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# Palo Alto Networks NGFW

Portfolio e valore caratterizzante della proposta di Next Generation Firewall

25 Ottobre 2024

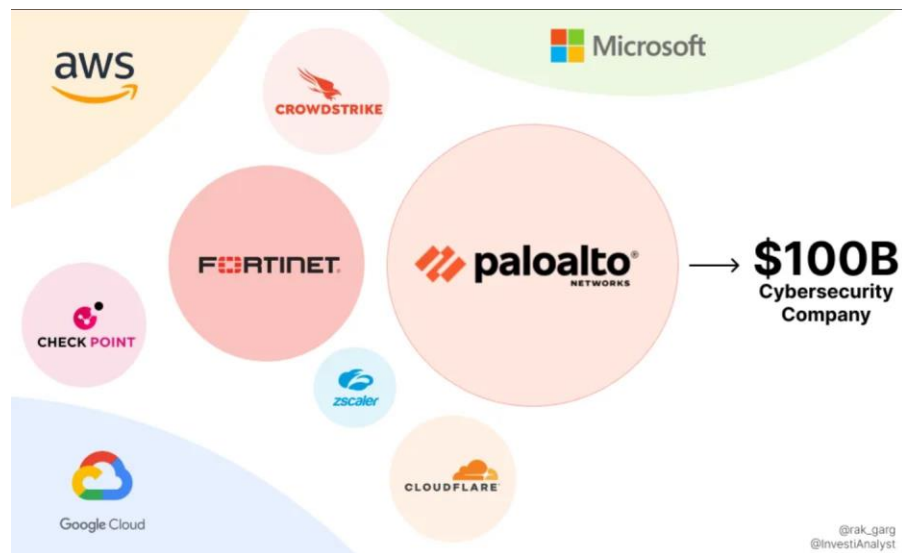
Webinar

*Riccardo Tesi – Security Sales Specialist – TD SYNnex*

*Andrea Pezzoni – Security Presales Specialist – TD SYNnex*

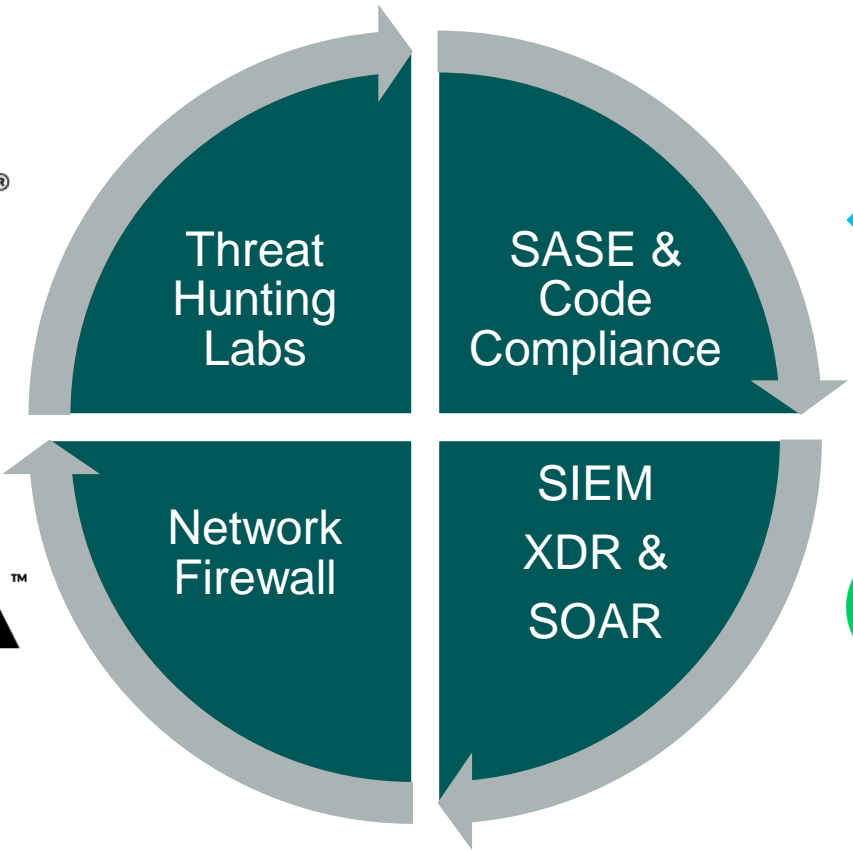


Palo Alto Networks è un'azienda leader nel settore della sicurezza informatica, specializzata nella fornitura di soluzioni di firewall di nuova generazione e piattaforme di sicurezza di rete. Fondata nel 2005, l'azienda ha rapidamente guadagnato una solida reputazione per l'innovazione e l'efficacia delle sue soluzioni nel contrastare le minacce informatiche sempre più sofisticate.



