



SLR/BPA Voucher

Redeem for a free Security Lifecycle Review or Best Practice Assessment

The prevention-driven customer success methodology of Palo Alto Networks® helps customers get a holistic view of their environments through the lens of the cyberattack lifecycle, enabling them to set expectations and plan for the future. This methodology includes two powerful tools for partners to utilize - the Best Practice Assessment for NGFW and Panorama™ management and the Security Lifecycle Review.

The Best Practice Assessment (BPA) for Next-generation Firewall and Panorama evaluates a customer's platform configurations by measuring their adoption of capabilities, validating whether or not their policies adhere to best practice and providing recommendations and instructions for how to remediate failed best practice checks.

The Security Lifecycle Review (SLR) summarizes the business and security risks facing an organization, providing an opportunity to review the findings and take joint action on them during an initial evaluation, or as part of a regular visibility and security check-up.

WHEN DO I USE SLR AND BPA?

NEW CUSTOMERS

WHAT	WHEN	WHY
BPA	Ongoing assessment of feature adoption	<ul style="list-style-type: none"> Looking for quality assurance Showcase commitment to ensuring fast adoption of the solution after purchase
SLR	Key deliverable of evaluation & expansion of initial opportunity	<ul style="list-style-type: none"> Give the customer visibility into their applications, and vulnerabilities and risks in their environment A critical part of the sales cycle

EXISTING CUSTOMERS

WHAT	WHEN	WHY
BPA	Assess feature adoption & compliance with best practices	<ul style="list-style-type: none"> Change in personnel or dormant accounts Health checks or post-migration engagement Consultancy, professional services or resident engineer
SLR	Expand platform adoption	<ul style="list-style-type: none"> An ongoing measurement to assess the health of a customer's security posture Unveil upsell opportunities

HOW CAN CLOUD HARMONICS HELP?

One of our Palo Alto Networks certified engineers can quickly get you up to speed on both of these tools so you are better prepared to engage new or existing customers. We can also run either session fully on your behalf.

For more information or to schedule a session to review BPAs or SLRs, contact your Channel Account Manager or email us at bpa@cloudharmonics.com