infrastructure or support staff
- Upgrades and maintenance managed by Symantec and part of the subscription cost

Enterprise-Class Service



- Secure 256-bit encrypted data
- Reliable, SAS 70 Type II-certified, Symantec-managed data centers with redundant data storage

Additional Information



- Visit www.spn.com
 - Sign up before April 30, 2008 and get your first three months free



QUESTIONS & ANSWERS

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