

CN-SERIES

Sales Enablement Kit

The containerized version of our ML-Powered NGFW, prevents sophisticated network-based threats from spreading across Kubernetes namespace boundaries.



LEVELUP: CN-SERIES - 40 MINUTES

Self-paced eLearning, which is the same product training that Palo Alto Networks employees complete

UPON SUCCESSFUL COMPLETION OF THIS MODULE, YOU WILL BE ABLE TO:

- Understand how containers fit into the overall hybrid cloud environment
- Explain the relationship between CN-Series and Kubernetes
- Target personas that are the best fit for this particular product set
- Be aware of case studies and where you should focus when discussing container security

RECOMMENDED PRE-WORK



SALES SPRINT VIDEO - 2 MINUTES

Two minute video providing a sales product overview - great place to start your product sales learning journey



WHITEBOARD VIDEO - 10 MINUTES

Dynamic product overview to help the learner get a better understanding about the product and problems it solves



TRAIN-THE-TRAINER VIDEO - 23 MINUTES

Video training of the overview deck - will not only deepen the learner's product knowledge, but also how to present the deck to others

TRAINING ASSETS



RESOURCE GUIDE

Product sales battlecard that will include links to other assets and trainings the learner may find beneficial in their learning journey



OVERVIEW DECK

Product sales training deck that provides a walkthrough of the customer challenges, competitive landscape and sales positioning



TRANSLATION ASSET GUIDE

Resource Guides and Overview Decks that have been translated into eleven different languages