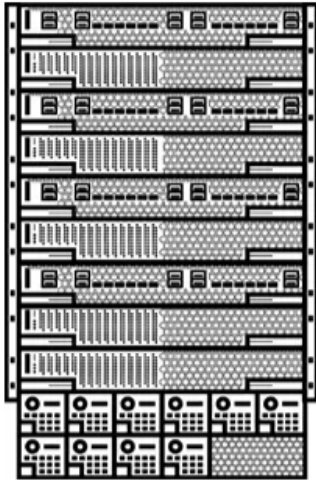
- Nasce nel 2005 introducendo sul mercato il primo NGFW, creando una rivoluzione nel modo di pensare alla sicurezza di rete.
- Negli anni successivi, il portafoglio di prodotti si amplia, includendo soluzioni end-point, di sicurezza cloud, threat intelligence e automazione della sicurezza.
- Ad oggi Palo Alto Networks è diventata il punto di riferimento nel settore della sicurezza informatica, con una clientela che spazia dalle grandi imprese, P.A. e provider.

# Pillars

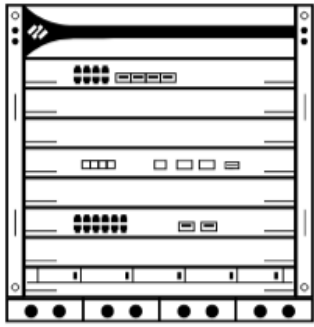


# Portfolio NGFW

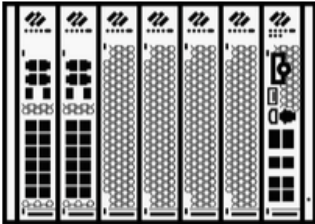
NGFW



PA-7500 Series



PA-7000 Series



PA-5450



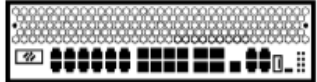
PA-5400 Series



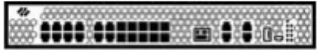
PA-5200 Series



PA-3400 Series



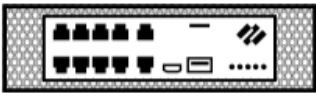
PA-3200 Series



PA-1400 Series

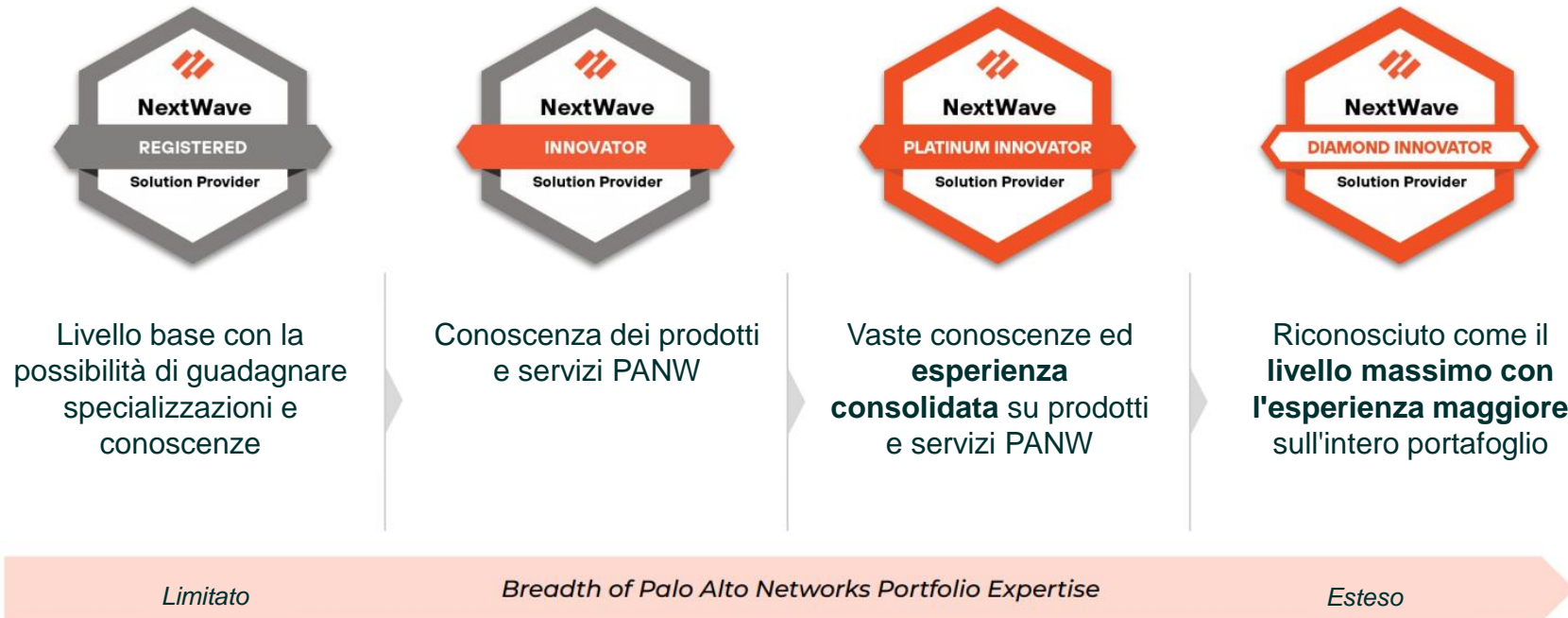


PA-400 Series



PA-220R

# NextWave Partner Program



L'obiettivo del programma Nextwave è di cooperare al fine di abilitare, espandere le opportunità, incrementare il prodotto e ottenere dei risultati in base alla propria struttura.

# Learning Program

## Beacon: Il Portale di Formazione Gratuito per Partner

Beacon è una piattaforma di formazione che offre accesso gratuito a percorsi dedicati alle diverse famiglie di prodotti. Fornisce strumenti fondamentali sia per il Pre-sales che per il Post-sales, assicurando che i partner siano dotati delle competenze necessarie per offrire un servizio di alta qualità.

### Vantaggi Principali:

- Accesso gratuito a corsi specifici per prodotto
- Percorsi formativi strutturati per Pre-sales e Post-sales
