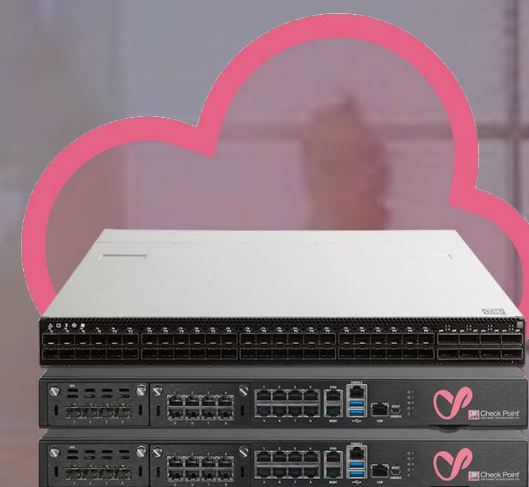


Check Point®
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MAESTRO HYPERSCALE SOLUTION



Sales Playbook



CHECK POINT
MAESTRO

Maestro Hyperscale solution
Playbook for partners

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- Introduction
- Prospecting
- Qualification
- Validation
- Prove



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Hello Sales Expert,

This sales playbook is written for you to accelerate and help you pitch your customers on the Check Point Maestro Hyperscale Network Security solution.

In this playbook, you will find the important highlights of our Maestro Solution so you can stay focused on understanding what your customers need most. You will find the customer profile for Check Point Maestro, what to ask them and how.

This playbook was designed by our sales enablement team and we hope you find this most useful during your sales journey.

Happy Selling!



Note – This document left pane is interactive, use it to easily navigate through.

V1.5 - April 2020

Stage:

INTRODUCTION

- **Mission Statement & Strategy**
- Common Terms

Mission Statement

Check Point Software Technologies is the worldwide leader in securing the Internet. Making Internet communications and critical data secure, reliable and available everywhere has been and will continue to be our ongoing vision. We are committed to staying focused on actual customer needs and developing new and innovative security solutions that redefine the state of cybersecurity.

Check Point Hyperscale Strategy

With traffic doubling every 3 years, network traffic increases by 25% year over year.

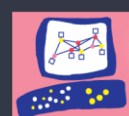
On top of that, today's threat landscape is evolving at a rapid rate.

Agile cybersecurity **Scalable platforms** that can scale very quickly are needed to support this traffic increase. It is clear that organizations need to be able to utilize their existing security implementations, no matter how small, and scale their protection almost infinitely according to their changing business needs.

We are committed to providing **Hyperscale security** platforms, a new way to architect and manage cybersecurity, and to deliver the highest standard of resiliency.

It is time to jump to **Hyperscale security** today!

For more details [Maestro Hyperscale Network Security](#)



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Stage:

INTRODUCTION

- Mission Statement & Strategy
- **Common Terms**

Next: Prospecting



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Common Terms

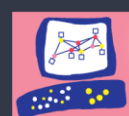
- **Hyperscale**
Automatically scale appropriately as demand increases
- **HyperSync™**
Patented technologies provide full redundancy within a system
Utilizing all hardware resources and automated sync.
- **Security Groups**
A Logical group of Appliances providing active/active cluster
- **Single Managed Object (SMO)**
Each Security Group is revealed as one gateway object with a single IP address in the management GUI
- **Cloud-level Resiliency**
Distributed, virtualized instances, orchestrated across multiple datacenters.
Considered the most effective Resiliency approach

Stage:

PROSPECTING

- Customer Definition

Next: Qualification



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Identifying the Customer

Customers of all sizes and verticals are candidates to the Maestro solution. We suggest offering Maestro in any appliances related opportunity you have. It has competitive pricing compared to an appliance offering with many additional capabilities, leading to future up-sell opportunities in many cases. A classic win-win for you and the customer.

From existing Maestro customers we identified the following deal-makers:

- Scale-up flexibility with Zero configuration
 - Virtual security groups
 - Active-Active High Availability¹ with Linear Throughput growth
 - Cost efficiency
- ✓ Utilize existing Check Point hardware
 - ✓ Upgrading traditional Active-Passive clusters to be Active-Active (full redundancy within a system¹)
 - ✓ Security as an OPEX vs CAPEX, Pay as you grow financial model

Major deals were competitive replacement wins in the following Industry verticals:



Healthcare



Retail/Wholesale



Financial



Telco's



Government/Military
Municipality



MSSP

Customer's favorite features of the Hyperscale Network security solution is the scale-up flexibility and the new virtual security groups capability

¹ Regarding Active-Active High Availability limitations, please refer to the latest release notes
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Stage:

QUALIFICATION

- Identify Decision Makers
- Triggers for Buying

Identify Decision Makers

Responsibility and Value Proposition

With **Maestro**, **mission-critical** business **concerns** have **been addressed** by design.

