Partner Success

Training enables GSP to embrace cloud

Westcon Comstor

Rapid delivery of industry-first certified training for Palo Alto enables global service provider in SASE cloud security

Challenge

As cloud adoption and digital transformation accelerates because of the pandemic, cloud-enabled customers are experiencing an influx of new security requirements. They need to both protect their cloud applications and give their users secure access to the cloud.

Our partner, a global service provider, needed to quickly upskill their workforce in SASE (secure access service edge) cloud security to meet this demand from their end user customers.

Solution

Westcon provided virtual training to drive success for both the customer's technical engineer team and Palo Alto Networks.

Training was delivered as multiple two-day, instructor-led courses for in-excess of 50 engineers around the world, covering Prisma Access (SASE) and how it helps partners embrace cloud migration and mobility by providing network security services from the cloud.

All courses were delivered by our vendor-certified trainers with real world experience and practical insight, providing attendees with tangible capability as well as theory.

Result

Our large global partner received industry-leading training across multiple territories in a new certification area.

This ensured the partner now has a skilled global workforce with expertise in Prisma Access SASE.

Their engineers now enjoy enhanced understanding of how to better protect applications, remote networks, and mobile users using a SASE implementation.

Testimonial

"Instructor was knowledgeable, friendly and happy to answer questions. Well done. It' not easy to teach virtually"

"Clear and concise, focusing on the right topics for each role in the group, from presales to engineers"

"Very professional, with content taught clearly using real life examples"

Services