- Strumenti e risorse per migliorare il livello di servizio ai clienti
- Garantisce un supporto tecnico e commerciale ottimale

Hardware Firewall	Software Firewall	Prisma SASE	Prisma Cloud	Cortex XDR	Cortex XSOAR	Cortex XSIAM
<b>Sales</b> ▶ Sales Product Specialist (SPS) - Hardware Firewall	<b>Sales</b> ▶ Sales Product Specialist (SPS) - Software Firewall	<b>Sales</b> ▶ Sales Product Specialist (SPS) - SASE	<b>Sales</b> ▶ Sales Product Specialist (SPS) - Cloud	<b>Sales</b> ▶ Sales Product Specialist (SPS) - XDR	<b>Sales</b> ▶ Sales Product Specialist (SPS) - XSOAR	<b>Sales</b> ▶ Sales Product Specialist (SPS) - XSIAM
<b>Pre-Sales</b> ▶ Palo Alto Networks Accredited Systems Engineer (PSE): Strata Professional	<b>Pre-Sales</b> ▶ Palo Alto Networks Accredited Systems Engineer (PSE): Software Firewall Professional	<b>Pre-Sales</b> ▶ Palo Alto Networks Accredited Systems Engineer (PSE): SASE Professional	<b>Pre-Sales</b> ▶ Palo Alto Networks Accredited Systems Engineer (PSE): Prisma Cloud Professional	<b>Pre-Sales</b> ▶ Palo Alto Networks Accredited Systems Engineer (PSE): Cortex Professional	<b>Pre-Sales</b> ▶ Palo Alto Networks Accredited Systems Engineer (PSE): Cortex Professional	<b>Pre-Sales</b> ▶ Palo Alto Networks Accredited Systems Engineer (PSE): Cortex Professional

Sono previsti percorsi di specializzazione strutturati



TD Synnex è Authorized Training Partner per l'erogazione dei corsi di formazione Palo Alto Networks.  
[academy.it@tdsynnex.com](mailto:academy.it@tdsynnex.com)

# Il Valore di TD SYNnex

## We help you Evolve

Through programs and communities purpose-built to differentiate your business today and embrace new business models that unlock growth for the future

