



Ron Myers and Todd Palmer of Palo Alto Networks Recognized as 2015 CRN Channel Chiefs

February 23, 2015

Santa Clara, Calif., February 23, 2015 – Palo Alto Networks® (NYSE: PANW), the leader in enterprise security, today announced that Ron Myers and Todd Palmer have been named to the prestigious list of the 2015 CRN Channel Chiefs. The influential executives on this annual list represent the most powerful leaders in the IT channel who hold direct responsibility for driving growth and revenue for their organizations through their indirect channel partners. Individuals are selected for inclusion based on their track record of channel accomplishments, standing in the industry, dedication to the partner community, and plans for driving future business innovation and channel growth.

The 2015 CRN Channel Chiefs have demonstrated their enduring support for the channel by consistently defending, promoting and executing effective channel partner programs and strategies. A listing of all 2015 CRN Channel Chiefs is featured in the February 2015 issue of CRN, and online at www.CRN.com.

Ron Myers, Vice President, Worldwide Channels, joined Palo Alto Networks in 2013 and Todd Palmer, Vice President, Americas Channels, joined in 2014. They have worked as part of a fast-growing worldwide channels organization to better enable Palo Alto Networks partners and focus on nurturing key channel relationships.

Among many investments made to support the partner organization in the past year, Palo Alto Networks now has an enhanced coverage model, through which channel business managers more closely align with key partners on business planning. As a result, partners are able to better differentiate themselves and increase their margins, as well as develop their own teams using the same training and tools available to Palo Alto Networks field sales representatives worldwide.

QUOTES

- "Each year, our editors carefully vet an extensive group of highly accomplished channel executives to highlight those exemplary individuals who earn the mantle of CRN Channel Chief. These executives strive to advance the success and standing of the channel community within their organizations. The 2015 CRN Channel Chiefs lead by example and serve as valuable advocates to help ensure the health and longevity of the IT channel. We applaud their accomplishments and look forward to their continued success."

- Robert Faletra, CEO, The Channel Company.

- "Palo Alto Networks is committed to developing the best channel partnerships in the industry and ensuring the investments we make to support our partners are not only channel-friendly, but channel-centric. The proof of our efforts is in the massive year-over-year growth we've seen from our top partners, and we are honored to see that our efforts in support of the channel have been acknowledged by CRN."

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

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.

About The Channel Company

The Channel Company, with established brands including CRN, XChange Events, IPED and SharedVue, is the channel community's trusted authority for growth and innovation. For more than three decades, we have leveraged our proven and leading-edge platforms to deliver prescriptive sales and marketing solutions for the technology channel. The Channel Company provides Communication, Recruitment, Engagement, Enablement, Demand Generation and Intelligence services to drive technology partnerships. Learn more at www.thechannelcompany.com.

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