



Security Lifecycle Review (SLR)

Palo Alto Networks find that over 80% of customers who undertake an SLR go on to purchase one of their solutions.

What is an SLR?

A Security Lifecycle Review (SLR) is an essential tool in helping your customers understand their current cybersecurity posture, identifying potential risks on their network that could affect the security of their business.

SLR's provide complete application visibility, including SaaS applications and any 'shadow' applications, that may not have been authorised by the IT department

It will provide actionable security intelligence, including URL traffic visibility, content types and catalogues all potential threats on the network (known and unknown) and those linked to user behaviour.



How do I run an SLR?

The process really couldn't be simpler. A Palo Alto Networks Next Generation Firewall is installed on the customer's network sitting behind any existing network infrastructure whilst passively monitoring the network, collecting data and analysing threats. Simply:

- Select an opportunity in the Partner Relationship Management.
- Select Recently Viewed from the Opportunities pull-down list.
- Choose Generate SLR Report from the pull-down list to the right of Request Deal Reg Extension.
- Once the Tech Support file is selected, select Upload Stats Dump to generate a report

Work with us at Westcon for support in reporting the findings back to your customer and leading data-driven sales conversations.

As a partner, why should I run SLRs for my customers?

Data breaches and Ransomware are becoming commonplace as hackers focus on more targeted and sophisticated attacks. Avoiding a breach in the first place is always better than hunting for answers afterwards. The best approach is to proactively help your partners find out where they are at risk today and to take action immediately. Highlight upsell opportunities and the added benefits they can offer your customers' to sell more of the Palo Alto Networks platform right from the outset.



Which applications are in use
and the potential risks to
exposure



Specific details on how
adversaries are attempting to
breach your network



Comparison data for your
organization versus that of
your industry peers



Actionable intelligence – key
areas you can focus on
immediately to reduce risk
exposure.

Contact us



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