

# PRISMA ACCESS

## Sales Enablement Kit



A secure access service edge that helps organizations embrace cloud and mobility. In the module, learn how Prisma Access provides cloud consistent security services and fast access to all types of cloud applications.



### **LEVELUP: PRISMA ACCESS - 1 HOUR 30 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:**

- Define Secure Access Service Edge (SASE)
- Identify target customer roles, their challenges and desired business outcomes
- Understand the competition

### 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 - 12 MINUTES**

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



#### **TRAIN-THE-TRAINER VIDEO - 39 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