paloalto NETWORKS | **STRATA** BY PALO ALTO NETWORKS

NEXT-GENERATION FIREWALL (NGFW)
Sales Enablement Kit

Our industry-leading next-generation firewalls are the first to leverage machine learning for proactive real-time and inline zero-day protection.

LEVELUP: NGFW - 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 the definition and benefits of NGFW
• Identify target customer roles, their challenges and desired business outcomes
• Understand NGFW functionality, including SD-WAN, DLP and more
• Be aware of how NGFW and Security Subscriptions work together to offer unparalleled 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 - 14 MINUTES
Dynamic product overview to help the learner get a better understanding about the product and problems it solves

TRAIN-THE-TRAINER VIDEO - 44 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

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