



Telstra Becomes First Palo Alto Networks Channel Partner in Asia Pacific to Achieve Diamond Status

July 28, 2015

Melbourne, Australia, July 28, 2015 – Palo Alto Networks® (NYSE: PANW), the leader in enterprise security, and Telstra Corporation Limited (Telstra), one of Australia's leading telecommunications and information services companies, today announced that Telstra has become the first channel partner in Asia Pacific to achieve the highest level of Diamond Partner Status in the Palo Alto Networks [NextWave Partner Program](#).

This status is only awarded to partners who have undergone a comprehensive evaluation of technical competence, achieved certain revenue requirements, and established comprehensive product and service offerings.

Telstra has been a partner of Palo Alto Networks in Australia since 2012. Over the past several years, Telstra has been instrumental in successfully bringing Palo Alto Networks offerings to market in Australia, especially with large enterprise customers. Currently, Telstra has over 65 certified professionals ranging from sales-certified staff to security experts who have achieved the highest technical certifications from Palo Alto Networks.

QUOTES

- "Palo Alto Networks has pioneered next-generation security with an innovative platform that enables our clients to secure their networks and safely enable their increasingly complex applications. Our momentum with Palo Alto Networks has been truly remarkable in the three years that we have collaborated and we look forward to continued expansion of our business together on the back of this unique recognition."

- Euan Prentice, Director, Services Business Development, Telstra

- "Palo Alto Networks is delighted to congratulate Telstra on its new Diamond Partner status, making them the first partner in Asia Pacific to receive this recognition. Over the years, Telstra has demonstrated a level of commitment and excellence to expanding the Palo Alto Networks footprint that makes them a key partner for us not only in Australia, but also in the Asia Pacific region. We look forward to strengthening this strategic relationship with Telstra and continuing to provide organizations in the region a highly unique breach prevention platform".

- Ron Myers, Vice President of Worldwide Channels, Palo Alto Networks

Telstra will be recognized at an official signing ceremony to be held on Tuesday, July 28, 2015 at 11:00 AM at the Hilton Hotel in Melbourne, Australia. The ceremony will be graced by John Ieraci, Director of Security Practices and Euan Prentice, Director of Services Business Development from Telstra, and Steve Redman, Vice President of Asia Pacific and Armando Dacal, Vice President of Australia/New Zealand from Palo Alto Networks.

Recommendations

- Learn more about Palo Alto Networks NextWave Partner Program: <https://www.paloaltonetworks.com/partners.html>
- Visit Telstra at <https://www.telstra.com.au>

About Palo Alto Networks

Palo Alto Networks is leading a new era in cybersecurity by protecting thousands of enterprise, government, and service provider networks from cyber threats. Unlike fragmented legacy products, our security platform safely enables business operations and delivers protection based on what matters most in today's dynamic computing environments: applications, users, and content. Find out more at www.paloaltonetworks.com.

Palo Alto Networks and the Palo Alto Networks Logo are trademarks of Palo Alto Networks, Inc. in the United States and in jurisdictions throughout the world. All other trademarks, trade names or service marks used or mentioned herein belong to their respective owners.

Media Contacts

Martina Schulze-Warnecke
Senior Manager, Corporate Communications, Asia Pacific & Japan
Palo Alto Networks
+65 9295 9707
mswarncke@paloaltonetworks.com

Olivia Blake
Account Manager
Recognition PR
+61 2 9252 2266
olivia_blake@recognition.com.au