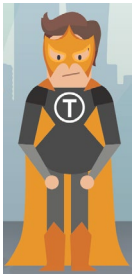


# Westcon Professional Services for Palo Alto Networks Traps™



## Secure Endpoints with a Unique Multi-Method Prevention Approach

Today's threats can be deployed behind the network and the firewall that guards it, affecting company endpoints and leaving workstations, laptops and other internal devices vulnerable. These new threats make Traps™ – Palo Alto Networks' Advanced Endpoint Protection – an essential piece of the security solution.

Traps™ delivers a lethal combination of malware and exploit prevention that blocks every threat – known and unknown. It replaces traditional antivirus to pre-emptively block risks before they compromise systems.

Westcon's Security Engineers and Professional Service Experts offer Palo Alto Networks Sales Support and Technical Enablement to help you deliver unsurpassed protection. Tap their expertise to secure your success with Traps™ 4.0's new features and expanded multi-method prevention capabilities.

## Westcon's Pre-Sales and Technical Enablement for Traps™

**Traps™ Proof of Concept.** Let us help you close the deal by putting this powerful solution in your customer's hands. Our team will deploy Traps™ in an end user's environment for a 30-day evaluation, including ESM Server, ESM Console and up to 200 Traps™ Agents (Win/Mac/Server).

**Traps™ Pitch & Demo Sessions.** Perfect for partners and customers new to Palo Alto Networks. Training provides an overview of the Palo Alto Networks Security Platform and includes a live walkthrough of a Next-Generation Firewall Web GUI.

**Traps™ Webinars.** We host 1-hour trainings to highlight and demo the Palo Alto Networks CSS Portfolio. Join us to discover how Palo Alto Networks is Guarding the Security Galaxy! Sessions include Traps™, AutoFocus™ and Aperture.

**Traps™ Ultimate Test Drives (UTDs).** Westcon's UTDs deliver a guided, hands-on experience with the Palo Alto Networks Security Platform. Recommended for sales staff and SEs new to Palo Alto Network or Traps™.

**Traps™ PSE Endpoint Associate Workshops.** Our workshops prepare SEs for the Palo Alto Networks PSE Certification Track. Completion of certain classes also supports Partner Technical Compliance for Palo Alto Networks' NextWave Partner Program.

View upcoming sessions [here](#).

## Exclusive Offer, Become Traps™ Specialized! Save Over 70% on Traps™ Specialization Program Kits

This offering is specifically for partners looking to become Traps™ Specialized in their sales and services business.

QTY	Westcon SKU	List Price	Ext. List Price	Westcon TRAPS Starter Kit
1	WBLD-PAN-TRAPS-STARTER	--	--	\$3,400.00
1	PAN-TRAPS-BND-200-NFR-3YR	\$4,800.00	\$4,800.00	
2	WGAC-PAN-281	\$2,000.00	\$4,000.00	
2	WGAC-PAN-285	\$2,000.00	\$4,000.00	



## Weston Professional Services for Traps™ Installation

Westcon has created four installation and optimization packages that scale to meet each customer's specific needs and facilitate scoping and quoting. Westcon offers four options, based on the maximum number of endpoints, including an exclusive offering for less than 1,000 agents.

Traps Installation - Fixed Based (Foundation) Offerings	
WGPS-PAN-PKG-TRAPS-1K	Traps: Deployment and Organization – 1,000 agents or less <span style="color: gold;">★</span> Westcon Exclusive Offering
WGPS-PAN-PKG-TRAPS-3K	Traps: Deployment and Organization – 3,000 agents or less
WGPS-PAN-PKG-TRAPS-10K	Traps: Deployment and Organization – 10,000 agents or less
WGPS-PAN-PKG-TRAPS-25K	Traps: Deployment and Organization – 25,000 agents or less

Traps Installation - On-site Activity	
WGPS-GEN-TRVL-EXPN	Travel and expenses – Daily rate (Minimum three days)

*Note: 25,000 agents or more will involve a Custom Quote. On-site activity includes travel and expenses that will be priced separately based on actual cost. All on-site deployments require a minimum of three consecutive days to be quoted.*

## Westcon's Efficient and Professional Installation Process

**As Designed** documentation, showing conceptually a generic Traps™ deployment

**Kickoff Meeting:** Identify and review contacts, resources, scope and timelines

**Architecture Analysis:** In-depth technical discussion of how Traps™ will be deployed

**Phased Deployments with a Multi-Tier Plan:**

- Initial deployment of ESM components and a percentage of the endpoints
- Tuning of initial deployment
- Progress to next percentage of endpoints and repeat tuning
- Systematic and recurring review of network, endpoints and user acceptance

**Fine-Tuning:** Verify communications and adjust endpoint behavior via the ESM console

**Follow-up:** Q&A to review fine-tuning configurations and mitigated security events

**As Built** documentation, detailing the complete buildout of the end customer's Traps™ system

## Custom Quotes for Unique Requirements

Westcon can also provide you custom quotes to meet your customer's specific Palo Alto Networks Traps™ needs. Contact [servicerequest@westcon.com](mailto:servicerequest@westcon.com) with your requests.

For complete Palo Alto Networks solutions, we're at your service. To profit from our experience in delivering complete security, contact your your dedicated Westcon Security Account Manager or the Palo Alto Networks dedicated team at [paloaltonetworks.us@westcon.com](mailto:paloaltonetworks.us@westcon.com).