Why SYNNEX for Palo Alto Networks

SYNNEX WESTCON

paloalto NETWORKS

Our people are experts and understand the business, processes, programs, promotions, incentives, and portfolio from Palo Alto Networks.

We make delivering complex security solutions both simple and profitable for our channel partners. Leveraging the full value in our relationships to drive and grow our business.

Vendor Partnership Details:

Palo Alto Networks and SYNNEX Westcon have partnered for over 10 years.

SYNNEX has 20+ dedicated Palo Alto Networks team members. Palo Alto Networks has a global footprint in 169 countries.

paloalto Certified Professional Services Partner

paloalto Authorized Support Center

paloalto Authorized Global Training Partner

Business Growth Resources

GOVSOLV, SUPPORTING SLED SELLING
- Ensuring your SLED & Contract Selling has the right support to drive organic growth

FINANCIAL OFFERINGS AVAILABLE
- Lockbox, Escrow, SLED Advantage, SYNNEX Security DLL, net terms, and more!

INTERNATIONAL BUSINESS SUPPORT
- Project management, logistics, integration and reverse logistics services to drive efficiencies and profitability
- Importer of Record (IOR) Service
- Global Deployments Service (GDS)

RENEWSOLV, A RENEWAL PLATFORM
- Ensuring there is no loss of revenue for you and no service interruption for your customers

Distribution Provided Services Available

PRE SALES ENGINEERING
- 3 regional focused dedicated sales engineers that provide pre sales support, installation, implementation, configuration, health checks, vulnerability
- Assessments, penetration testing/ethical hacking, PoC , BoM, SLR, BPA, UTD, and more!

AUTHORIZED SUPPORT CENTER
- Satisfaction rating >96%
- GoldSeal & Rebate Program
- 24/7 Support Available

AUTHORIZED GLOBAL TRAINING PARTNER
- Top notch accredited technical center (ATC)
- Earned the PANW Above and Beyond Award (2020)
- Private, virtual, or on-site training available

CERTIFIED PROFESSIONAL SERVICES PARTNER
- Remote & On site installation offerings
- Offer managed services PANW tech to end-users

SYNNEX **SERVICESolv** | **GoldSeal** Support | SYNNEX **GOVSolv** | SYNNEX **RENEWSolv**

Contact: PaloAltoNetworks@SYNNEX.com to learn more.

SYNNEX
GOVSolv™
for Palo Alto Networks

paloalto NETWORKS®

Our GOVSolv team are experts and understand the SLED business, contracts, SLED focused programs, promotions, incentives, and the Security Product Portfolio from Palo Alto Networks.

GOVSolv makes delivering complex security Solutions to SLED Customers both simple and portable for our channel partners.

Commitment to Contract Selling:

GOVSolv Brings Industry Experts together to support highly regulated industries:
- SLED Partner Enablement
- SLED Contracts
- Education & E-Rate
- Public Safety
- Legislation
- Regulated Industries
- Healthcare

SLED Support

SLED Selling Support
- 38 Experts, with an average of 10 years in Government, in Contracts and specific customer verticals that can support you bringing Palo Alto Networks solutions to customers in SLED, Regulated Industries, Healthcare and more.

GOVSolv Can Help
- Compose & Support Govt Business Planning
- Business Intelligence Tools
- End User Lead Generation/ Lead Development
- Capture/Proposal Support
- Bid Desk for specific govt quote support
- Grant Program & Support

SLED Contract Support
- Current Palo Alto Networks Contracts & Cooperative Buying Agreements:
  - GSA | OMNIA | NASPO | NCPA | PEPPM | Equalis Group | NC DPI | CMAS

SLED Resources

SLED FINANCIAL OFFERINGS AVAILABLE
- SLED Advantage, EaaS, & Deferred Payment
- SYNNEX Security DLL, net terms, Lockbox, Escrow, and more!

Legislative Support
- CARES Act & Secure Supply Chain

GSA Schedule Contract 47QTCA19D00MM — OMNIA PARTNERS — NATIONAL IPA — U.S. COMMUNITIES GOVERNMENT PURCHASING ALLIANCE — NASPO ValuePoint — DIR Dept. of Information Resources

NCPA National Cooperative Purchasing Alliance — PEPPM® Technology Bidding and Purchasing Program www.peppm.org — Public Schools of North Carolina State Board of Education Department of Public Instruction — CMAS Approved Contractor DGS California Multiple Award Schedules — equalis GROUP

Contact: GOVSolv@SYNNEX.com to learn more.