## We deliver technology solutions with versatility

We bring together compelling ways to source IT products and services along with human and financial business solutions so you can focus on maximizing value to clients



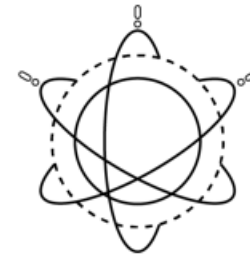
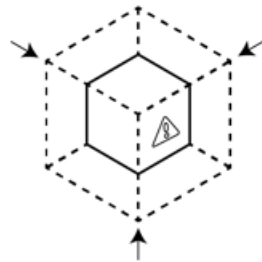
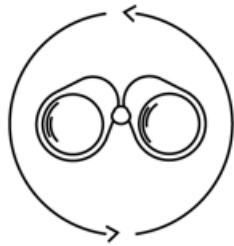
## We help you Learn

By offering on-going tech and business enrichment we deliver relevant market insights, so your team continues to gain the knowledge that drives outcomes

## We Solve for technology ecosystem complexity

We enable outcomes with a broad portfolio, platforms and unique solutions that help you scale to meet new demand across the entire technology lifecycle

# Prevenzione degli attacchi



Complete  
Visibility

Reduce Attack  
Surface

Prevent  
Known Threats

Prevent  
Unknown Threats

Consistent Across  
all Locations



Headquarters



Branch  
Offices



Data Center/  
Private Cloud



Public Cloud



SaaS



Mobile Users



IoT

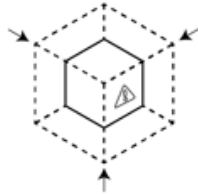


# Protezione a 360°



## Gain Complete Visibility

- All Applications
- All Users
- All Content
- All Devices
- All Endpoints
- Encrypted Traffic
- SaaS & Cloud
- Mobile



## Reduce Attack Surface Area

- Block "Bad" Apps
- Limit App Functions
- Limit File Types
- Block High-risk Websites
- Verify Users
- Limit Devices
- Control Sharing



## Prevent All Known Threats

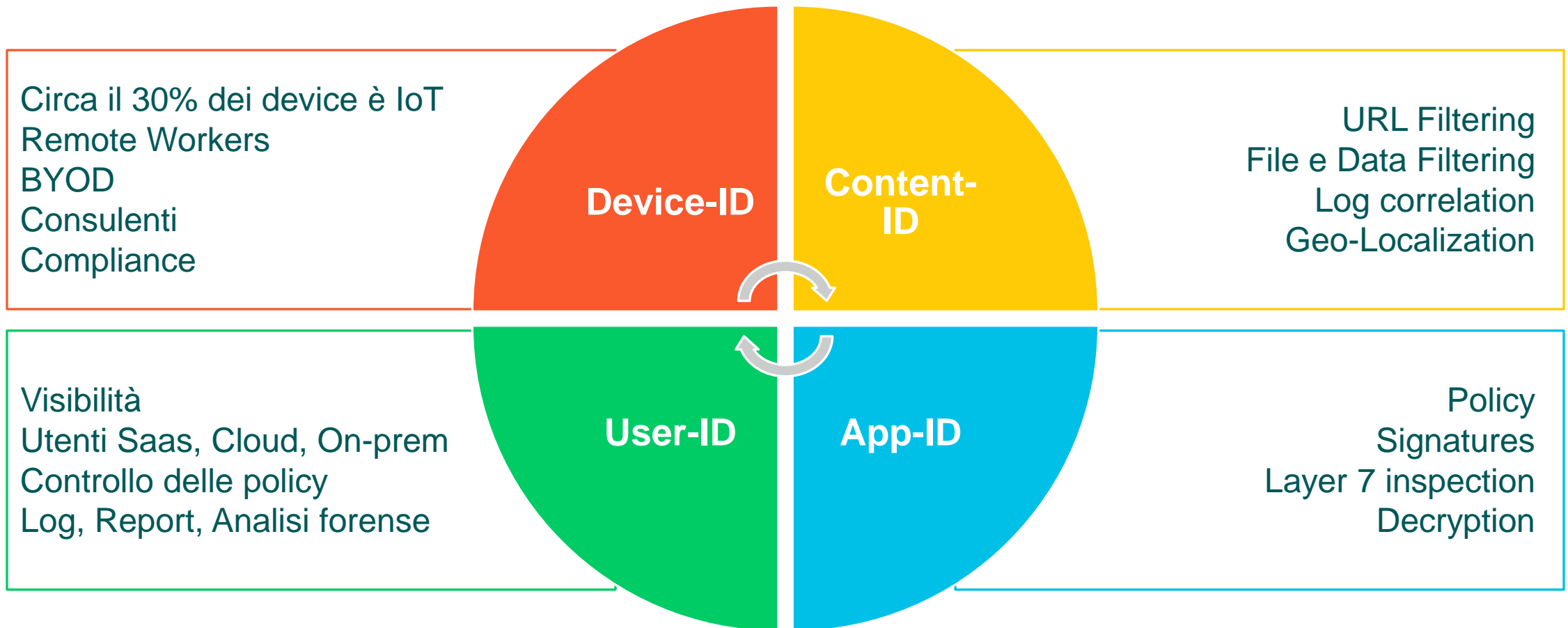
- Exploits
- Malware
- Command & Control
- Malicious Websites
- Bad Domains
- Stolen Credentials



