

# Help customers safely embrace Copilot AI with Symantec Data Loss Prevention (DLP)

## Safely enabling Copilot with Symantec® DLP is quick and easy, and could be the pathway to something big!

Businesses anticipate widespread adoption of Microsoft Copilot for Office 365, but data governance remains a key challenge. Symantec DLP offers a perfect solution, helping customers implement controls efficiently and securely while ensuring compliance and data protection.

## Symantec DLP Cloud helps speed up Copilot implementation...

The global market for DLP is expected to double to \$4.5 billion by 2028. As an Arrow Cybersecurity Partner, we want you to be ready to capitalise on this potential. Check out the Arrow Partner benefits including:

- **Detects confidential, regulated or private data** and applies the right labels.
- Symantec DLP **uses the Microsoft's DLP API**.
- Consistently **applies governance policies** to archive and future data sources.
- A small start can **quickly yield significant benefits**.

## ... and much, much more

- Delivers cloud app security through CASB (SaaS and IaaS)
- Discover and Control Shadow IT, Shadow Data and Shadow AI
- Extend DLP across cloud, web and email channels
- Prevent insider risk and external threats
- Acts as a springboard to sell other professional service opportunities for DLP (e.g. installation, ongoing health checks and data governance reviews).

## The opportunity is huge and so are the rewards

- Symantec DLP sales are eligible for **Arrow Partner Deal**<sup>1</sup> and **Double Deal Registration**<sup>2</sup>, **Specialisation Program**<sup>3</sup> and **Switch and Win Big**<sup>4</sup> rewards and discounts.
- **Switch and Win Big**<sup>4</sup>: Arrow will immediately buy back up to 12 remaining months of your customer's competing solution licenses.
- **Earn a 10% rebate**<sup>5</sup> for conducting a Proof of Concept (POC) or Proof of Value (POV) with DLP prospects, valued at €5K.
  - ▶ **Next step:** Offer your customers a FREE Symantec DLP Cloud trial. It's a great way to discover the AI data governance challenges they face. It also will unearth Shadow AI use in their organisation and how they can protect sensitive data using DLP policies.



**Visit the Arrow Partner Hub for more information on the opportunities for Symantec DLP**

<sup>1</sup> [Deal Registration Program TnCs.](#) <sup>2</sup> [Double Deal Registration Discount TnCs.](#)

<sup>3</sup> [Specialisation Program TnCs.](#) <sup>4</sup> [Win-Back Program TnCs.](#) <sup>5</sup> [DLP Rebate Program TnCs.](#)

## Symantec DLP

### Help for organisations deploying Copilot

Copilot crawls across enterprise data, relying on the customers to classify information as confidential. That's why Microsoft advises establishing Data Governance before deployment.

Symantec DLP ensures security by automatically scanning, classifying, and labelling data before Copilot accesses it.

With advanced detection, it scans data in use and at rest, applying policies consistently to eliminate human error.

No wonder Symantec DLP is trusted by the world's most data-sensitive and heavily regulated industries.

*“15 of the world's top banks, as well as many major healthcare providers and government agencies, won't go anywhere else than Symantec for their DLP.”*