- **Zero downtime**, upon **scale-up**, only **new connections** handled by the added **resource**
- **Configuration management**, built-in image cloning for **scale-up** and **upgrades**
- **Upgrade change control**, supporting different SW versions in parallel acting as a staging and rollback environment during upgrades

Role	Responsibilities	Value Proposition
CISO, CIO,	Main decision maker Integrating security and business <ul style="list-style-type: none">• Minimize cybersecurity risks overall• Strategic point of view (Compliance and business risks)• Budget owner Main Focus: <ul style="list-style-type: none">• High level threats to the business• What can he prevent	The power to be Agile Maestro allows organizations to achieve a higher level of availability and recovery, bringing them a step closer to cloud level scaling. The near linear expansion is achieved without administrative overhead and reduces TCO for maximum cost efficiency.
CFO	Company Budget	Maestro pay as you grow Security model: OPEX vs. CAPEX. While reducing TCO for maximum cost-efficiency.



Stage:

QUALIFICATION

- Identify Decision Makers
- Triggers for Buying



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Identify Decision Makers

Responsibility and Value Proposition

Role	Responsibilities	Value Proposition
Director of IT / InfoSec	<p>Technical oriented manager will be the key when it comes to securing from cyber threats</p> <ul style="list-style-type: none">• In charge of network security• Technical and in-detail view of organization security <p>Main Focus:</p> <ul style="list-style-type: none">• How to prevent and treat threats• Technical details on how the solution works	<p>The power to Utilizes Maestro High Availability cluster orchestrates several security devices together, as a single active-active redundant system with a computing load balancer. Making deployments more cost-efficient and allows starting small, and expand on-demand, seamlessly when needed. All with minimal impact on business operation.</p>
Security Administrator	<p>Manage security-related systems</p> <ul style="list-style-type: none">• Implementation and maintenance• Systems Gatekeepers implemented <p>Main Focus:</p> <ul style="list-style-type: none">• Minimal Impact, Strong security• Easy deployment• ROI• Policy control and compliance	<p>The power to Change Maestro Auto-Scale allows automatic security throughput growth, using a pre-defined provisioned Gateway. Maestro management reacts to its single managed object overload thresholds and automatically allocates the provisioned Gateway to the loaded Security Group. What is means for the Admin: Zero configuration, fully operational within 6 minutes, higher efficiency, reduced overhead and costs</p>

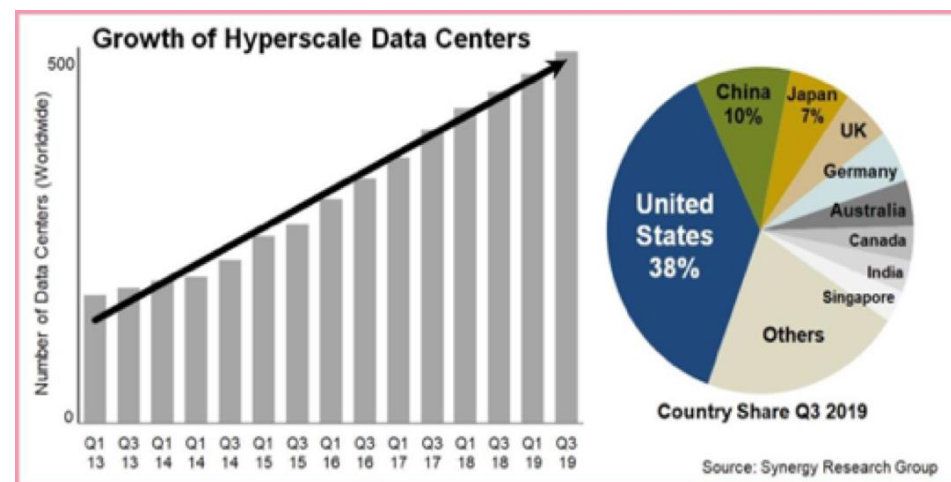
For more details contact your checjk point rep.

Stage:

QUALIFICATION

- Identify Decision Makers
- Triggers for Buying

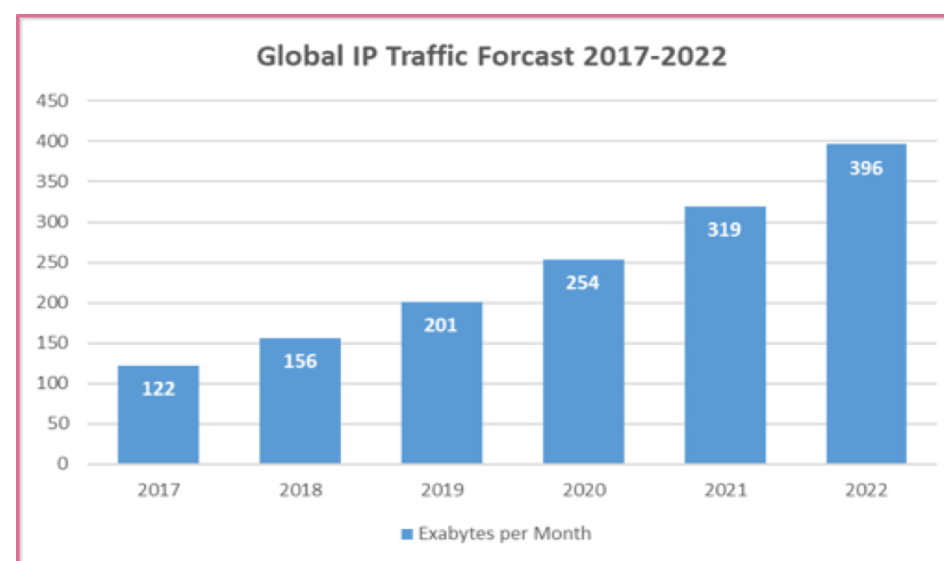
Triggers for Buying Trends & Challenges



Hyperscale is the latest trend in Data Centers.