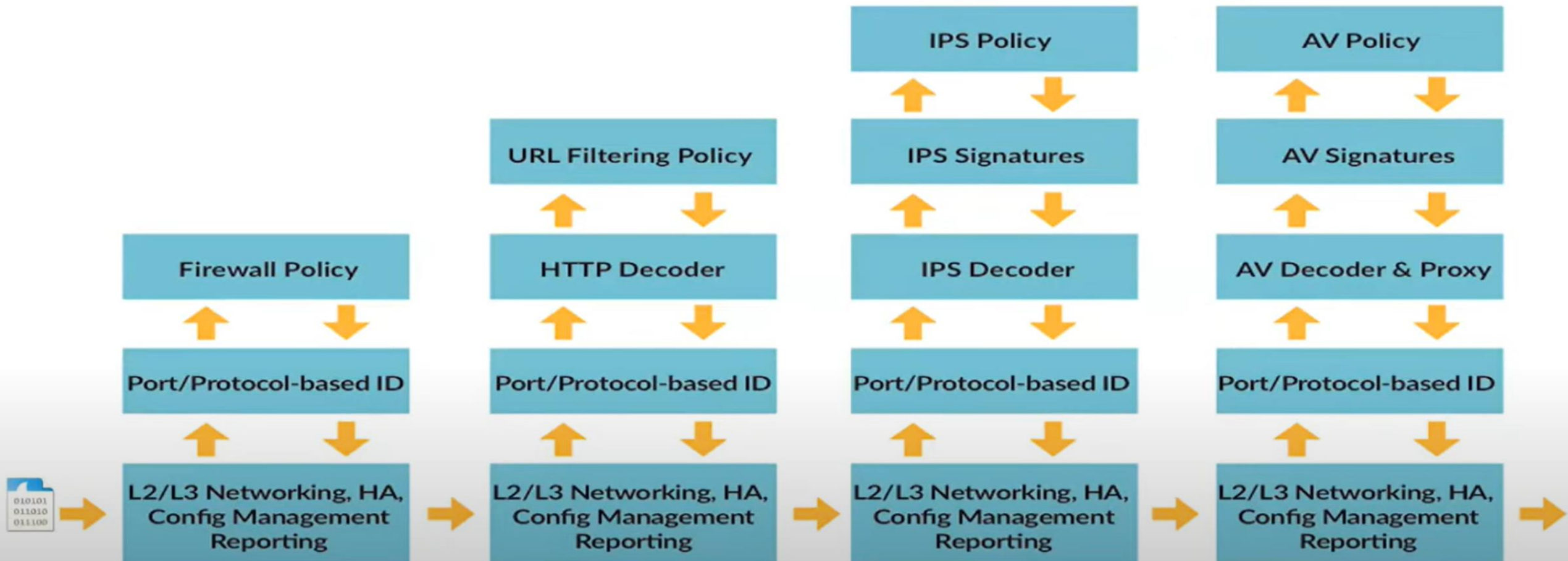
## Prevent and Detect Unknown Threats

- Dynamic Analysis
- Exploit Techniques
- Malware Techniques
- Machine Learning
- Static Analysis
- Anomaly Detection
- Analytics

