



BT and Palo Alto Networks Give the Cloud a Tougher Lining

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BT customers to benefit from an innovative platform-based breach prevention approach to cloud security

SANTA CLARA, Calif., March 3, 2016 /PRNewswire/ -- [BT](#), one of the world's leading providers of communications services and solutions, and [Palo Alto Networks](#)® (NYSE: PANW), the next-generation security company, today announced an agreement that will integrate the [Palo Alto Networks Next-Generation Security Platform](#) into BT's [global portfolio of security services](#).

BT customers around the world will benefit from the combination of the Palo Alto Networks breach prevention-focused platform with the global reach and scale of BT's security services.

As part of this agreement, BT's [Assure Managed Firewall](#) service will now integrate WildFire cloud-based malware prevention, which is a key component of the Palo Alto Networks Next-Generation Security Platform¹. It will be used to further secure the access to cloud-based applications, enabling enterprise customers to reap increased benefits from BT's [Cloud of Clouds](#)².

Mark Hughes, CEO of BT Security, said: "Enterprises are keen to accelerate their digital transformation and fully leverage exciting new technology, from big-data analytics to cloud applications. They need to access these applications securely, using future-proof tools that protect them against targeted and increasingly sophisticated cyber-attacks. They need a tougher lining around their cloud services. Palo Alto Networks provides intelligent security monitoring, management and efficacy. Integrating that breach prevention capability into the BT Assure portfolio of security services will be a big step forward in securing the cloud strategy of an organisation."

Mark McLaughlin, president and chief executive officer at Palo Alto Networks, said: "Security is now a top concern for every business, and with continued growth in both the volume and sophistication of attacks, a breach prevention-focused strategy is essential to ensure a safe digital future for organisations and individuals alike. We are delighted to join forces with BT to help organisations safely enable business operations and protect their most valuable assets, managing both their risk and their security budgets."

About BT

BT's purpose is to use the power of communications to make a better world. It is one of the world's leading providers of communications services and solutions, serving customers in more than 170 countries. Its principal activities include the provision of networked IT services globally; local, national and international telecommunications services to its customers for use at home, at work and on the move; broadband, TV and internet products and services; and converged fixed-mobile products and services. Following the acquisition of EE on 29 January 2016, BT consists principally of six customer-facing lines of business: BT Global Services, BT Business, BT Consumer, EE, BT Wholesale and Openreach.

For the year ended 31 March 2015, BT Group's reported revenue was £17,979m with reported profit before taxation of £2,645m.

British Telecommunications plc (BT) is a wholly-owned subsidiary of BT Group plc and encompasses virtually all businesses and assets of the BT Group. BT Group plc is listed on stock exchanges in London and New York.

For more information, visit www.btplc.com.

About Palo Alto Networks

Palo Alto Networks is the next-generation security company, leading a new era in cybersecurity by safely enabling applications and preventing cyber breaches for tens of thousands of organizations worldwide. Built with an innovative approach and highly differentiated cyber threat prevention capabilities, our game-changing security platform delivers security far superior to legacy or point products, safely enables daily business operations, and protects an organization's most valuable assets. Find out more at www.paloaltonetworks.com.

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¹ The [Palo Alto Networks Next-Generation Security Platform](#) focuses on bringing an end to the era of breaches by natively integrating capabilities such as Next-Generation Firewall, Advanced Endpoint Protection, and Threat Intelligence Cloud.

² 'Cloud of clouds' is BT's cloud services integration capability, giving customers a practical route into cloud computing that meets their needs for choice and flexibility, total security and someone who knows how to make it work together. More information here: www.bt.com/point-of-view

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