

Palo Alto Networks: Where SMB Security Meets Superiority



When it comes to the security challenges faced by small and medium-sized businesses (SMBs), the stakes have never been higher. With **46% of cyberattacks attributable to SMBs with 1000 or fewer employees, organisations can no longer afford to compromise when it comes to safeguarding their digital assets**¹.

Fortunately, Palo Alto Networks offers a game-changing suite of security solutions tailor-made for SMBs, providing them with enterprise-level protection.

Palo Alto Networks stands out with its remarkable capability to **block 100% of evasions**, earning it the highest Security Effectiveness score as validated by the **NSS Labs NGFW Test Report**. This exceptional performance places Palo Alto Networks in the top spot in the industry.

So, as a reseller, the question to ponder is this: **Why allow valuable deals to slip through your fingers when you have the chance to offer world-leading enterprise-level protection to your SMB customers?**

Defending SMB's Like Never Before

With a 14-year history of providing industry firsts, Palo Alto Networks introduced the world's first ML-Powered Next-Generation Firewall (NGFW).

The **PA-400 and PA-1400 Series** are your gateway to providing SMBs with second-to-none cybersecurity. You can offer your clients real-time threat prevention, automated policy recommendations and comprehensive security that safeguards everything from IoT to critical data.

As a **recognised leader acknowledged eleven times** in the Gartner Magic Quadrant for Network Firewalls, you not only elevate your position but also become a trusted cybersecurity partner.

This provides your clients with the assurance of business continuity and the most robust security investments possible, all thanks to ML-powered NGFW technology.

When it comes to security, the size of a business shouldn't limit the strength of its defence. Your SMB clients deserve nothing less than what Palo Alto Networks offers.

Unmasking the Truth of the Cybersecurity Bargain Basement

There are many budget-friendly options for cybersecurity with organisations luring customers with the promise of enterprise-grade security at irresistible prices.

Yet, beneath the surface, many of these installations offer only basic functionality, relying on add-ons for advanced features and analytics. Enabling additional features leads to performance drops, sometimes up to 91%, resulting in **unpredictable performance and higher Total Cost of Ownership (TCO)**.

In contrast, Palo Alto Networks Next-Generation Firewalls, powered by **Single-Pass Parallel Processing (SP3) Architecture**, deliver high throughput and low-latency network security with built-in advanced features. Performance remains predictable, even when using multiple Cloud-Delivered Security Services (CDSS).

For world-class security that combines performance and cost-effectiveness, Palo Alto Networks is the clear choice.

Unlock Opportunities with Westcon

We offer:

Rollover to find out more about each offering.

Never-Seen-Before Discounts

For a limited time, Westcon is offering:

- 45%+ discount on PA-400 devices and Core Security Bundles
- 50%+ discount on PA-1400 devices and Core Security Bundles

Win customers over with highly competitive up-front pricing in addition to higher performance and lower TCO.

With all of this, as well as our flexible financial solutions and global supply chain expertise, Westcon ensures that you can offer the right customers the right solution at the right price, precisely when and how they want it.



¹ Getastra ² Palo Alto Networks

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