500 'Hyperscale Data Centers already' deployed around the World and the rate of new ones is accelerating.

For more details [Data Center Knowledge](#)

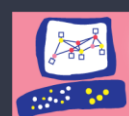


The global data demand is growing at a rapid rate - Traffic DOUBLES every 3 years and Networks Grow up to 25% Year over Year.

For more details, [STL - Bandwidth Demands Growing 2017-2020](#)

On top of that, today's threat landscape evolves at almost the same rapid rate

- **Traffic increase**, How do security platforms overcome it?
- **High Availability**, What are the security platform's options?
- **Operational Costs**, What is the TCO to support the growing demands?



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Stage:

QUALIFICATION

- Identify Decision Makers
- Triggers for Buying



Triggers for Buying

Asking the right questions

Role	Questions to ask
CIO/CISO	<ul style="list-style-type: none">• If your production traffic were to double, what would be the business impact for you and your team?• How reducing or eliminating downtime, would during maintenance windows, affect day to day plans?• Do you have legacy devices that are no longer in use?.• What are you going to do with all of your legacy appliances during a refresh period?• What visibility capabilities for threats do you have with your current environment?• How easily can you mitigate/protect against them, and can it be managed from a single console?
Director of IT / InfoSec	<ul style="list-style-type: none">• How easy is it for you to do a full refresh or scale-up of your security appliances and gateways?• How do you control your mission-critical concerns during scale-up or upgrade?• What technologies are you using today to have full redundancy within a security system?• If HA, why not use advanced clustering, like Hyperscale?• What about utilizing legacy appliances?• Do you use VSX today to segregate your resources and security?• Are you familiar Check Point “Security Groups” and advanced clustering techniques?

Stage:

QUALIFICATION

- Identify Decision Makers
- Triggers for Buying

Trigger for Buying

Asking the right questions

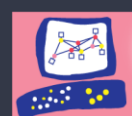
Role	Questions to ask
Security Administrator	<ul style="list-style-type: none">• What is your maximum Threat Prevention throughput without bottlenecking your security gateways?• When is it the correct time to deploy a new full threat prevention enabled gateway in your environment?• How many manual steps are involved in deployment and how long does this process take?• How would reducing the downtime during a maintenance window affect your work?• How many consoles do you manage?• How do you follow the history of policy changes today?• What % of your time is taken up with tickets and configuration changes?• Do you automate any routine tasks?• How do you work with other teams on the same policy?



Stage:

QUALIFICATION

- Identify Decision Makers
- **Triggers for Buying**



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Triggers for Buying

Presenting the Maestro Hyper Scale story

With traffic doubling every 3 years, our networks grow by up to 25% Year over Year and on top of that, today's threat landscape is evolving at a rapid pace.

Agile cybersecurity platforms that can scale very quickly are needed to support this traffic growth. Organizations need to be able to start with their existing security implementations, no matter how small, and scale their protection almost infinitely according to their changing business needs.

Check Point Maestro is the first **Hyperscale** network security platform that enables businesses of any size to enjoy the power of **flexible resiliency, cloud-level security**.

With Check Point Maestro there is no need for wasteful HA cluster by taking **2-3 smaller devices** and **orchestrating** them together, **as a single active-active system**.

This makes the deployment more **cost-effective** and allows organizations to start small, and expand on-demand, seamlessly when needed.

With **Maestro**, **mission-critical** business **concerns** have **been addressed** by design.

Check Point Maestro Hyperscale Network Security Solution

Stage:

QUALIFICATION

- Identify Decision Makers
- Triggers for Buying

Next: Validation



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Triggers for Buying Key Sales Messages

Real ACTIVE - ACTIVE High Availability solution

Check Point Maestro HyperSync™ technologies allow you to have full system redundancy, having clustered gateways backing each other while in parallel connected to both orchestrators.

Maestro orchestration dynamically distributes the load between all gateways in the cluster.

