



Palo Alto Networks and Grupo Dice Sign Distribution Agreement to Bring Next-Generation Network Security to Mexico

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SANTA CLARA, Calif., March 20, 2013 /PRNewswire/ -- Palo Alto Networks™ (NYSE: PANW), the network security company, today announced a new distribution agreement with Grupo Dice, a leading distributor of IT infrastructure equipment and services in Mexico. The agreement is further proof of Palo Alto Networks' commitment to bringing innovative, new products and services to customers around the globe.

As part of the agreement, Grupo Dice will offer the full Palo Alto Networks [Next-Generation Firewall](#) (NGFW) portfolio to its customers and value-added resellers. With 25 years of experience and 12 branch offices in Mexico, Grupo Dice has the expertise and infrastructure necessary to bring the value of Palo Alto Networks' next generation of network security to customers throughout the region. Palo Alto Networks has pioneered the next generation of network security with its innovative platform that allows enterprises to secure their networks and safely enable the increasingly complex and rapidly growing number of applications running on their networks. At the core of this platform is the company's Next-Generation Firewall, which delivers application, user, and content within the [firewall](#) through its proprietary hardware and software architecture.

"Grupo Dice's success in the Mexican IT market relies in part upon our ability to offer our customers state-of-the-art products and services. This is particularly important for network security solutions, as the security threats our customers must contend with are becoming increasingly sophisticated. We believe that Palo Alto Networks' innovative approach to helping enterprises safely enable the use of new applications and devices on their networks will provide tangible benefits to both productivity and network security," said Guillermo Nava, security solutions manager for Grupo Dice. "Palo Alto Networks' NGFW solutions are a welcome addition to our product portfolio."

The Palo Alto Networks NGFW platform offers the ability to identify, control, and safely enable applications while inspecting all content for all threats in real time. The Palo Alto Networks NGFW product portfolio offers organizations the ability to address a broad range of network security requirements, ranging from the data center to the network perimeter, as well as the distributed enterprise, which includes branch offices and a growing number of mobile devices. To find out more about the company's product portfolio, please visit <http://www.paloaltonetworks.com/products/overview/>.

"Network security is a major priority for all of our customers around the world. To ensure that the right support resources are available locally, Palo Alto Networks is forging relationships with the regional partners that can offer the expertise, support and commitment our customers need," said Adam McCord, director of Sales for Latin America and the Caribbean, for Palo Alto Networks. "As the leading network infrastructure equipment distributor in Mexico, Grupo Dice is the ideal partner to help us bring our innovative network security products to the Mexican IT market."

About Grupo Dice

Established in 1988 and based in Mexico City, Grupo Dice is a leader in the distribution of telecommunications network equipment of the highest standard. With 25 years of experience in the market, Grupo Dice provides a deep knowledge of the sector and its business development offers integrators a strong sales growth and human capital. Grupo Dice has a wide infrastructure that consists of 12 offices in the interior of Mexico, each with its own warehouse and one in Central America in the city of San Jose, Costa Rica. Grupo Dice has 32 leading brands in the field of networking, security, datacenter, and infrastructure cable. We are an experienced, committed organization that shares a collaborative spirit and offers diagnostics and personal attention. Today we have new offices in Leon, Queretaro with the Distributor Central DICE Warehouse, & Puebla in May 2013.

About Palo Alto Networks

Palo Alto Networks is the network security company. Its innovative platform enables enterprises, service providers, and government entities to secure their networks and safely enable the increasingly complex and rapidly growing number of applications running on their networks. The core of Palo Alto Networks platform is its next-generation firewall, which delivers application, user, and content visibility and control integrated within the firewall through its proprietary hardware and software architecture. Palo Alto Networks products and services can address a broad range of network security requirements, from the data center to the network perimeter, as well as the distributed enterprise, which includes branch offices and a growing number of mobile devices. Palo Alto Networks products are used by more than 11,000 customers in over 100 countries. For more information, visit www.paloaltonetworks.com.

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