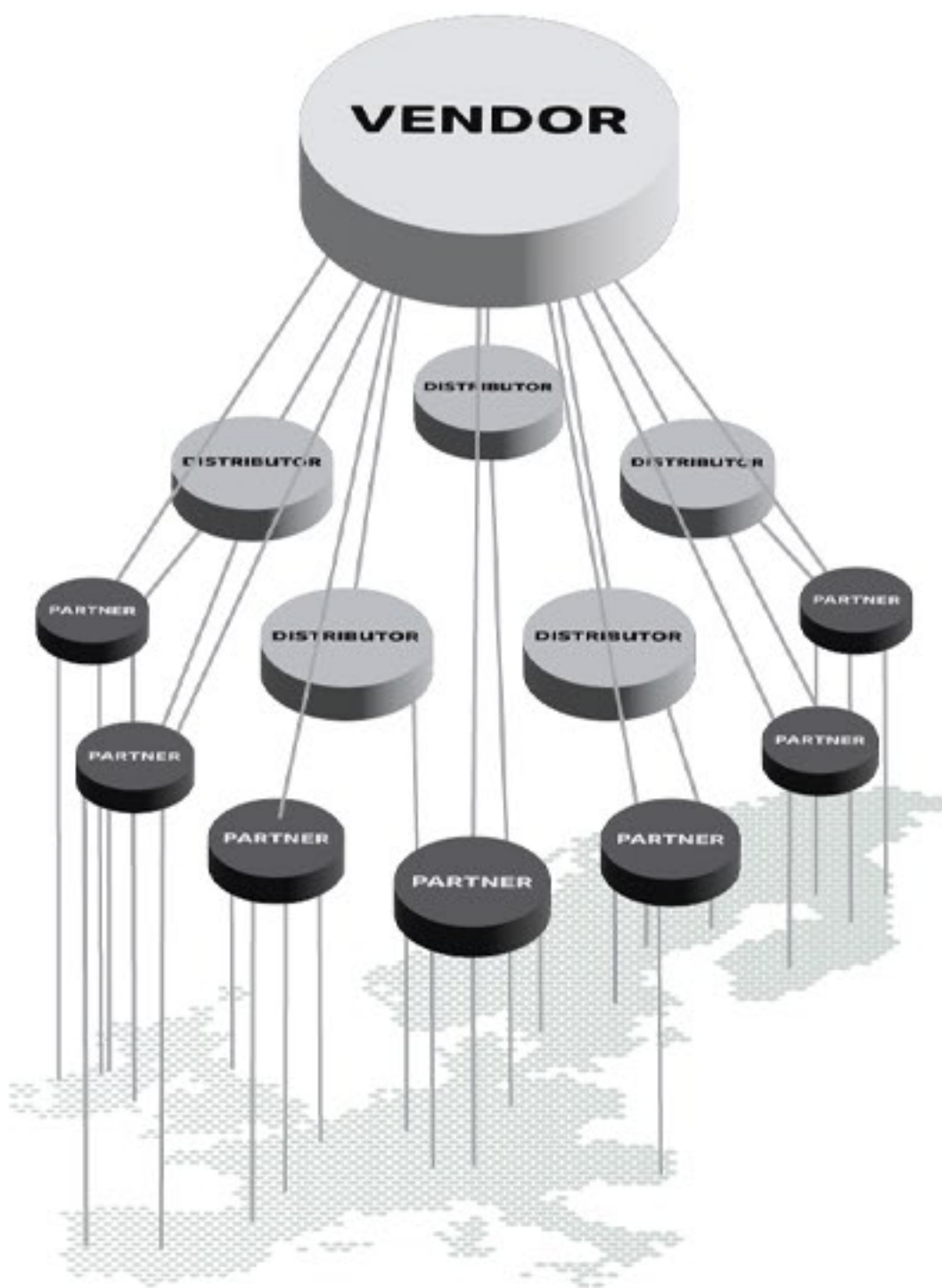


### Traditional Channel Model



#### Customer Advantages

- Industry-leading, integrated hybrid-capable Symantec portfolio
- Simplicity for users with maximum security
- Flexible pricing programs to accelerate time to value
- Outstanding user experience
- Reduced total cost of ownership

### Beyond Distribution Model

Greater flexibility, autonomy and efficiency



#### Arrow

- Global technology provider of products, services and solutions
- Serving channel ecosystems for VARs, system integrators and service providers

#### Symantec by Broadcom

- Unifying cloud and on-premises security to provide advanced threat protection and information protection
- 228 customers in the Fortune 500 – Protects 13 of the top 15 banks globally

#### Arrow | Symantec Partnership

- Arrow has been partnering with Symantec in Europe since 2002
- Today, Arrow defines the Symantec European pre- and post-sales cycle sales strategy
- Our Cybersecurity Aggregator Program is transforming the mid-market and SMB channel sales model

#### Partner Advantages

- Easy access to the broadest cybersecurity portfolio
- Faster & more predictable procurement process
- More opportunities and unrivalled rewards to increase profitability
- New tools and services to drive customer value, locally