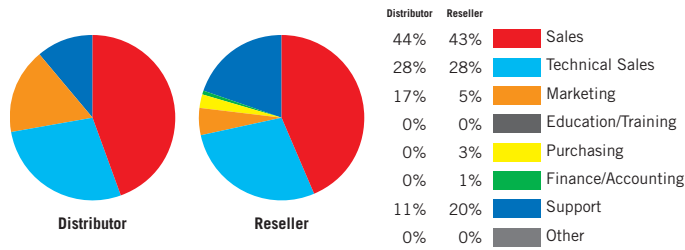
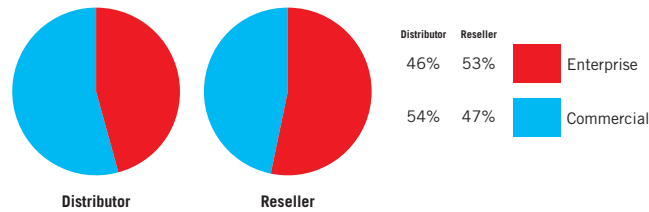


# VERITAS PARTNER SURVEY

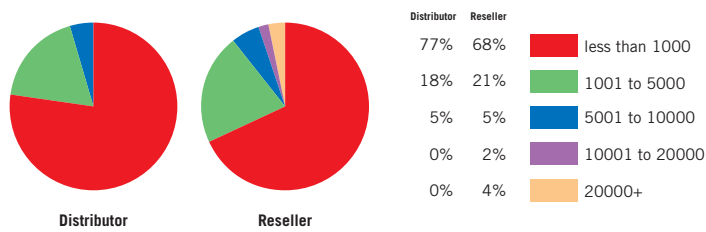
## 1. What is your job function?



## 2. Which range of VERITAS products does your company currently sell?



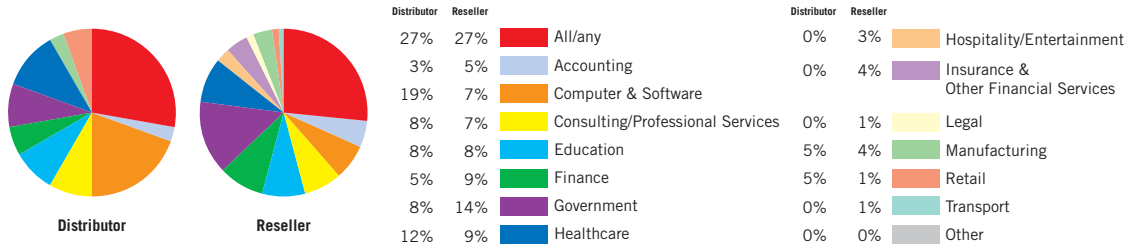
## 3. Approximately how many active customers do you have?



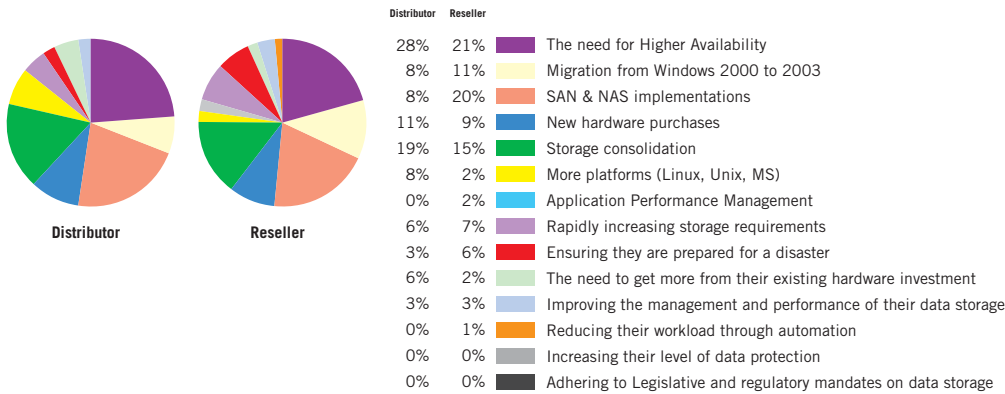
## 4. Can you estimate how much of your business goes to customers with the following number of servers?

