

# Palo Alto Prisma®

## **SASE** sales qualifier

Ask yourself these questions as a stepping stone to consider which of your customers will benefit from a SASE solution. Consider each customer's unique needs and use this quiz as a guide to find the right approach. Then get in touch with us for tips on how to start the conversation, comfortably.

1. How many users does your customer have?

- A. Over 1000    B. 200–1000    C. Less than 200

2. How would you describe your customer's current working model?

- A. Hybrid/fully remote    B. Hybrid – small/limited remote workforce    C. Predominantly on-premises

3. What is your future strategy for deploying your security architecture?

- A. Mostly cloud hosted    B. Hybrid with some cloud    C. Fully on-premises

4. How mature is your customer's digital transformation?

- A. Highly mature    B. Fairly mature    C. Less mature

5. Is your customer overwhelmed by their existing security tooling?

- A. Yes – too many disconnected tools and vendors    B. A bit – some networking tools need consolidation    C. No – already consolidated to a single vendor

6. What are your customer's biggest security priorities?

- A. Scalability and visibility    B. Integration and flexibility    C. Perimeter control and performance

**Mostly A's**

**SASE.**



With simplified operations, robust security and a scalable design all available in a single pane of glass, Palo Alto Networks Prisma® SASE is perfect for your customer.

**Mostly B's**

**HYBRID.**



With a flexible mix of cloud and on-premises controls, Prisma® SASE supports your customer's journey, combining integration with hardware-based solutions, visibility, and a future-ready foundation.

**Mostly C's**

**FIREWALL.**



Your customer is best sticking with hardware-based solutions, like a next-gen firewall. But they can still benefit from Prisma® Access Browser, which secures managed and unmanaged devices at the browser level.

### Your new comfortable is a specialist away

Whether the outcomes from the quiz leaned to an A, B or C result, your customer could still benefit from a full SASE solution. With an end-to-end approach and dedicated resources, we'll cushion your entire SASE sales cycle – from presales to installation and ongoing maintenance.

It's time to make yourself at home with Prisma® SASE, with Exclusive Networks' specialist support.

**CONTACT A SPECIALIST**