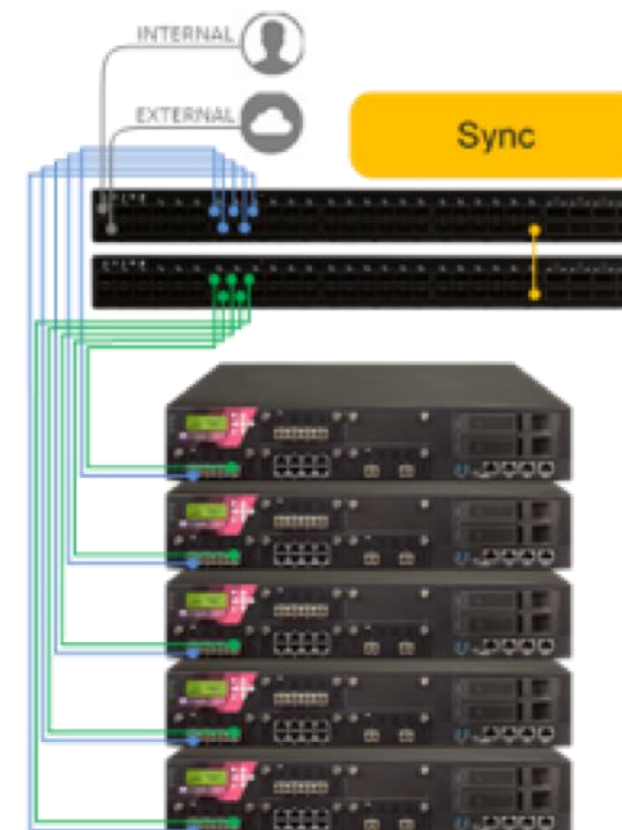
If one gateway fails,

the load is distributed amongst all members of the cluster so no one member takes the entire load.

Same if two gateways fail,

the cluster will distribute the load between the remaining gateways.

That means all gateways are active-active, More resources utilized with the same equipment.

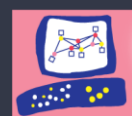


Scalability - Security at Hyperscale.

Stage:

VALIDATION

- Solution Overview
- Competitive Landscape
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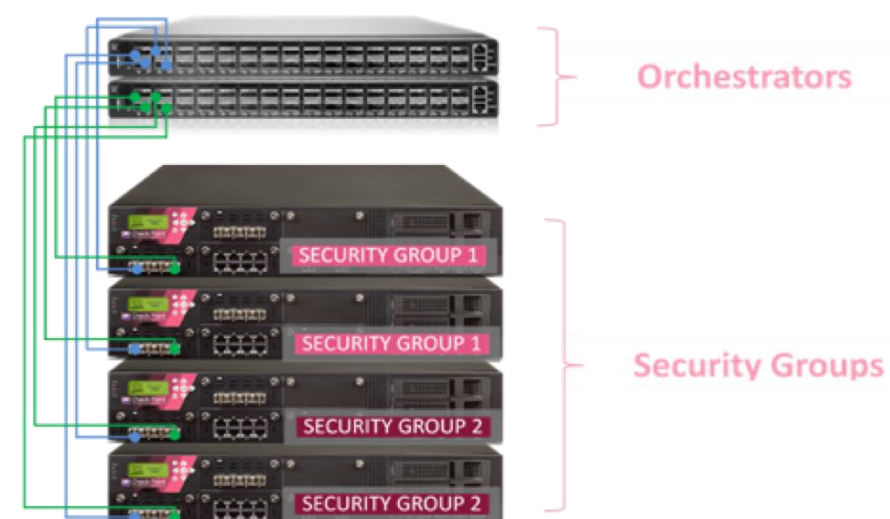
Establish Value

Solution Overview

Check Point Maestro is the industry's **first truly Hyperscale** network security solution. Its revolutionary new architecture **enables** businesses of any size to enjoy the power of **flexible cloud-level** security platforms, and to **seamlessly expand** their existing security gateways to **Hyperscale capacity**. Such **cloud** on-premises **scalability, agility** and **elasticity** with efficient **N+1 linear clustering**, maximize the capabilities of existing security gateways.

Manage your virtualized **security group** by stacking multiple security gateways together by security feature set, policy, or the assets they protect. With the Maestro Hyperscale **Orchestrator**, businesses of all sizes can have cloud-level security on-premises. Add compute power to meet your needs using Maestro Web UI or RESTful APIs – all while minimizing the risk of downtime and maximizing your cost-efficiency.

Save data center **space** and **power consumption** using **high-performance** 17.6 Gbps of GenV 16600 **1U Gateway**, or other appliances from our current offering back till 2016 (5600 and up, excluding SMB and Chassis)



Stage:

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Establish Value Security Groups

With Maestro, you can dynamically allocate or deallocate compute resources within and between Security Groups to meet your needs. Security Groups are logical groups of appliances providing active/active functionality segregated from other security groups. Multiple security groups can be created in a single Maestro deployment, facilitating and operating several different clusters. Group them by security feature set, policy or the assets they protect.

Each Security Group has dedicated internal and external interfaces and may have a different Configuration set and policy, e.g. Next-Generation Firewall protecting a data center or Next Generation Threat Prevention providing perimeter protection.

