

SYMANTEC.

TM

SUITE PROFITS



PowerPoint layout,
design and animation
by Stephen O'Keefe for
The Justin Poy Agency
August 8, 1998

SYMANTEC.

Our programs are on speaking terms.

Software that works best with each other.

SYMANTEC has raised the bar to entry into the integrated software market and firmly establishes itself as an industry leader.

No longer will stand-alone software be acceptable unless it is fully integrated with other related software.

With the all-new Norton SystemWorks we've stepped above the competition through seamless integration.

Norton SystemWorks holds a seamless integration of five (5) of our utility programs.

This suite contains full-version programs which are connected through a single Graphic User Interface (GUI) that will allow you to use all of them together effortlessly.

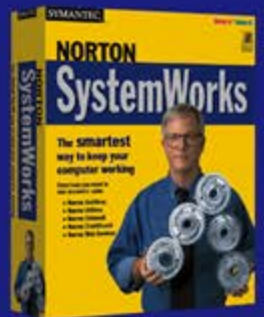
The programs speak to each other and launch one another when a particular function is needed.

This effective integration enables you to avoid software conflicts and typical third-party nightmares by using only SYMANTEC products.

SystemWorks keeps an eye on your system - so you don't have to.

*Five (5) reliable utilities in a single
Graphic User Interface for one low price.*

- Now you can fix and prevent Windows system problems effortlessly.
- SystemWorks operates these powerful utilities through one GUI, yet ALL of SYMANTEC's products operate together and communicate efficiently and effectively with each other.
- It's the key to our success.



**With SYMANTEC products,
you will actually see how programs
communicate with each other.**



Products that will move you.

A complete solution for today's 'Road Warrior'.

- Today, people work outside the confines of four walls and a cubicle.
- SYMANTEC's goal is to provide a complete and seamless software solution for the mobile professional.
- SYMANTEC has created programs that enable a Road Warrior to be effective and successful while on the road.



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Norton Mobile Essentials Makes Business Travel Easy

“It (Norton Mobile Essentials) collects most of the pieces a travelling executive needs to get connected to that all-important email, in a slick interface that’s push-button easy to use.

Now, if it could only carry your luggage.”

**Lynn Greiner,
Toronto Computes!
August, 1998**



Suitable for novice and expert users, these new products are designed specifically to increase productivity.

"Make Yourself Available Anywhere"

TalkWorks Pro, SYMANTEC's small business voice-mail software, which now includes the full version of WinFax Pro 9.0 will page you when faxes or messages are received. This software will even call you on your cell phone!



Break the perception of the 'one man show'.



SYMANTEC mobile products
are all designed to make
small business operators look professional
no matter where they're working from.

