Prevention Methodology

Enhance your customers' security through the adoption of best practices that deliver better protection through better prevention.

What is the Best Practice Assessment for Next Generation Firewall and Panorama?

The Best Practice Assessment (BPA), for Next Generation Firewall, or (NGFW) and Panorama consists of two components: The Best Practice Assessment and the Security Policy Capability Adoption Heatmap.

The BPA assesses configurations, identifies risks and provides recommendations on how a customer can remediate issues. The BPA compares current configurations to best practices and produces a guide to which best practices are, and are not, being utilised. This guide includes details of best practice recommendations per feature.

The Adoption Heatmap analyses Panorama network security management and individual NGFW configurations to see how the customer is leveraging our prevention capabilities. Specifically, the tool analyses the rule base to identify whether our capabilities are being leveraged where relevant. Shown in a matrix form, along with colour coding, you can use to help drive effective adoption discussions with your customers around their existing install base.

I'm a partner, why should I run a BPA?

A BPA serves to strengthen your position as a trusted advisor, and create services engagements, by helping your customers devise and implement a security strategy founded in prevention.

The BPA for NGFW and Panorama evaluates a customer's platform configurations by measuring their adoption of capabilities, validating whether or not their policies adhere to best practice and provides recommendations and instructions on how to remediate failed best practice checks.

Who should I target?

The target audience is existing customers experiencing the following:

- Change in personnel
- Dormant accounts
- Health check
- Post-migration engagement
- Low lifetime value (LTV) accounts

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What are the benefits to me?

- Upsell opportunity
- Build trust
- Resident engineers
- Ensure configuration confidence

- Measure success of Palo Alto Networks
- Long-term service engagements
- Strengthen relationships with customers

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