Single Management Object (SMO)

Externally a Security Group is seen as one security gateway object in the Check Point security management GUI. A single IP address per Security Group for policy install simplifies Security Group management. All Configurations, e.g. interfaces or IP addresses and routes are mirrored on gateways in the Security Group. Prior to becoming an online member and actively handling traffic, each new member of the Security Group synchronizes its image, configuration and security policy with its SMO.

- A Logical group of appliances providing active/active cluster functionality segregate from other security groups
- Grow firewall throughput continuously and dynamically
- Scale beyond the capacity of the chassis platform

Stage:

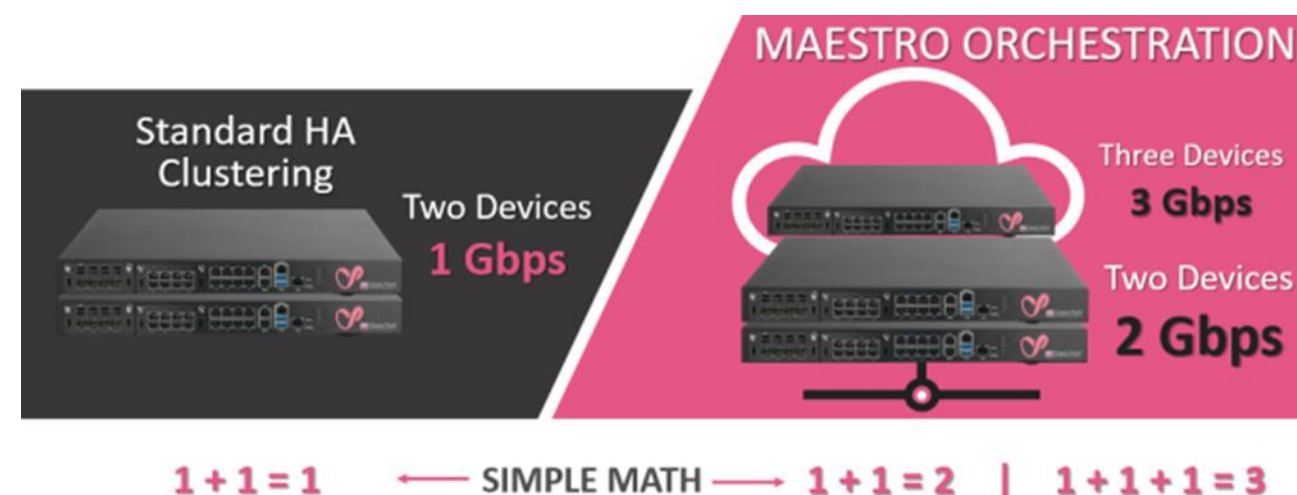
VALIDATI

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Establish Value

Linear Grow clustering

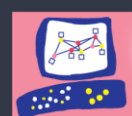
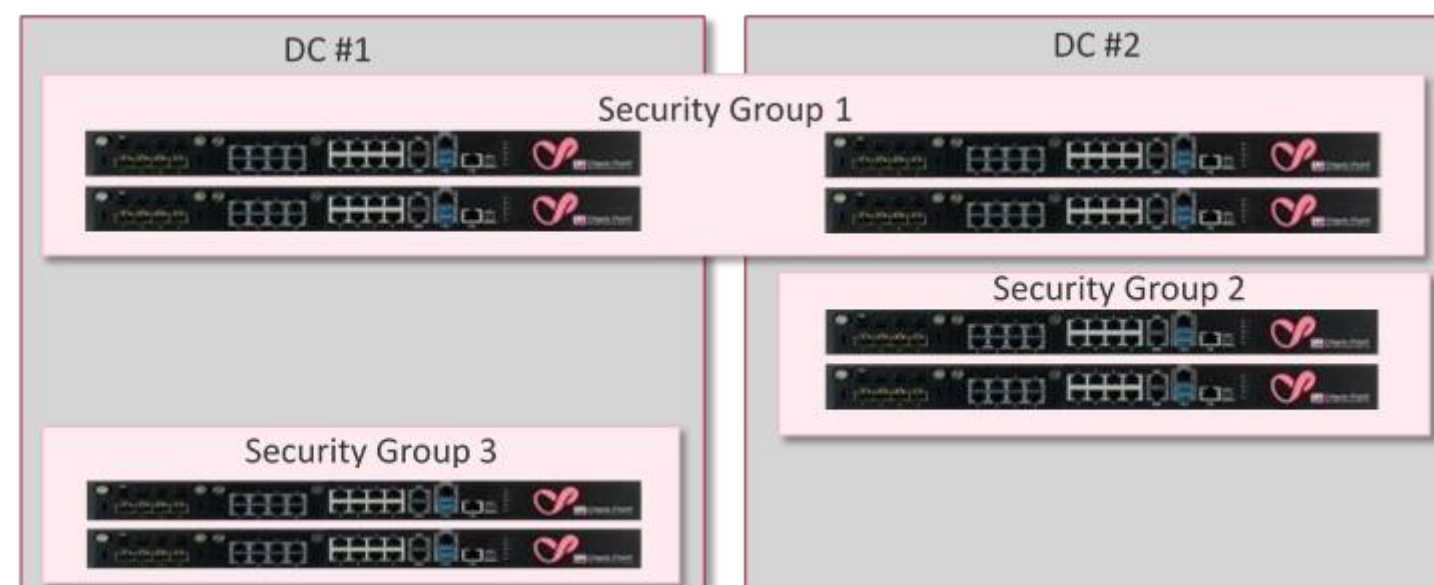
With Maestro any HA member becomes active-active and its compute power is shared with other Security Group members. The overall available **throughput grows linearly by doubling**, tripling or **up to 31 x** gateways in Security group and total 52 gateways per Maestro



