Optimize your experience. Maximize your value.

Westcon-Comstor provides additional Palo Alto Networks Professional Services, allowing customers to build upon their initial deployment. These services are designed to help customers maximize their Palo Alto Networks Next-Generation firewall investment. Meet and exceed customer expectations with our certified Palo Alto Networks experts at your side, taking the Palo Alto Networks experience to the next level. Conversion and migration services help your customers to adopt new functionalities to end up with a robust next-generation policy based on applications, for any port and protocol.

Each additional Palo Alto Networks Service offering can be considered and scheduled as a post-deployment option or can be paired with one of the Westcon-Comstor Palo Alto Networks deployment packages:

· PAN 200 Deployment Package
· PAN 500 Deploy and Optimize Package
· PAN Enterprise Deploy and Optimize Package

Offer Descriptions*

Part: WGPS-PAN-OPT-DAY	PAN Optimization Service per day

Optimization Service

Optimization Services are frequently used to complement initial deployments and are delivered approximately 30 days after the solution has been placed into production. Optimize Services allows logs to be evaluated so that in-depth recommendations can be planned and associated changes can be implemented.

A fixed amount of Optimization time is allotted for select offers, but additional time may be required. Optimization services are quoted by the day. The number of days may vary based on the size of the project and complexity of the customer requirements.

Optimization Services can involve additional creation of App-ID's, User-ID troubleshooting or additions, and fine-tuning of security and NAT rules. It can even include statistical review (both through reports and real-time monitoring) to identify vulnerabilities, creation/execution of action plans, and overall hardening of the system.

Part: WGPS-PAN-APP-CONV-DAY	PAN Optimization Service per day

App-ID's Conversion

Fundamental shifts in application usage, user behavior, and network infrastructure have resulted in an evolved threat landscape that has exposed weaknesses in traditional port-based firewall protection. Palo Alto Networks has developed an innovative approach to securing networks that identifies all traffic based on applications using an application-traffic signature called App-ID™.

Westcon-Comstor Professional Services will migrate the source environment port and protocol rules to Palo Alto Networks firewall Application-ID rules. Using both pre-defined tools and manual adjustments, each source will be converted to two Palo Alto Networks rules. The first is Layer 7, taking advantage of deeper packet inspection and application flexibility. The second replicates the original Layer 3/4 rule, a fail-safe while the first is monitored.

As requested, custom applications can be reviewed and signature tags identified, then custom App-ID rules created, monitored, and fine-tuned. Optimization Services can be initiated and delivered after 30 days to perform adjustments and remove unused legacy duplicates.

*All services are performed remotely and during standard business hours or custom pricing will apply. On-site services will incur additional charges including travel and expenses. Billing occurs at the completion of deployment once a device is in production and before Post-Deployment obligations are met

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Part: WGPS-PAN-RULE-CONV-250	PAN Rule Conversion 1-250, 50 NAT, 5 VPNs
Part: WGPS-PAN-RULE-CONV-500	PAN Rule Conversion 251-500, 100 NAT, 5 VPNs
Part: WGPS-PAN-RULE-CONV-1K	PAN Rule Conversion 501-1,000, 200 NAT rules, 10 VPNs

Rule Conversions

The migration to a Palo Alto Networks® next-generation firewall is a critical step toward the prevention and detection of cyber attacks. As part of your migration strategy, you might not be ready to move to an application-traffic signature approach and need to perform initial, apples to apples, level 3/4 rule conversion from your outgoing third-party firewall to your new Palo Alto Networks next-generation firewall. Our Rule Conversion service addresses the migration and conversion of existing rules and applies to the following functionality:

- Overall and NAT specific rules
- VPN tunnels and High-Availability Pairs

Once Rule conversion services are completed, additional Optimization Services can be scheduled for the review and hardening of the system.

Part: WGPS-PAN-HC	PAN Comprehensive Health Checks

Health Checks

The Westcon-Comstor Health Check is a comprehensive review of your Palo Alto Networks firewalls, how they interact with your local and global network, and how they interact with the Internet. It starts with a run-through of basics, like PAN-OS version, database updates, definition states, and overall best practices. Then a base-line is established and logs are reviewed to determine an overall vulnerability assessment, identify unused rules, User-ID success rates, and challenges and evaluate admin and user roles.

An analysis is then completed and communicated in three phases:

1. Executive, high-level summary with prioritization of recommendations
2. In-depth knowledge transfer for those actively participating in the fine-tuning
3. Identification of items to complete right away, and those requiring more in-depth review

The results are:

- An immediate awareness of challenges and vulnerabilities in the environment
- Quick recommendation of best practices, allowing for increased efficiency, capacity, and Security long-term
- Well-defined roadmap, for long-term improvements to enhance your security status and capabilities
- Maximization of your Palo Alto Networks investments

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Custom Quotes

Westcon–Comstor can also provide you custom quotes to meet your customer's unique needs or deploy additional Palo Alto Networks products and capabilities like SSL Decryption analysis, advanced routing, Active/Active High Availability, Panorama, and more…

Westcon–Comstor understands that often times a particular service offer may not meet your exact needs. To help provide you with quoting assistance for those custom service opportunities simply gather the following required information and submit your request to our Services team.

Required Information:
– Full and final BOM that covers the products you are requesting services on
– Brief scope of work that offers enough details to allow us to quote the project
– Time when work is to be performed (Normal business hours, after hours, Weekend/Holidays)
– If onsite labor is needed please provide full address of all sites where services are to be performed
– If deploying devices with high port capacities please indicate how many LAN Cables will need attached per device
– Is the site ready for deployment or will a Site Survey be required
– Provide a point of contact that we can go to if we have additional Scoping questions

Submit your request to ServiceRequest@Westcon.com
Your Project will be assigned to a Service Specialist to assist you with your quoting needs

Our team in North America is at your service.

For more information, please contact your Westcon–Comstor Security Account Manager or Product Sales Manager.