



## STRONG RELATIONSHIP

Westcon and Palo Alto Networks have developed a strategic partnership which represents a **Global Distribution Agreement**.

## TEAM OF EXPERTS

Our dedicated Palo Alto Networks sales teams deliver **proactive account management**, working alongside technical experts to provide you with a wide range of **services, training and consultancy**.



## MARKETING SUPPORT

Our marketing teams and **Marketing-As-A-Service (MAAS)** offering drive opportunities through new business, upsell and refresh programs.

## WESTCON-COMSTOR ACADEMY

As a **Palo Alto Networks Certified Professional Services Provider (CPSP)**, we offer a **comprehensive range of technical courses** designed to **educate your staff and customers**. **Individual training sessions** also ensure that you will always be able to exploit the **full potential** of Palo Alto Networks solutions.

## PROFESSIONAL SERVICES

Our team of certified Palo Alto Networks engineers can support you during **any project phase**. We help you **build and deploy the right solution** for your customers and deliver **comprehensive support services**. Our installation services, whether on-site or remote, help you reduce both time and expense, as well as ensure the solution is deployed in line with Palo Alto Networks **best practices**.



10 REASONS  
TO BUY PALO ALTO  
NETWORKS  
FROM WESTCON

## PROOFS OF CONCEPT (POCS)

To help you increase your Palo Alto Networks business and shorten the sales cycle, we provide a **large number of demo units** across EMEA. Ask our technical experts to assist in your Security Lifecycle Reviews (SLR).

## FAST RESPONSE TIME

Our team will deliver your quotation **on time** with the **best pricing available** and the right technical solution for your customer.

## 180+ COUNTRIES

By working with Westcon, you can ship to 180+ countries, deploy and invoice locally, which ensures you meet **delivery SLAs** and recover **VAT**.

## ALIGNED WITH PALO ALTO NETWORKS CHANNEL PROGRAMS

Westcon helps you maximise the benefits of **Palo Alto Networks' Nextwave Channel Program**, by making sure you fulfill the program requirements and leverage all **sales and marketing resources** available.

## NEXT-GENERATION SUPPORT AND MANAGED SERVICES

Our multi-lingual Service Desk goes beyond providing standard support. Our technical specialists are **available 24x7x365** to provide **expert advice** and assist with your **pre-sales enquiries, troubleshooting, configuration, design and change management**.