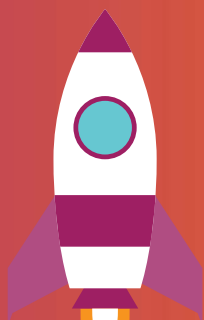


# 6 Reasons why NEXTGEN should be your preferred Palo Alto Networks Distributor.



## 1 OFFERS & INCENTIVES

[NEXTGEN INCENTA](#) for Palo Alto Networks.



- Earn Digital Cash Rewards for booked meetings, Deal Registrations and converted opportunities, Completing certifications, AWS Marketplace and CyberLab Demo's

**\$5,000 USD NEXTGEN Concierge Packages.**

### CONCIERGE

- Eligible partners can activate through partner marketing support with NEXTGEN to plan, build and execute a marketing campaign targeting their customer base to drive new opportunities for Palo Alto Networks solutions.

**\$7,000 AUD in funded Palo Alto Networks PSE Certifications**

- Eligible partners can receive up to \$7,000 of funding for 2 Technical Pre-Sales engineers to complete Palo Alto Networks PSE certs across HW, SW, Prisma & Cortex, unlocking additional specialization benefits from Palo Alto Networks including discounts, rebates and enablement and marketing support.

## 2 DEMAND GEN & MARKETING SUPPORT

### CONCIERGE



- Always-On Demand Generation campaigns driving end-customer leads for key Palo Speedboats – Prisma and Cortex, via NEXTGEN oSpace and Concierge Marketing Services.
- Qualified leads passed to NEXTGEN nominated Palo Alto Networks Partners.

## 3 ENABLEMENT & CERTIFICATION SUPPORT



- Quarterly Training and Enablement Programs with virtual and in-person sessions aligned to key Palo Alto Networks Speedboats – Cortex & Prisma, Via the **NEXTGEN Level-Up Program** unlocking Palo Alto Networks rebates and discounts for your business.
- Discounts and free certifications available for NEXTGEN Nominated Palo Alto Networks Partners.

## 4 NEXTGEN CYBERLAB



- ✓ Beyond PoCs set-up environment
- ✓ With multiple web applications
- ✓ Develop + real representation of integrated solutions in a production environment.
- ✓ Deliver bespoke demos to End Users, Prospects and Partners
- ✓ Accelerate and boost PANW and Partner deals.

## 5 MANAGED SOC AS A SERVICE (MSOC)

- ✓ Zero risk and investment for Palo Alto Networks Partners to become or expand their MSSP's capabilities.
- ✓ Opportunity for partners to expand revenue through Managed Security Service offerings.

## 6 AWS MARKETPLACE



- ✓ Able to provide exclusive Palo Alto Networks CPPO for partners
- ✓ One stop shop: provide all tools and training to help PANW simplify, scale, and succeed.