



Ensure Smooth Implementations. Optimize your experience.

Count on a seamless implementation that meets and exceeds customer expectations with Westcon-Comstor certified Palo Alto Networks experts at your side. Whether your customer is new to Security or working within an advanced enterprise, we partner with your team to deliver the services that lead to a successful installation.

Customers who purchase a PA-3000 to PA-7000 Next-Generation firewall can take advantage of Westcon-Comstor’s PAN Enterprise Deploy and Optimize package. Our goal is to quickly get the customers’ product up and into Production. We start by first successfully deploying the Palo Alto Networks Next-Generation firewall solution. Then we revisit and optimize to fine-tune and maximize performance. Additional optimization services can then be considered as customers’ requirements evolve and they are ready to take advantage of additional Palo Alto Networks Next-Generation capabilities.

Included with the PAN Enterprise Deploy and Optimize package*

Part: WGPS-PAN-ENT-INST-OPT	PAN Enterprise Deploy and Optimize Package
<p>Planning</p> <ul style="list-style-type: none"> • Project kickoff includes a planning call to cover all of the requirements, contacts, and scheduling • Review of Westcon-Comstor’s Pre-scoping Questionnaire • Discovery and analysis of existing environment including firewall design, network diagrams, and deployment planning <p>Deployment</p> <ul style="list-style-type: none"> • Configuration and implementation of a single PA-3000 to PA-7000 series or HA cluster (Active/Passive Only) • Process includes licensing, dynamic updates, and product registration • Create up to thirty (30) security rules and up to fifteen (15) NAT rules • App-ID migration of commonly used ports (includes initial review of high-volume/multi-usage ports 80 & 443) • Enable threat protection content with up to one each of anti-virus, anti-spyware, vulnerability • Enable Wildfire security profile, note Wildfire license required • Enable default URL Categorization, note PAN-DB license required • User-ID config with up to three (3) identification methods (Windows, syslog monitoring, server monitoring) • Create up to three (3) basic custom reports on applications, threats or URLs • Create up to three (3) DoS profiles and up to three (3) site-to-site VPN tunnels • Setup Westcon-Comstor’s Best Practice URL Security Policies for PA policy matching <p>Post-Deployment</p> <ul style="list-style-type: none"> • Up to four hours of after-hours cutover support • Up to four hours of post-cutover support** • Up to four hours of knowledge transfer** • 2 day Optimization Services to review log accumulation (30 day Post-Deployment) for fine-tuning of Security and NAT rules, User-ID troubleshooting or additions, or App-ID modifications.*** <p><small>*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. **Available only within the first two weeks after cutover ***Based on findings additional Optimization Services may be recommended or required and will incur additional charges.</small></p>	


Reseller Benefits

- Enablement without competition
- Expand your service offerings by leveraging our experienced Security team
- Leverage remote engineering and reduce traditional travel expenses
- Go to market more quickly with new products, services, and technologies
- Count on an efficient process and smooth transition through the use of best practices
- Realize ROI and full functionality quickly with engineers skilled in implementations
- Our Palo Alto Networks experts will accelerate the client’s time to value of their investment
- Using Westcon-Comstor Services frees up your internal resources to work on more strategic business issues

Additional Palo Alto Networks Services

Westcon-Comstor provides additional Professional Service options that allow customers to build upon their initial deployment. Each offer below can be either included as part of the original deployment strategy, or considered and scheduled as a post-implementation option.

Part: WGPS-PAN-OPT-DAY	PAN Optimization Service per day
Optimization Service Frequently used to complement initial deployments, allowing logs to be evaluated so that in-depth recommendations can be planned and associated changes can be implemented. It can include (but not limited to) additional creation of App-ID’s, User-ID troubleshooting or additions, and fine-tuning of security and NAT rules.	
Part: WGPS-PAN-APP-CONV-DAY	PAN Optimization Service per day
App-ID’s Conversion Conversion of source environment port and protocol rules to Palo Alto Networks firewall Application-ID rules. As requested, custom applications can be reviewed, then custom App-ID rules created, monitored, and fine-tuned. Optimization Services can be delivered after 30 days to perform adjustments and remove unused legacy duplicates.	
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 As part of your migration strategy you might not be ready to move to an application-traffic signature approach, and need apples to apples rule conversion from your outgoing third-party firewall. Our Rule Conversion service addresses the migration and conversion for overall rules, NAT specific rules and VPN tunnels.	
Part: WGPS-PAN-HC	PAN Comprehensive Health Checks
Health Checks Westcon-Comstor Services offers 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. Our Palo Alto engineers will complete a basic health checklist and evaluate for overall best practices. Features and logs will be analyzed and recommendations are provided in both executive high-level and in-depth technical formats.	



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.