

VM-SERIES

Sales Enablement Kit

A virtualized form of Palo Alto Networks NGFW that protects your customers' private and public cloud deployments. In this module learn about the levels of cloud security that VM-Series can provide your customers.



LEVELUP: VM-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:

- Define the benefits of a Virtual Firewall
- Identify target customer roles, their challenges and desired business outcomes
- Have a strong understanding of Virtual Firewall functionality
- Be able to articulate common use cases for Virtual Firewall

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 - 32 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