

WHY PARTNER WITH PALO ALTO NETWORKS?

RIGHT MARKET



Increased investment levels for security:
\$19.5B opportunity growing with 7% CAGR till 2018*



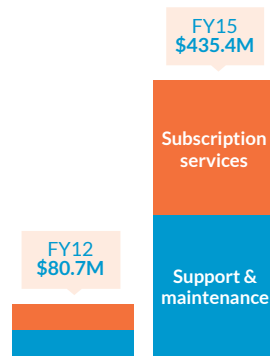
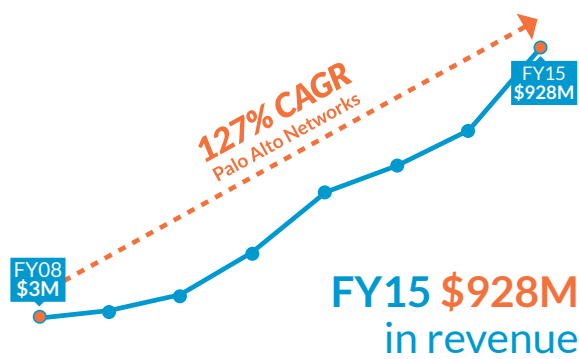
Security is the **GREAT ENABLER**
SaaS, Cloud, Virtualization,
Social Applications, Mobility

Traditional approaches **CANNOT PREVENT** advanced attacks
Customers are having to re-architect their systems and networks off legacy point products onto a next generation security platform

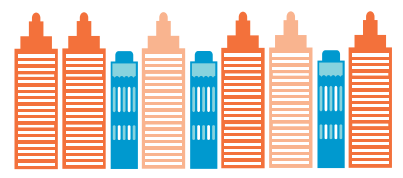


RIGHT COMPANY

Unparalleled Lifetime Value of 9.8x over 5 Years



+26,000
CUSTOMERS



4x Gartner Magic Quadrant Leader*
2011, 2012, 2013, 2014

Serving **nearly 50%** of the Global 2000



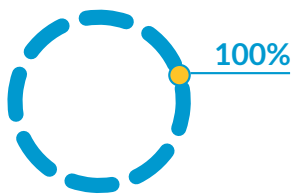
RIGHT PARTNER

100% Channel Centric

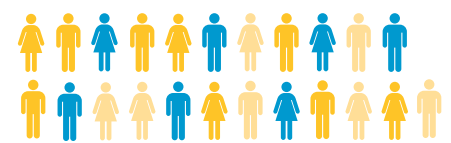
Award-winning NextWave Program



481 partners grew >100% in FY15



Had 23 partners with >\$1M in revenue **doubled their business in 2015**



Massive partner enablement investment including Pre-Sales



12,000 partner security professionals access **44,000** training activities



next wave
Palo Alto Networks Partner Program

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ALREADY A PARTNER?
Download our Partner Blueprint for Growth ▶

*IDC, Worldwide Network Security 2014-2018 Forecast and 2013 Vendor Shares, July 2014; IDC, Worldwide Web Security 2014-2018 Forecast and 2013 Vendor Shares, August 2014; and IDC, Worldwide Endpoint Security 2014-2018 Forecast and 2013 Vendor Shares, August 2014

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Questions about our NextWave Partner Program?
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