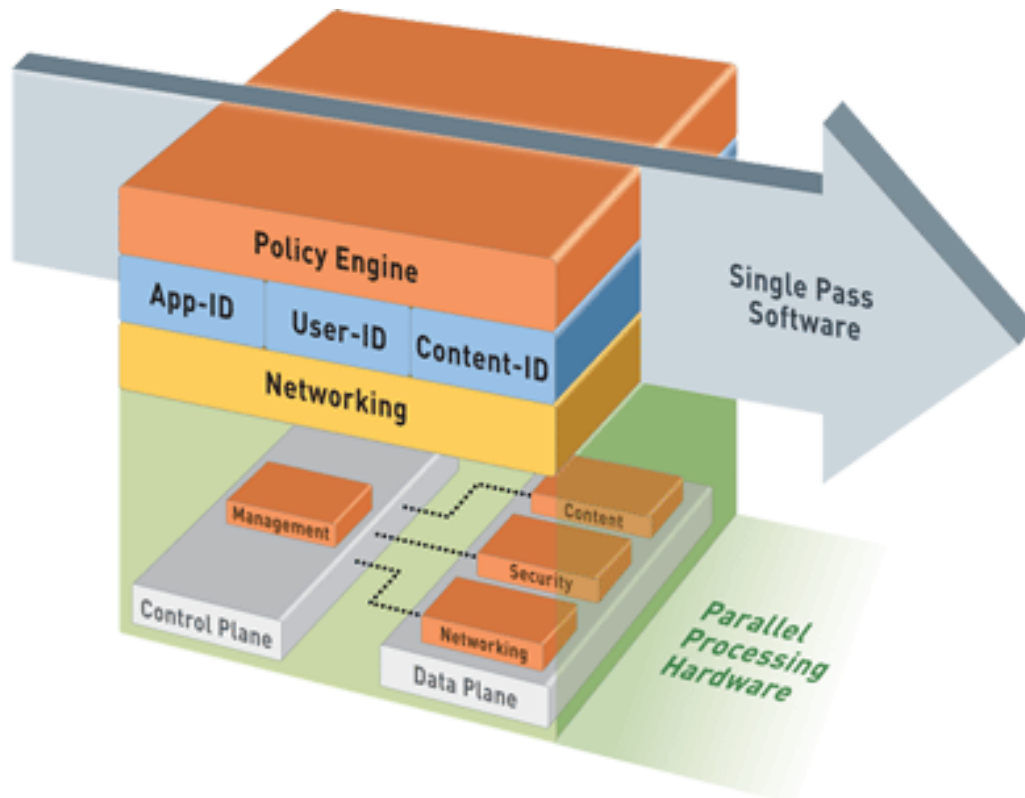
# Protection Pillars



# MultiPass Architecture



# Single Pass Parallel Processing (SP3)



- Migliori Performance attraverso Singola scansione
- Miglior Sicurezza attraverso correlazione
- Minor complessità di rete
- Migliori performance di rete
- Minori zone d'ombra di sicurezza
- Migliore operatività
- Minor TCO