Distributed Data Centers and Security Groups

Having the SMO as a virtual entity allows expending its use to Distributed Data Centers and Security Groups:

- All connections are synchronized to **two** nodes inactive DC and **one** in stand-by DC
- Active and Stand-by DCs guarantee redundancy within and between DCs



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Stage:

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The power to be Agile

Maestro platform allows organizations to achieve a **higher level of availability** and **Recovery**, allowing **linear expansion without** the administrative **overhead** or **mission-critical concerns**. While **reducing TCO** for maximum cost-efficiency.

The power to Utilizes

Maestro **High Availability** cluster orchestrates **several security devices** together, as a **single active-active** redundant **system with computing load balance**.

Making deployment more **cost-efficient**, allowing **starting small**, and **seamless expansion** on-demand. All with minimal impact on business operation.

The power to Change

Maestro **Auto-Scale** allows automatic security throughput increases, using a **pre-defined provisioned GW**. Maestro **management reacts** to its **single managed object** overload **thresholds** and **automatically allocate** the **provisioned GW** to the **loaded** Security Group.

Admin wise: **Zero configuration, fully operational within 6 minutes**, higher efficiency, reduced overhead and costs.

The power to Control Risks

With **Maestro**, your **mission-critical** business **concerns** have **been addressed** by design.

- **Zero downtime**, upon **scale-up**, only **new connections** handled by the **new resource**
- **Configuration management**, built-in image cloning for **scale-up** and **upgrades**
- **Upgrade change control**, supporting different SW versions in parallel acting as staging and rollback environment during updates

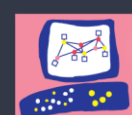


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Competitive Landscape

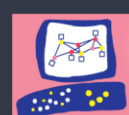
High-End Key Features Comparison

Key Capability by Vendor	Check Point	Palo Alto Networks	Fortinet	Cisco
Appliances	Maestro Hyperscale Orchestrator 140 4x6800 Gateway	PA-5260/PA-5280 HA Cluster	3600E HA Cluster	Firepower 9300
Threat Prevention Performance	34.5 Gbps (up to 300Gbps)	33 Gbps	30 Gbps	N/A
NGFW Performance	57 Gbps (up to 1Tbps)	67 Gbps without IPS	40 Gbps	30 Gbps (up to 130)
Max Port Density	48x10G 8x40G/100G	22x10G 5x40G/100G	32x10G 6x40G/100G	24x10G 8x40G/2x100G
Virtual Systems Multi Tenancy				
Combine different appliances models				
Cloud-Level Capabilities on your premises	Yes	No	No	No
Seamless & Real-Time ScaleUp				
Multi Tenancy (Physical & Virtual)				
Per Connection Redundancy				
Intra & Inter system redundancy				
Restful API Control				
Flexibility by reuse of existing appliance				
Price 1Y/3Y (HW+NGTP+24x7)	\$465K/ \$765K	\$568K / \$897K	\$330K / \$542K	\$1.35M / \$2.15M

Stage:

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Competitive Landscape

Chassis Key Features Comparison

Key Capability by Vendor	Check Point	Palo Alto Networks	Fortinet	Cisco
Appliances	Maestro Hyperscale Orchestrator 170 5x23800 Gateway	PA-7080 HA Cluster (2 Blades)	5144C HA Cluster (5 Blades)	FG-7060E HA Cluster
Threat Prevention Performance	79 Gbps (up to 600Gbps)	70 Gbps (up to 350Gbps)	68.5 Gbps (up to 189Gbps)	80G bps
NGFW Performance	130 Gbps (up to 1.5Tbps)	144 Gbps (up to 720Gbps)	75 Gbps (up to 210Gbps)	100 Gbps
Max Port Density	32x100G	80x10G 40x40G/100G	32x40G 32x100G	36x10G 4x100G
Virtual Systems Multi Tenancy				
Combine different appliances models				
Cloud-Level Capabilities on your premises	Yes	No	No	No
Seamless & Real-Time ScaleUp				
Multi Tenancy (Physical & Virtual)				
Per Connection Redundancy				
Intra & Inter system redundancy				
Restful API Control				
Flexibility by reuse of existing appliance				
Price 1Y/3Y (HW+NGTP+24x7)	\$869K/ \$1.33M	\$1.47M / \$2.01M	\$1.4M / \$2.48M	\$1.15M / \$2.06M

