

# 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