



# Virtual firewalls for the digitally transformed business

Virtual NGFWs scalable to seamlessly deploy in any virtual or cloud environment



# Simple. Secure. Stronger. VM-Series by Palo Alto Networks

Virtual firewalls with the same next generation automation and machine learning capabilities of the PA-Series - built to consistently protect public and private clouds, virtualised data centres and branch locations.

## Why go virtual with Palo Alto Networks?

# #1

Virtual NGFW  
market share

# 100%

Application  
visibility

# 115%

ROI

- **QUICK** deployment with no extended delivery lead times
- Deep **VISIBILITY & CONTROL** over inbound, outbound and internal network traffic
- Ability to **REDUCE ATTACK SURFACE** through segmentation and insertion of threat prevention measures for detection and response
- Protection against lateral movement with **SEGMENTATION** and micro segmentation
- **FLEXIBILITY** through the industry's most flexible firewall consumption model for software NGFWs - Firewall Flex

## “No end to global chip shortage before H1 2023” - [Reuters report](#)

With the ongoing global chip shortage impacting hardware availability and lead times, virtual firewalls offer the almost instant security solution some organisations may need.

Fulfilling customer needs even when on-site visits aren't an option

## Our Westcon remote offering

### Westcon Academy

- Complete Strata course schedule incl. most popular courses: EDU-210/214/220/330
- NEW Advanced Workshop on VPN - Routing - Global Protect

### Professional services

- Remote deployment
- Remote upgrade tuning
- Health checks and network assessments

### Managed services

- Automated remote monitoring of the IT security infrastructure
- SLA-based troubleshooting

### Support services

- 24/7 (English) or 8/5 (German/Spanish/French) service desk
- Full management and control of L3 escalations
- Multi-vendor skilled engineers

### Financial services

- Flexible and OPEX based finance offerings
- Overcome budget shortages
- Payment holidays
- Pull forward payments





# Firewall Flex

The only consumption model offering customers complete flexibility to pay for exactly what they use and adapt to changing requirements over time

## The ideal a la carte virtual package

### Virtual Central Processing Units (vCPUs)

Flexible firewall sizing from 2 CPU-16 CPU with the option to add or remove cores while automatically adjusting credits

- 2 vCPU = VM-50/VM-100 equivalent
- 4 vCPU = VM-300 equivalent
- 8 vCPU = VM-500 equivalent
- 16 vCPU = VM-700 equivalent

### Cloud Delivered Security Services (CDSS)

Credit-based licencing with reusable credits

Threat Prevention, Wildfire, URL Filtering, DNS security, IoT, SD-WAN, Global Protect, virtual Panorama for management, virtual Panorama for dedicated log collector

### Westcon support & services

- Remote deployment
- Remote upgrade tuning
- 24/7 (English) or 8/5 (German/Spanish/French) service desk
- Troubleshooting
- Full management and control of L3 escalations

## Channel partner benefits



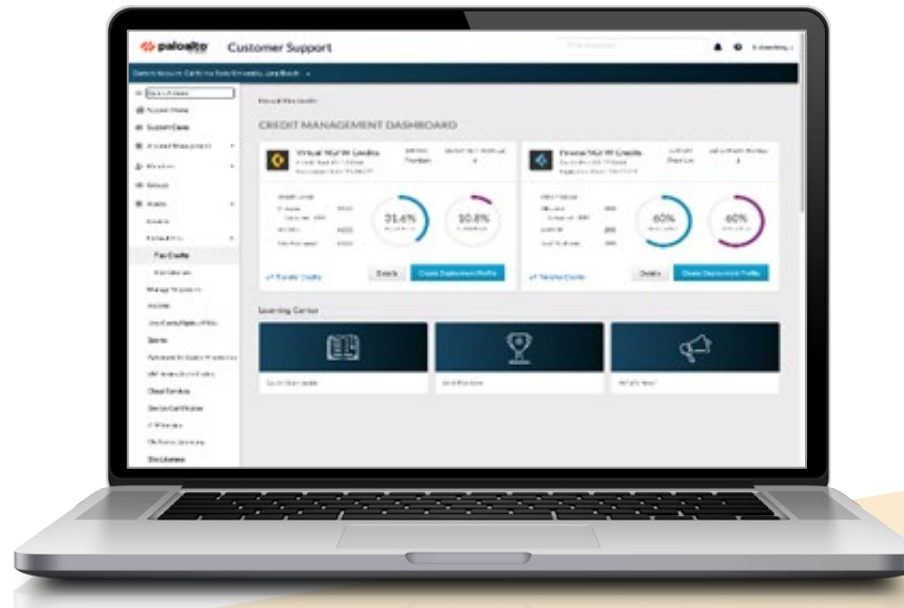
Helps you generate revenues over time by allowing you to charge for firewalls and CDSS at renewal