Stage:

VALIDATION







- Solution Overview
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Competitive Landscape

How to compete against High End:

Vendor	Check Point Competitive Advantage
<div>    Palo Alto Networks</div>	<ul style="list-style-type: none">• There is no scale up with additional cluster members. Full hardware refresh is required as performance requirements grow.• There is no option to reuse already bought appliances to increase security throughput.• No pay-as-you-grow model to eliminate wasteful over-provisioning.• Segregation can be done only on the virtual system level without the ability to separate security environments to different physical security groups.• Complex control over multiple GWs as there is no single object to control all aspects of the environment• Legacy clustering mechanisms offer limited scalability and create a single point of failure, whereas Maestro Hyperscale Orchestrator is built from the ground up with full redundancy for all functions. <div>PA-5200 Series</div> <ul style="list-style-type: none">• By default, when the queue is full (high load), Palo Alto firewall SKIPS INSPECTION and FORWARDS traffic inside the network WITHOUT INSPECTING for threats. Watch Here.• PAN admin will require 3x more time to create a security rule vs. Check Point (read the AGONY METER) More info on the PAN Cheat Sheet
<div> Fortinet  Cisco</div>	<div>FG 3000 Series</div> <ul style="list-style-type: none">• Session sync is off by default, “the cluster does not keep track of sessions and after a failover, active sessions have to be restarted or resumed.”• Fortinet IPS engine scans only part of the session leaving the network vulnerable to threats. Watch (Pass:cpwins)• Fortinet sandboxing solution is only able to detect threats. It can’t block in real-time hence it can’t prevent patient-zero (as Check Point does) More info on the Fortinet Cheat Sheet <div>Cisco 9300 Chassis</div> <ul style="list-style-type: none">• Limited scalability with only 3 blades.• Lack of Unified Console for Efficient Management• Cisco appliances, ASA, FP equipment affected by endless severe vulnerabilities – Read more <div>More info on the Cisco Cheat Sheet</div>

Stage:






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Competitive Landscape

How to compete against Chassis:

Vendor	Check Point Competitive Advantage
<div></div> <div></div> <div></div> <div>Palo Alto Networks</div>	<ul style="list-style-type: none">• Lack of intra-chassis redundancy (If a blade fails, sessions being processed by that module fail)• No pay-as-you-grow model to eliminate wasteful over-provisioning• Scale up is limited to the chassis compatibilities, full refresh required when the chassis become outdated• Segregation can be done only on the virtual level without ability to separate security environments to different physical security groups• Chassis solutions use proprietary components and connectors that require full chassis replacement in case of physical hardware damage, whereas Maestro is built using Standard Replaceable Components that are simple to replace• Legacy clustering mechanisms offer limited scalability and create a single point of failure, whereas Maestro Hyperscale Orchestrator is built from the ground up with full redundancy for all functions.
<div></div> <div>Palo Alto Networks</div>	<p>PA-7080 Series</p> <ul style="list-style-type: none">• PAN 7000 Series Port Density depends on number of installed blades.• By Default, when queue is full (high load), Palo Alto firewall SKIPS INSPECTION and FORWARDS traffic inside the network WITHOUT INSPECTING for threats. Watch Here.• PAN admin will require 3x more time to create a security rule vs. Check Point (read the AGONY METER) <p>More info on the PAN Cheat Sheet</p>
<div></div> <div>Fortinet</div>	<p>FG 7000 & 5000 Chassis</p> <ul style="list-style-type: none">• Lack of Scalability, only pre-order bundle for 7000 Series• Each Blade acts as self separated gateway, If a blade fails, sessions being processed by that module will be lost• Fortinet IPS engine scans only part of the session leaving the network vulnerable to threats. Watch (Pass:cpwins)• Fortinet sandboxing solution is only able to detect threats. It can't block in real time hence it can't prevent patient-zero (as Check Point does) <p>More info on the Fortinet Cheat Sheet</p>

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Objection Handling

Here are the answers

Objection	Response
This sounds like Check Point is phasing out Chassis (44000/64000), is this true?	Maestro serves as an extension of Scalable Platforms capabilities to other Check Point Appliances and not as a replacement to the 44000/64000 line. Chassis-based solutions have specific use cases and will continue to evolve according to the roadmap.
I'm using appliances that aren't certified with the Maestro Solution, does this mean I can't deploy Hyperscale security?	Check Point makes it easy for you to get the appliance series you need certified, simply fill out an RFE with the customers' requirements for the Maestro Solution.
Hyperscale is very expensive	<p>Check Point is in most cases less expensive and offers considerably better performance, security, Hyperscalability, and resiliency.</p> <p>Based on comparing similar capabilities of the Maestro Hyperscale Orchestrator bundles with 6000 series appliances to other competing products.</p>
I don't have the resources/bandwidth now to start an evaluation	<p>Check Point offers a pain-free POC process.</p> <p>We can demonstrate the solution remotely from labs around the world.</p> <p>We can leverage a tap or span port on your network to show you the products in action on your network without disrupting any services or changing your architecture.</p>

Stage:

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RFI/RFP Template

Use our repository

An RFP submitted early in the procurement cycle, presents preliminary requirements for the Maestro solution, and dictate the structure and format of the supplier's response.

