

# Commercial Ultimate Threat Protection XPRESS Bundle



# What is the Commercial Ultimate Threat Protection Bundle?

Buy 3 subscriptions for the price of 2 (3-for-2)  
Buy 5 subscriptions for the price of 3 (5-for-3)  
Buy 6 subscriptions for the price of 4 (6-for-4)  
1-year, 3-year and 5-year subscription options

## Security Subscription Options

- Choose from:
- Threat Protection
  - WildFire
  - URL Filtering
  - DNS Security
  - GlobalProtect

For 2 or less subscriptions, standard NextWave Program discount per subscription.

## Eligible NGFW Hardware

PA-820  
PA-850

PA-3220  
PA-3250  
PA-3260

HA options are also eligible

## Mandatory Support

ASC Distributor support/or Partner Supported

**A bundle designed for your success**

Increase hardware revenue opportunity with new prospects and existing customers

Increase revenue opportunity by attaching security subscriptions bundled to hardware

Deliver increased security to your customers with additional subscriptions

# Terms and Conditions

- Applicable to all JAPAC regions
- Open to all Palo Alto Networks Partners
- Any existing deal registrations prior to 1<sup>st</sup> April 2020 do not qualify.
- The opportunity must be deal registered with the following campaign code:  
**FY20Q3-Q4 JAPAC XPRESS Bundle**
- Any support quoted must be Partner provided backline support / ASC support.
- All other contractual and NextWave Partner Program terms apply.
- All standard Westcon terms and conditions apply.

# What could the ideal customer for this bundle look like?

1

Prospects using competitive products from Fortinet, Cisco, Check Point and Juniper primarily

2

Existing Palo Alto Networks Next-Generation Firewall customers who:

Are not currently on PAN-OS 9.0+

**OR**

Have Next-Generation Firewall devices that are 3 to 7 years old

3

Applicable titles include: NetOps/NetSec, Architects – Security, Network, IT, Infrastructure, Enterprise, Data Center, IT and SecOps (for security services)

# Converting the opportunity

## Security Lifecycle Review

Help new customers understand where they have potential risks on their network that could affect the security of their business.

**DOWNLOAD THE GUIDE >>**

## Best Practice Assessment

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

**DOWNLOAD THE GUIDE >>**

Our service offering is:



Best-in-class quality



Very competitively priced



100% channel committed

Speak to your Westcon Account Manager.



**Contact your Account Manager  
or  
Vendor Business Manager**

**[kelly.smith@westcon.com](mailto:kelly.smith@westcon.com)**

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## **About Westcon-Comstor**

Westcon-Comstor has been a leading global technology distributor for over 30 years. Today, we continue to lead the market through unrivalled channel support and expertise in global deployment, digital distribution and services. Deep market insight and vendor relationships coupled with a uniquely collaborative approach enables our partners across the supply chain to deliver the solutions they need to grow and thrive in today's digital world.