% of Business	Distributor		Reseller		26-50%		51-75%		76-100%	
	0%	1-25%	26-50%	51-75%	76-100%	0%	1%	2%	3%	
1000+ servers	77%	81%	23%	13%	0%	3%	0%	2%	0%	1%
251-1000 servers	41%	59%	54%	28%	5%	11%	0%	2%	0%	0%
51-250 servers	18%	37%	64%	35%	18%	21%	0%	3%	0%	4%
11-50 servers	5%	22%	27%	39%	59%	31%	9%	5%	0%	3%
<=10 servers	5%	26%	45%	42%	36%	21%	14%	8%	0%	3%
<=2 servers	7%	44%	12%	30%	2%	11%	0%	4%	1%	11%

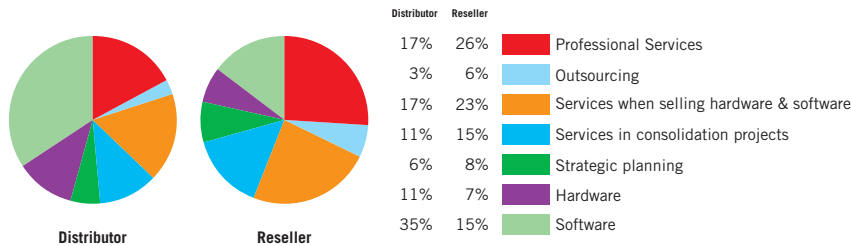
6. Which vertical markets do you typically target?



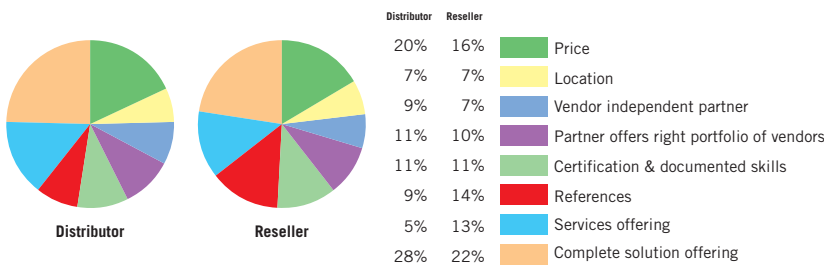
7. What 3 factors do you believe will drive your customers' future purchases of storage software?



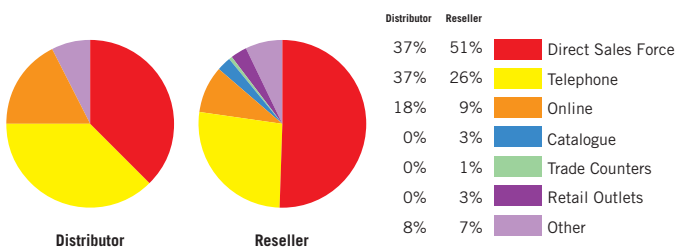
8. Where do you see the greatest revenue potential?



9. What are the most important factors for customers when choosing a reseller to purchase from?



10. How do your customers prefer to purchase storage software?



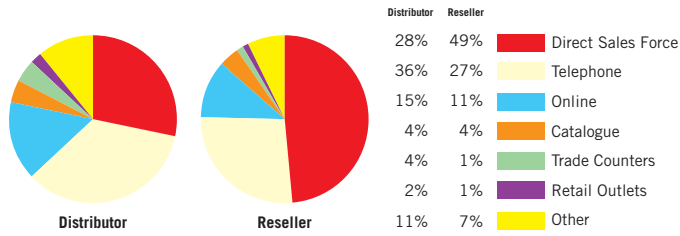
**11. How important are the following, when choosing a storage software vendor?  
(1-5, 1 = not at all important, 5 = extremely important)**