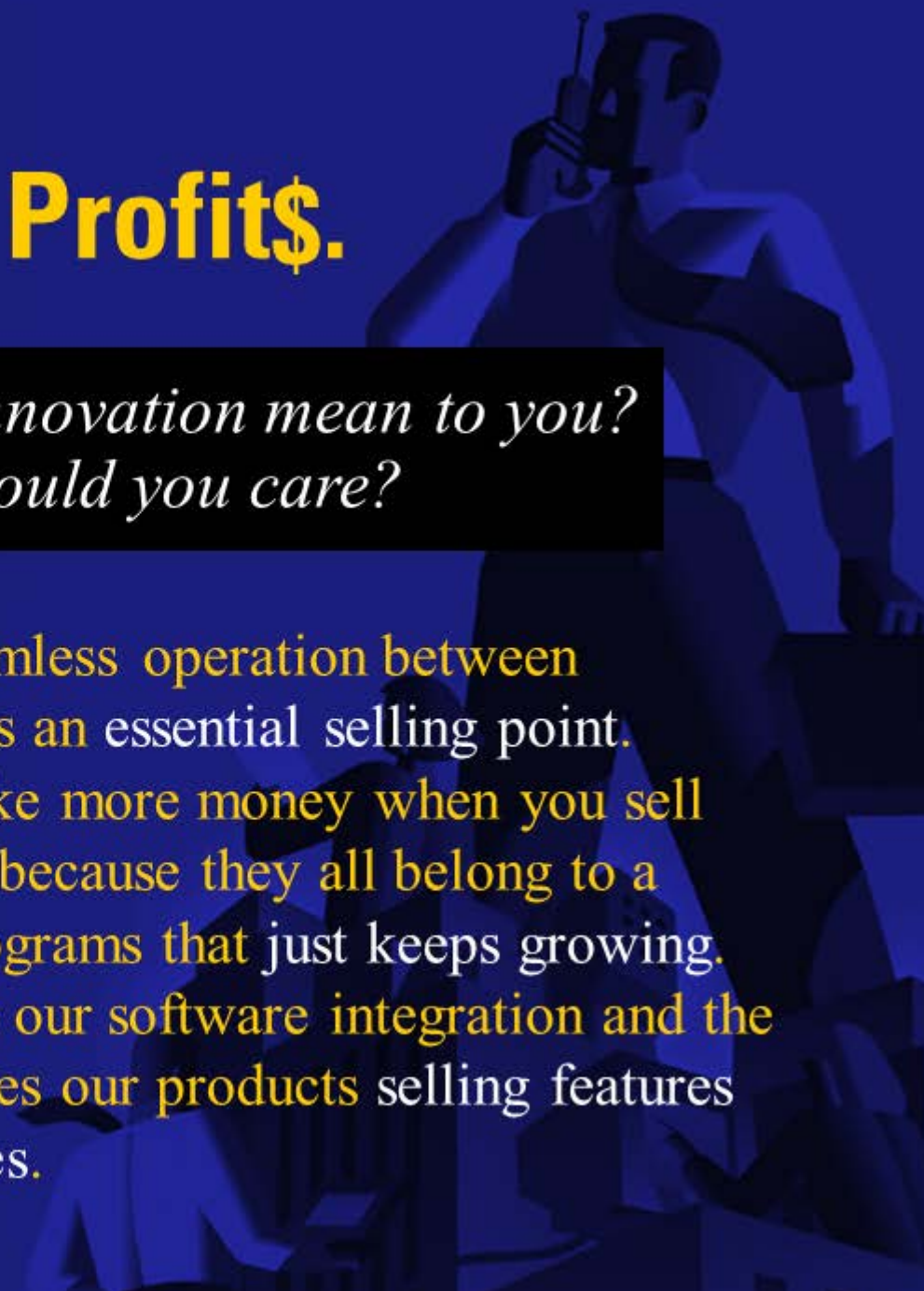
"Work Virtually Everywhere."

SYMANTEC

Suite Profits.

*What does all this innovation mean to you?
And why should you care?*

- The integration and seamless operation between programs can be used as an essential selling point.
- You, as the reseller, make more money when you sell SYMANTEC products because they all belong to a family of integrated programs that just keeps growing.
- Our unique approach to our software integration and the mobile professional gives our products selling features that speak for themselves.



