



PANORAMA

SALES ENABLEMENT KIT



Reduces complexity by simplifying configuration, deployment and management of your Palo Alto Network security products.



LEVELUP: PANORAMA - 20 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 why a centralized network security console is needed to manage multiple firewalls
- · Identify challenges Network Security teams face
- Know what deal triggers to listen for
- · Articulate benefits and capabilities for this solution

RECOMMENDED PRE-WORK



SALES DASH VIDEO - 5 MINUTES

This video provides a brief sales overview of a security product add-on such as a subscription or service available for a Palo Alto Networks platform product

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



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ROTL 24420-02 10/20