


Sales Enablement Kits

Secure the Cloud	Secure the Future	Secure the Enterprise
Prisma Access Prisma Cloud VM-Series	Cortex XSOAR Cortex XDR Cortex XDR Threat Hunting	NGFW CN-Series

Subscriptions		
IoT Security Wildfire Panorama	Threat Prevention URL Filtering DNS Security	CloudGenix SD-WAN Data Loss Prevention (DLP)

PAN-OS 10.0	
Cloud Security Fundamentals	Enterprise Security Fundamentals

Online eLearning



LevelUp


Self-paced eLearning, which is the same product training that Palo Alto Networks employees complete

Recommended Pre-Work




Sales Sprint Video

Two minute video providing a sales product overview - great place to start your product sales learning journey




Sales Dash Video

This video provides a brief sales overview of a security product add-on such as a subscription or service available for a Palo Alto Networks platform product



Whiteboard Video


Dynamic product overview to help the learner get a better understanding about the product and problems it solves



Train-the-Trainer Video


Video training of the overview deck - will not only deepen the learner's product knowledge, but also how to present the deck to others

Training Assets



Resource Guide

Product sales battlecard that will include links to other assets and trainings the learner may find beneficial in their learning journey



Overview Deck

Product sales training deck that provides a walkthrough of the customer challenges, competitive landscape and sales positioning