

Palo Alto Networks Managed Security Services Provider Program

PROGRAM OVERVIEW

As a Managed Security Service Provider (MSSP) serving clients worldwide, you develop and deploy systems that help your customers become more secure, productive and resilient in a changing global economy. They turn to you because of your experience in building robust security solutions that address their key business challenges. To accomplish this and remain a competitive MSSP, you need a partner that offers:

- The Right technology platform
- Expert resources to help you develop solutions that are customized for your individual client needs
- Proven success in supporting many of the world's largest and most demanding IT environments
- Powerful industry relationships for mutual growth

The Palo Alto Networks MSSP program is available for qualified Managed Service Providers who consider service and support to be a critical element of their business. By partnering with Palo Alto Networks, MSSPs get Technical, Business and Marketing support that enables them to ramp up quickly, to deliver high-margin services profitably and to build out new top-of-mind service offerings around the consumerization of IT and cloud initiatives that are pervasive and budgeted for within the Enterprise.

With Managed Services based on Palo Alto Networks, you can:

- Sell high-margin monitoring and managed services
- Tailor your offerings to specific clients or lines of business
- Grow revenue with additional customers without increasing costs. Palo Alto Networks provides a playbook that allows MSSPs to scale services easily with no additional manpower
- Utilize the same platform to deliver existing service offerings like Firewall/VPN, IPS or develop new value-add service offerings around application visibility and control
- Invest in a partner that provides state-of-the-art technology in network security for both physical and virtual/cloud environments

Services you can offer as an MSSP include:

- Firewall/VPN
- Security subscription services including IPS, AV and Content Filtering
- Security policy development and management
- Security Audits
- Migration Services around security infrastructure refresh cycles
- Application Visibility and Control
- 24/7 monitoring including security alerts

PROGRAM REQUIREMENTS

The Palo Alto Networks MSSP Program offers two levels of membership to Service Providers who want to partner with Palo Alto Networks. When you become a Palo Alto Networks MSSP program member, Palo Alto Networks commits the time and resources needed to help you differentiate your organization as a total solution provider for security services.

Program Requirements	Gold Partner	Platinum Partner
<i>Managed Service Provider Agreement</i>	√	√
<i>Joint Business Planning</i>	√	√
<i>On-site NFRs and lab equipment</i>	2	10
<i>Participation in joint marketing activity</i>	√	√
<i>Sales pipeline review</i>	Case-by-case basis	Case-by-case basis
<i>24/7 monitoring</i>	√	√
<i>Operates out of redundant, disaster-resilient SOCs</i>	√	√
<i>Palo Alto Networks Accredited Configuration Experts (ACE)</i>	4	8
<i>Palo Alto Networks Accredited Sales Experts (ASE)</i>	2	12
<i>Ability to monitor logs from Palo Alto Networks devices</i>	√	√

BENEFITS FOR ALL MSSP PARTNERS

Marketing and Promotion

- MSSP specific white papers, case studies, use-cases
- Co-marketing & demand generation tools
- Participation in product promotions
- Content Syndication

Training and Support

- Access to free instructor led training (ILT)
- Dedicated on-site training for Platinum Partners
- Insider Sales Engineer Support
- Discounted NFRs
- Access to online sales and technical training/accreditations
- Access to online KnowledgePoint and Support Center – ability to manage issues on behalf of the end-customer
- Prioritized support framework (Platinum Partner)

Sales Enablement

- Joint marketing planning
- Quarterly business reviews and planning
- AVR report tool access
- Access to TCO Calculator
- Assigned dedicated Palo Alto Networks' resource (Platinum Partner)

ABOUT PALO ALTO NETWORKS

Palo Alto Networks™ next-generation firewalls enable unprecedented visibility and granular policy control of applications and content – by user, not just IP address – at 20 Gbps network throughput levels. Based on patent-pending App-ID™ technology, Palo Alto Networks firewalls accurately identify and control applications – regardless of port, protocol, evasive tactic or SSL encryption – and scan content to stop threats and prevent data leakage.



the network security company™

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