

# Auto-Expand with Westcon



## Identify. Grow. Drive. Leverage.

*Partnering with You to Drive a More Comprehensive Sales Motion!*

### Identify and Grow Existing Opportunities...

End Customer Engagement

Westcon's Palo Alto Networks Auto Expand Campaign is designed to enhance your consultant status by expanding beyond the first sale and broadening the Palo Alto Networks security solutions footprint within your customer base. Once enrolled Westcon will provide a monthly analysis of your Palo Alto Networks sales including a list of customers you sold to, what they purchased, and how they could benefit from expanding their Palo Alto Networks solution. *You* determine which customers we engage on your behalf, and Westcon remains transparent.

Health Check & Results

### Drive A More Comprehensive Sales Motion....

Auto Expand proactively identifies and discovers opportunities every month on previous sales as an extension of your team. A complementary health check and use of tools like Best Practice Assessment (BPA) and Security Lifecycle Review (SLR) can lead to *7x Life Time Value (LTV)* end customer investment growth! *We* uncover the leads within your client base -- *you* reap the rewards.

Presentation & Upsell Opportunity

### Leverage Your Westcon Partnership....

Let Westcon maximize the relationships you've built while driving your revenue opportunities and client loyalty. Leverage Westcon's resources to ensure your end customers are maximizing their investment and reducing the time to next purchase. Let us become an extension of your team, further strengthening the relationship you have with your customers and further solidifying your network security consultant status regarding all things Palo Alto Networks!

Increase BPAs, SLRs & Subscriptions

Increase Life Time Value (LTV)

To Learn More and to Enroll, Contact Our Team Today!  
**[PaloAltoNetworks@synnex.com](mailto:PaloAltoNetworks@synnex.com)**

Click here to [Opt-in](#)