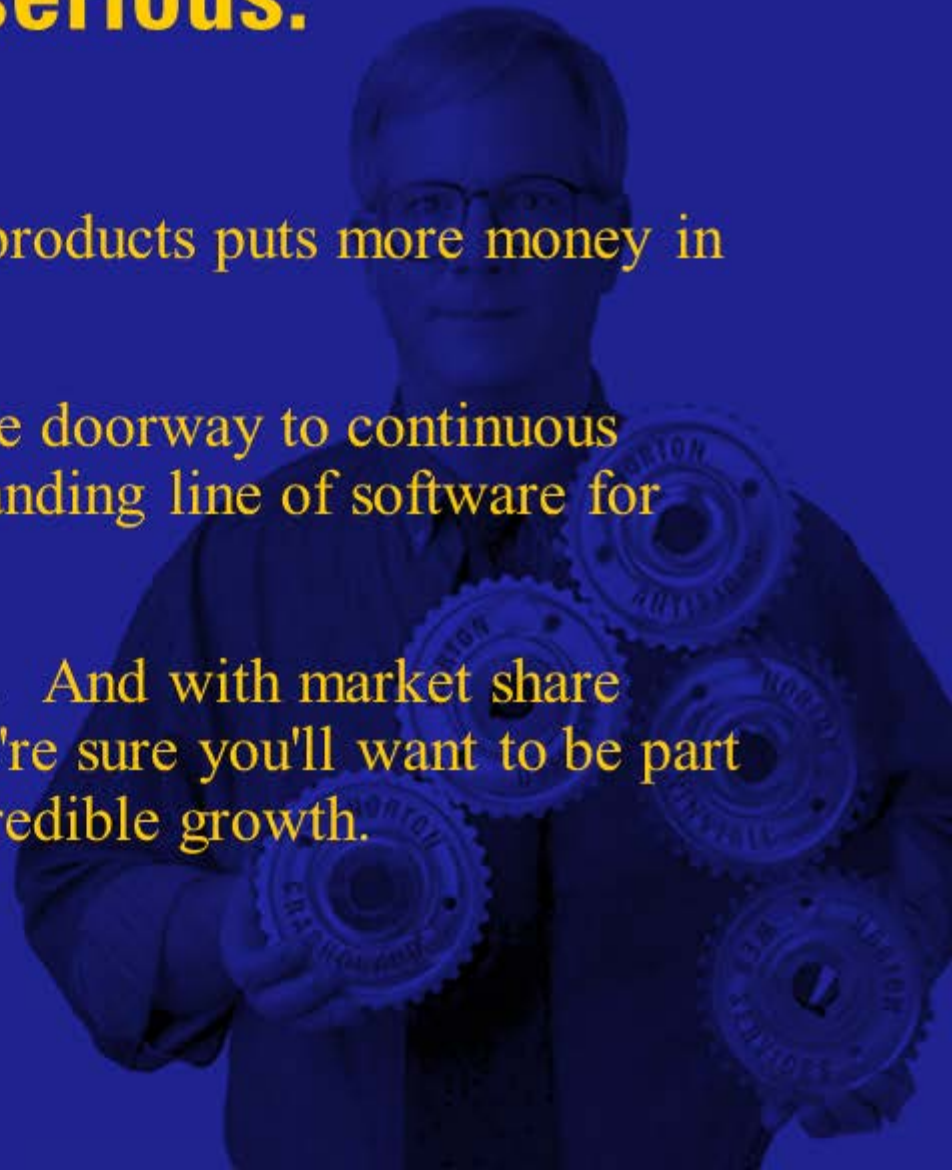


Selling SYMANTEC products opens a whole line of purchasing options.

- Our research shows that a majority of computer users purchase only one (1) utility software program. More specifically, 12% of SYMANTEC customers own more than one SYMANTEC utility product. That leaves the door wide open on the other 88%. Imagine being able to up-sell this target group on the entire SystemWorks package at a suggested retail price of only \$149.00. Right up front!
- With our integrated solution, you'll have more customers walking away with a full utility package. A perfect approach towards a market segment that would not have otherwise purchased anything more.

We're serious.

- Selling SYMANTEC products puts more money in your pockets.
- SYMANTEC opens the doorway to continuous profits through an expanding line of software for today's professional.
- We know our business. And with market share numbers like these, we're sure you'll want to be part of SYMANTEC'S incredible growth.



Our Market Share

■ Symantec

■ The Other Guys



REMOTE ACCESS
SYMANTEC (pcAnywhere)

75%



FAX SOFTWARE
SYMANTEC (WinFax)

83%



CONTACT MANAGEMENT
SYMANTEC (ACT!)

85%



SYMANTEC
(Norton SystemWorks)

UTILITIES
SYMANTEC (NU) 41%

ANTI VIRUS
SYMANTEC (NAV) 46%

SYMANTEC

**SYMANTEC products – a family
of fully integrated
software programs
that keeps on growing.**

*SYMANTEC is dedicated to working with you
and we want to give you every opportunity
to share in our success.*

**Boost your profits
with our extensive line of NEW
SYMANTEC PRODUCTS.**

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