Simplifies the sales cycle by reducing the number of SKUs from 1000+ to 2



Makes it easier to sell newly released CDSS by eliminating the use of fixed bundles



Customer Support Portal provides credit tracking and a credit estimator to determine the cost of additional firewalls or security services

# Boost your virtual business



## VirtuallyNOW

### From chip shortage to cloud success

- **PROTECT** your customers with virtualised offerings and protect your pipeline in the face of supply shortages
- **EXPAND** your business into the cloud market, and stay profitable and indispensable in a cloud-first world
- **TRANSFORM** your offering aligned to digital transformation by positioning yourself as a cloud consultant



## Strata Starter

### Fire up net-new Strata business and burn the competition

- **FIND** the customer segment with the highest propensity to buy
- **WARM** customers with easy-to-use campaigns, call out days and events with Westcon support
- **ENGAGE** customers by executing Security Lifecycle Reviews and receive a \$100 voucher for doing so
- **CONVERT** customers with the VM-Series 30-day free trial and Firewall Flex
- **IMPLEMENT** virtual security solutions using our portfolio of services
- **ACCELERATE** business by developing competencies to build a pipeline and drive incremental business

## Supercharge your business

Until July 31st 2022 - receive additional discounts on VM-Series and CN-Series deal registrations and new customer deals.

# A conversation guide to the VM-Series

Do you use any cloud service providers?

Listen out for:  
Public cloud (AWS, Microsoft Azure, GCP, Oracle Cloud, Alibaba Cloud)

Listen out for:  
Cloud network security / cloud firewall

How do you address security in the cloud?

Do you utilise virtual network infrastructures such as software defined networking?

Listen out for:  
Software-Defined Networking (VMware NSX, Cisco ACI, Nutanix Flow, OpenStack)  
Virtualised infrastructure (VMware ESXi, KVM, Microsoft Hyper-V, Nutanix AHV)

Listen out for:  
Network segmentation / micro segmentation

Does your virtual security differ inside versus outside your organisation?

Does your virtualised security rely on multiple products?

Listen out for:  
Software-Defined Networking (SDN)  
(VMware NSX, Cisco ACI, Nutanix Flow, OpenStack)





# VM-Series or PA-Series?

## Finding the solutions your customers need

The VM-Series and PA-Series each come with their own range of benefits, ensuring there is an ideal solution for every security need. Understand the differences to find the right fit for your customers.

### VM-Series

Ideal for organisations low on space in branch locations who don't want to deploy additional hardware

With Firewall Flex customers can save more credits the more CDSS they procure

Firewall Flex offers the highest level of flexibility in the industry for both the level of protection and the configuration of the solution

Supports the shift to hybrid/remote working and digital transformation by securing virtual environments

Deployed easily and quickly with the ability to be integrated with software-defining networking solutions

Security Lifecycle Reviews can be carried out virtually, providing your customers with deep visibility into their network threats and vulnerabilities. Palo Alto Networks reports that SLRs have an 80% customer conversion rate.

### PA-Series

Ideal for larger volumes of traffic - higher firewall throughput of up to 687 Gbps (PA-7080) vs 16 Gbps (VM-700/16 vCPUs)

The PA-400 Series, PA-410 subscription bundles and Panorama discounts for PA-400 customers offer competitive pricing and discounts in the SMB market

Allows customers to easily adopt SD-WAN by simply enabling it on their existing firewall

Acts as a physical barrier between a computers' internal drives and incoming malicious code - stopping threats before penetration

Delivery lead times and a more complicated configuration process extend the overall deployment period

Security Lifecycle Reviews can be carried out physically, providing your customers with deep visibility into their network threats and vulnerabilities. Palo Alto Networks reports that SLRs have an 80% customer conversion rate.

## Useful resources

- [VM-Series 30-day free trial](#)
- [NGFW credit estimator](#)
- [PA-410 subscription bundle presentation](#)
- [Panorama discounts for PA-400 Series customers](#)
- [Firewall Flex customer presentation](#)
- [SLR solution brief](#)
- [NGFW customer presentation](#)

Any questions?  
Want to know more?

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