

# Palo Alto Networks

*FY 19 Promotions*

*Updated: 23 May 2019*



# Vendor Promotions

## Invest in Success Not-for-Resale Promotion



Get a Discount!

# 40%



on PA-820, PA-850, PA-3220,  
PA-5220 & PA-5250

# 80%



on Traps  
Not-for-Resale SKUs

### INVEST IN STRENGTHENING YOUR DEMONSTRATION CAPABILITIES



### MEET NEW NEXTWAVE MINIMUM NOT-FOR-RESALE REQUIREMENTS

[VIEW NEXTWAVE  
NFR REQUIREMENTS](#) ▶

Palo Alto Networks is under no obligation to continue this promotion and may cancel the program at any time. This program is void where prohibited.



TO QUALIFY FOR THE PROMOTION  
ORDERS MUST BE  
RECEIVED BY  
**JULY 31, 2020**



# SYNNEX Professional Services



# SYNNEX GoldSeal Rebate Program

Sign up to have your Palo Alto Networks GoldSeal (Backline) Support purchases qualify for a rebate on top of the already great savings.

- Customers purchasing \$ 50K in GoldSeal (Backline) Support each quarter receive \$1,000 rebate
- Customers purchasing \$250K in GoldSeal (Backline) Support each quarter receive \$5,000 rebate
- Customers purchasing \$500K in GoldSeal (Backline) Support each quarter receive \$10,000 rebate

Email [Paloaltonetworks@synnex.com](mailto:Paloaltonetworks@synnex.com) to learn how you can take advantage of the exclusive offer.



Palo Alto Networks GoldSeal Rebate Program notes:

- Must sign up to have purchases qualify for the rebate
- Revenue targets based on net sales of revenue
- Program starts 9/1/19 and runs through 8/31/20
- Attainment will be reviewed after each 3-month period then reset for next period
- Qualifying rebates to be paid out within 30 days of the end of each quarter



## Westcon-Comstor Academy Authorized Training Partner

Your Westcon-Comstor Academy Authorized Global Training Partner is offering discounts for Security Education Services for a limited time, see details below:

As part of their commitment to the Palo Alto Networks reseller community, **Westcon-Comstor Academy is offering partners a 50% per seat reduction to Westcon-Comstor Academy Public scheduled classes for Security Education.** Email [Paloaltonetworks@synnex.com](mailto:Paloaltonetworks@synnex.com) to learn how you can take advantage of the exclusive offer.

### Westcon-Comstor Academy Can:

- ✓ Authorized Training Partner – Helping Resellers meet Vendor Authorization + Certification requirements
- ✓ Flexible Training Delivery – Public, Private, Virtual, On-site, Custom
- ✓ Discount to Resellers – Purchase training for own Staff or resell to End customers for high margins

### Strategic Partnership with Global Knowledge:

- Classroom Live
- On-Demand eLearning
- Easy-to-Sell Training Credits



AUTHORIZED GLOBAL  
TRAINING PARTNER



## SYNNEX Cloud Service Promotions

New Cloud Deployment services are easy to quote and priced to improve partner profitability.

- Traps™ Advanced Endpoint Protection Cloud Deployment Service
- GlobalProtect™ Cloud Deployment Service
- Aperture™ SaaS Security Deployment Service

As part of their commitment to the Palo Alto Networks reseller community, **SYNNEX is offering partners a complimentary first-time cloud deployment service.** Email [Paloaltonetworks@synnex.com](mailto:Paloaltonetworks@synnex.com) to learn how you can take advantage of the exclusive offer.



Always offered is a complimentary vulnerability assessments that define, identify, and classify security vulnerabilities within a computer, network or communications infrastructure