SCORE	Distributor					Reseller				
	5	4	3	2	1	5	4	3	2	1
Product Portfolio	13%	7%	6%	2%	12%	10%	7%	6%	5%	4%
Price	11%	6%	9%	5%	0%	7%	9%	8%	3%	3%
Training / certification programs	0%	5%	9%	12%	18%	3%	6%	9%	11%	10%
Discounts, rebates	4%	7%	7%	10%	12%	3%	6%	8%	14%	16%
Service / support / warranties	19%	5%	7%	2%	0%	18%	7%	3%	1%	1%
Delivery	4%	10%	8%	5%	0%	8%	7%	7%	7%	5%
Brand	0%	7%	8%	13%	12%	4%	6%	10%	9%	7%
Local resources, availability, direct contact/relation with vendor sales force	13%	10%	4%	2%	6%	9%	8%	5%	6%	4%
Easy administration	9%	9%	6%	7%	0%	10%	9%	5%	4%	3%
Marketing support, information and material	4%	5%	7%	18%	0%	3%	5%	9%	12%	15%
Leads	6%	5%	8%	5%	22%	5%	5%	8%	10%	14%
Large installed base	0%	4%	12%	5%	12%	2%	9%	9%	7%	9%
Products that are easy to integrate with other vendor equipment/solution	13%	12%	3%	2%	0%	11%	9%	5%	4%	3%
Clear vision and strategy	4%	8%	6%	12%	6%	7%	7%	8%	7%	6%

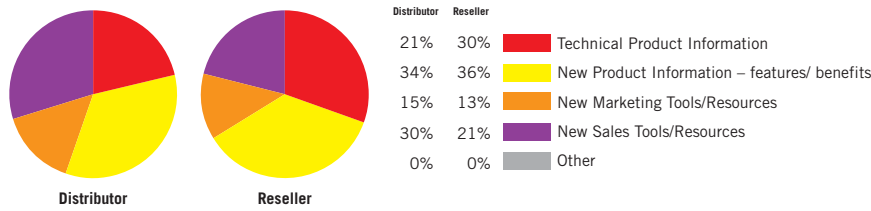
**12. How well does VERITAS meet these criteria?  
(1-5, 1 = not at all important, 5 = extremely important)**

SCORE	Distributor					Reseller				
	5	4	3	2	1	5	4	3	2	1
Product Portfolio	16%	10%	2%	3%	0%	16%	11%	3%	0%	1%
Price	2%	4%	12%	13%	0%	3%	5%	9%	12%	7%
Training / certification programs	9%	5%	9%	8%	11%	4%	7%	9%	7%	6%
Discounts, rebates	0%	6%	10%	15%	0%	1%	3%	12%	13%	9%
Service / support / warranties	2%	7%	9%	5%	0%	6%	7%	8%	7%	3%
Delivery	0%	12%	6%	5%	0%	6%	10%	7%	5%	1%
Brand	11%	7%	7%	3%	0%	18%	8%	5%	2%	2%
Local resources, availability, direct contact/relation with vendor sales force	17%	7%	3%	8%	0%	7%	7%	7%	8%	7%
Easy administration	7%	9%	6%	3%	11%	7%	7%	7%	7%	1%
Marketing support, information and material	9%	7%	8%	5%	0%	5%	7%	8%	7%	3%
Leads	0%	1%	8%	21%	56%	1%	2%	6%	19%	55%
Large installed base	11%	6%	7%	5%	11%	13%	9%	5%	4%	2%
Products that are easy to integrate with other vendor equipment/solution	7%	10%	7%	3%	0%	6%	10%	6%	4%	1%
Clear vision and strategy	9%	9%	6%	3%	11%	7%	7%	8%	5%	2%

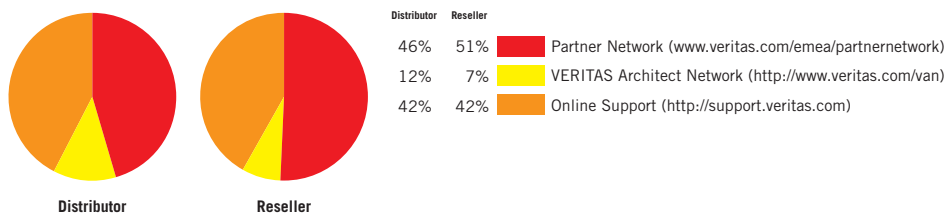
13. What are your primary sales channels?



14. What news would you classify as 'critical' to receive from VERITAS?



15. Which of the following VERITAS communications/resources do you use?



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For additional information about VERITAS, its products, or the location of an office near you, please call our corporate headquarters or visit our website at [www.veritas.com](http://www.veritas.com)