



Palo Alto Networks Fuels Channel Growth With NextWave Partner Program Enhancements

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SANTA CLARA, Calif., Feb. 4, 2019 /PRNewswire/ -- Palo Alto Networks (NYSE: PANW), the global cybersecurity leader, today announced several enhancements to its [NextWave Partner Program](#), which will boost program flexibility, fuel long-term growth and enable the expansion of partner-led services.

Palo_Alto_Networks_LogoNextWave enhancements include:

- **New profitability initiatives:** Palo Alto Networks introduced new options for partners to grow their businesses with streamlined program levels, tiered discount structures, and new partner incentives aimed at boosting margins and profitability.
- **New partner-led services opportunities:** Palo Alto Networks rolled out a new dedicated Managed Services Program, providing partners a clear path for capitalizing on the rapidly growing managed services opportunity.
- **New systems and processes:** Palo Alto Networks has automated systems and processes to make doing business easier. These advancements simplify the quoting and approval process to accelerate the sales cycle and improve the overall partner experience.

"Our continued growth and success are dependent on our ability to quickly adapt to changing customer, market, and business dynamics together with our partners," said Karl Soderlund, senior vice president, Worldwide Channels at Palo Alto Networks. "The NextWave Partner Program enhancements unveiled today underscore our commitment to the channel by providing more opportunities to excel together and keep our mutual customers protected from successful cyberattacks."

For more information, please visit the Palo Alto Networks [blog](#).

About Palo Alto Networks

We are the global cybersecurity leader, known for always challenging the security status quo. Our mission is to protect our way of life in the digital age by preventing successful cyberattacks. This has given us the privilege of safely enabling tens of thousands of organizations and their customers. Our pioneering Security Operating Platform emboldens their digital transformation with continuous innovation that seizes the latest breakthroughs in security, automation, and analytics. By delivering a true platform and empowering a growing ecosystem of change-makers like us, we provide highly effective and innovative cybersecurity across clouds, networks, and mobile devices. Find out more at www.paloaltonetworks.com.

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