



Solution Brief

# Why Insight for Palo Alto Networks

As a global Solutions Integrator, Insight leverages more than 30 years of experience — and deep end-to-end technology skills — to help organizations transform their IT operations. When you work with Insight, you gain a strategic partner with an expansive pool of resources and solutions for your most complex challenges.

<p>Operations in <b>19+ countries</b></p>	<p><b>30+ years</b> of deep industry experience</p>	<p><b>5,000</b> technical resources (architects, developers and engineers)</p>
<p><b>6,000+</b> software, hardware and cloud partnerships</p>	<p><b>24/7/365</b> managed Security Operations Center (SOC) and Network Operations Center (NOC)</p>	<p><b>13,000</b> Insight teammates</p>

Insight specializes in global delivery of modern solutions.

## Data center and cloud transformation

Modernizing and optimizing IT across the business

- Hybrid cloud
- Migration & consolidation
- Workloads to platforms
- Converged & hyperconverged
- Software-Defined Data Center (SDDC)

## Data infrastructure modernization

Improving how data is stored, protected, consumed, analyzed and restored

- Data protection innovation
- Backup to cloud — ISV
- Business continuity & disaster recovery
- AI/ML private infrastructure & GPU acceleration (new & repatriated)
- Data security

## Integrated network and security

Securing networks and data, including cloud

- Security operations & controls
- Compliance, risk & governance
- Cloud security
- Microsegmentation
- SD-WAN & SD Fabric

## Why Insight?



2020 Palo Alto Networks  
**Global SASE  
Partner of the Year**



## OneCall support for Palo Alto Networks

**Accredited**  
Palo Alto expertise



**Immediate access**  
to client support  
engineers

Service request  
response in  
**60 seconds or less**



**Active insight  
sharing between**  
Insight and Palo  
Alto Networks

## Modern network architectures delivered by Insight

Cloud-based applications are proliferating. Teams are moving to long-term remote status. And organizations are realizing that the traditional architecture approach, such as remote access VPN, is no longer effective or efficient.

Build a unified network security model that's resilient against today's sophisticated threats. Insight applies proven expertise across the entire Palo Alto portfolio — from Prisma® Access and Panorama®, to Prisma Cloud, Cortex XDR®, Cortex XSOAR® and much more. We'll arm you with everything you need to stand up a unified, secure and intelligent network security model. Evaluating the performance of your network environment based on your business needs and objectives, we'll pinpoint the best Palo Alto solutions, from modern firewalls to advanced network security management tools and more.

### Lean on Insight's expertise to excel in three key areas:



#### Unified security

Align security needs and business initiatives.



#### IT support

Rapidly mature your security operations programs.



#### Comprehensive compliance

Adhere to compliance and regulatory requirements.

## Experiment, build and solve with our Research & Innovation Hubs.

Insight's Research & Innovation Hubs let you explore and discover Palo Alto Networks® solutions within the context of your unique use cases. With a blue-sky approach and the latest technologies, we work side by side with you in a lab setting to:

- **Understand a prospective solution or technology more fully**, by pushing it beyond its limits — seeing how and where it breaks.
- **Validate solutions and experience Proof of Concepts (PoCs) and demos** to find the answers to your toughest business challenges.
- **Customize new integrations, developments and implementations** that empower your business today and in the future.
- **Find solutions to complex issues without impacting operations** by replicating your environment in our labs and letting our engineers work it out.
- **Enjoy a "love it before you buy it" experience**, trying out prospective technologies and integrations with Insight first, then procuring them.

### Insight services for Palo Alto Networks

#### Consulting Services

- Security Lifecycle Review
- Security operations
- Workshops and trainings
- Security program maturity
- GRC
- Solution integration
- Security automation
- Network segmentation
- Zero Trust
- Incident response
- Best Practice Assessment
- Incident Response Assessment
- Prevention Posture Assessment
- Cloud Risk Assessment
- Controls Assessment
- Public Cloud Assessment

#### Professional Services

- Strategy, policy, adoption
- Remediation
- Design, implement, optimize
- Network access
- Analytics
- Software-defined
- Cloud workloads
- Encryption maturity
- Implementation
- Migration
- FW rule modernization
- Lifecycle Services
- SSL decryption
- Best Practice Assessment

#### Support Services

- Insight OneCall™
- Lab services
- Post-implementation trainings and best practice guidance
- Firewall (HW, VM, CN, SASE)

#### Managed Services

- Firewall (HW, VM, CN)
- SASE (inc. circuits)

## Client success story:

**Insight and Palo Alto Networks help civil engineering firm support remote work with secure, reliable connectivity.**

**The client:** A multifaceted engineering, architectural, environmental and construction management firm with locations in seven states nationwide and a highly mobile workforce

**The challenge:** The client needed high-bandwidth, flexible security to support data-intensive applications enabling employees spanning headquarters and nearly 20 branch and field locations.

#### The solution:

- + Solution testing and design
- + Prisma Access implementation
- + GlobalProtect® VPN implementation
- + Integration of Palo Alto Networks solutions
- + Upgraded Panorama for network management

**The outcome:** With Palo Alto Networks solutions and Professional Services from Insight, the client was able to offload roughly 40% of overall bandwidth at its corporate data center, freeing up capacity for other critical business needs and delivering a vastly improved user experience to its largely remote workforce.

## Getting started is easy.

Visit [insight.com/contact-us](https://insight.com/contact-us) to connect with our team.

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### Start your transformation.

Architect and protect your environments for the future with Insight and Palo Alto Networks. **Start with a quick consultation to see how we can help.**