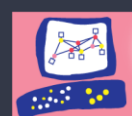
Effective RFPs typically reflect the strategy and short/long-term business objectives, providing detailed insight upon which suppliers will be able to offer a matching perspective.

When presented with a situation where the customer/prospect is asking you for such an example the advantage is great as we can affect the end results by driving questions that emphasize the Maestro advantages over our competitors.

You can share these samples with customers seeking examples or recommendations of such a document to be used in the bidding process for a mobile security solution.

These documents have proven in the past to be successful in winning deals. And been constructed based on our best practices built over time with different RFPs from all over the globe

for more detail: contact your Check Point rep.



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- Competitive Landscape
- Objection Handling
- RFI/RFP
- Licensing

Next: Prove




Licensing

What's in it

Overview:

- The Orchestrator is a mandatory unit in the system, it can host existing appliances (GWs) and new ones.
- Each appliance requires a license per software blade used **exactly as in a regular cluster**.
 - Each security group considered a single managed object (SMO) on the management server. Licensed as single GW with no relation to the number of appliances within the Security Group.
 - Cost-effective bundles are available to cover all sizing needs.

For up-to-date pricing:

Appliance	Model	Gen V Security: Threat Prevention + SandBlast (Mbps)	Software			Hardware			
			Threat Prevention	SandBlast	Virtual System	Remote Mgmt (LOM)	10GbE Conn	Redundant Power Supplies	40GbE Conn
<div>NEW</div> <div>Maestro Hyperscale Gateway</div> <div></div>	6500 Based Solution	Up to 100,000	✓	✓	✓	✓	✓	✓	✓
	6800 Based Solution	Up to 300,000	✓	✓	✓	✓	✓	✓	✓
	23800 Based Solution	Up to 600,000	✓	✓	✓	✓	✓	✓	✓

For more details search the catalog with Maestro keyword

Stage:

PROVE

- Customer Wins
- Proof-of-Concept (POC)

Customer Wins

Maestro is a differentiator

As stated by **customers who bought it** and for **customers who consider future growth**

- | | |
|---|--|
| • USA
Competition
Why Maestro? | Bank, Existing customer (1M\$)
Palo Alto & Fortinet
Scale-up possibility |
| • LATAM
Competition
Why Maestro? | Bank, Existing customer (High 7 digit deal)
Palo Alto & Cisco
Superior management & Scale-up capabilities |

- | | |
|--|--|
| • USA
Competition
Why Maestro? | Healthcare, Existing customer (4M\$)
Palo Alto & Fortinet
Scale-up possibility |
| • Europe
Replacing
Why Maestro? | Healthcare, NEW Customer, (\$500K)
Cisco & McAfee
Scale-up possibility (Design to support expected growth in traffic load with no network change) |
| • Europe
Replacing
Why Maestro? | Healthcare, NEW Customer, (\$300K)
Palo Alto, FireEye, TrendMicro & Symantec
Scale-up possibility |

- | | |
|--|---|
| • Europe
Competition
Why Maestro? | Retail, Existing customer (\$800K)
Palo Alto, Fortinet & Cisco
Scale-up possibility |
| • APAC
Competition
Why Maestro? | GOV, Existing customer (\$300K)
McAfee and SonicWALL
Scale-up possibility |
| • Europe
Competition
Why Maestro? | Insurance, New customer (\$200K)
Palo Alto & Cisco
Ability to scale-up in the future |

For more details: contact your Check Point rep.



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Stage:

PROVE

- Customer Wins
- Proof-of-Concept (POC)

Next: Resources for Next



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Proof of Concept – POC

Make expectations reality

Maestro recommended POC described in Test plan example containing the following main Test Categories:

- 1) General system configuration
- 2) Security Groups
- 3) Performance indicators
- 4) Redundancy while traversing traffic
- 5) HyperSync™
- 6) Management and Provisioning


For more details: contact your Check Point rep.


[Back to top](#)

Stage:

PROVE

• Resources for Next Steps





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Resources for the Next Step

Additional Links

Resources	Links
General	Hyperscale Whitepape
	Maestro Infographic
	Demo Request
eLearning	Sales Training
	Technical Training
	Udemy - Jump Start on-line free training
CCME (Check Point Certified Maestro Expert)	On-site and remote CCME trainings – done by Checkpoint ATCs
	We issue CCME certificates for engineers and specialization for partners who complete CCME exam
Success Stories	Partner Map - Success Stories
Maestro Videos	Technical Video of Maestro
	Sales Video of Maestro
	Maestro at CPX
	CP Maestro on CheckMates
	Use Case: Security & Scale
	Use Case: Security & Operational Supremacy
	Use Case: Security & Resiliency
	Check Point Maestro – Security of Hyperscale at a glance



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