# Ecosistema di sicurezza

## Network Security Platform



Panorama Management

### Cloud Delivered Security Services

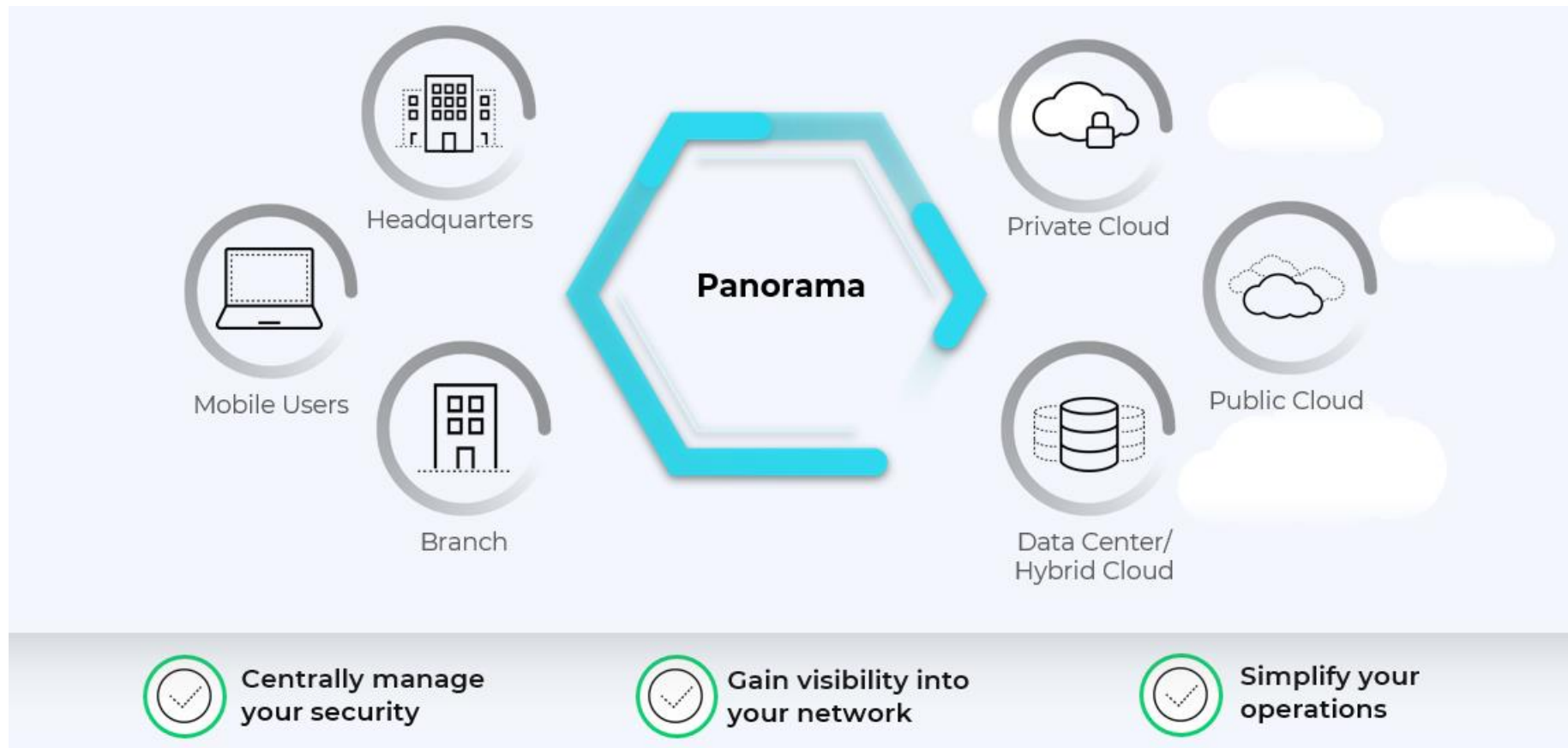


Hardware  
PA-Series


Software  
VM-Series / CN-Series

Cloud Service  
Prisma Access

# Panorama Management



# Hands-On



Username

Password

[Log In](#)

[Use Single Sign-On](#)

Welcome to the Palo Alto Networks Demo Systems.  
This demo firewall is running PAN-OS version 10.2.

\*\*\* This demo system is setup for Single Sign-on authentication. Please use

“We have a bold vision: To create a world where each day is safer and more secure than the one before”

Palo Alto Networks



<https://www.paloaltonetworks.com/resources/pa-series-next-generation-firewalls-hardware-architectures>  
<https://www.paloaltonetworks.com/resources/whitepapers/single-pass-parallel-processing-architecture.viewer.html>  
<https://www.paloaltonetworks.com/about-us/corporate-responsibility>  
<https://docs.paloaltonetworks.com/pan-os/10-1/pan-os-admin/app-id/app-id-overview>  
[https://www.paloaltonetworks.com/content/dam/pan/en\\_US/assets/pdf/tech-briefs/techbrief-content-id.pdf](https://www.paloaltonetworks.com/content/dam/pan/en_US/assets/pdf/tech-briefs/techbrief-content-id.pdf)  
<https://docs.paloaltonetworks.com/pan-os/10-2/pan-os-admin/user-id/user-id-overview>  
<https://docs.paloaltonetworks.com/pan-os/10-1/pan-os-admin/device-id>  
<https://softwareanalyst.substack.com/p/the-race-to-100b-the-palo-alto-networks>

# Q&A

**Your Opinion Counts!**  
Scarica la presentazione  
cliccando sul codice QR



## PROSSIMI APPUNTAMENTI

**8 NOVEMBRE:** Acronis e NIS2

**15 NOVEMBRE:** Zyxel e Approccio security MSP

**22 NOVEMBRE:** Protezione identità con IBM

<https://events.tdsynnex.it/cyber-unit-missione-protezione/>

<https://forms.office.com/r/B8pN50j9f3>

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