12 Reasons to sell Palo Alto Networks' Prisma Access Browser to NGFW customers

1. Integrated Zero Trust Approach

Prisma Access Browser brings Zero Trust to web and app access, while Palo Alto Networks NGFWs enforce it across networks. Together, they deliver comprehensive, layered security.

2. Comprehensive Remote Access

Prisma Access Browser is especially useful for remote employees. It allows partners to offer secure, monitored access aligning with NGFWs for comprehensive remote access protection.

3. Consistent and simplified

Palo Alto Network's NGFWs secure the corporate network, and Prisma Access Browser maintains a consistent security experience. This consistency simplifies security management and improves user experience.

4. Mitigation of Browser-Based Threats

A secure browser prevents malware from infiltrating or spreading in the network. This strengthens NGFW-provided network security by reducing the likelihood of malware entering via the browser.

5. Simplified Compliance with Centralised Policies

Combining Palo Alto Networks NGFWs with Prisma Access Browser allows centralised policy enforcement across both network and browser levels, ensuring access policies are enforced everywhere.

6. Prevents Data Leakage & Phishing

Prisma Access Browser blocks data sharing on unauthorised sites, while NGFWs enforce network-wide policies. Together, they prevent data leaks and reduce phishing risks.

7. Integrated Solutions as a Differentiator

Palo Alto Networks NGFWs and Prisma Access Browser provide unified security, simplifying management and scaling with growth—endorsed by Gartner and Forrester.

8. Secure BYOD Environments

Prisma Access Browser secures BYOD access to corporate resources, reducing risk and complementing Palo Alto Networks NGFW policies without adding complexity.

9. Cloud-First Architecture

Prisma Access Browser provides secure direct-to-cloud access, enhanced by Palo Alto Networks NGFWs for seamless security in cloud and hybrid environments. It can also be sold independently for those not yet adopting a complete SASE strategy.

10. Scalability and Future Readiness

With Palo Alto Network's licensing model, you have the advantage of seamless scaling without compromising on security.

11. Enhanced Auditing and Monitoring Capabilities

Palo Alto Networks' NGFWs and Prisma Access Browser both provide detailed logs, which help with audit trails, visibility into user activities, and better alignment with compliance requirements, such as those in highly regulated industries (e.g. healthcare or finance).

12. The Perfect Combination

Combining Palo Alto Networks NGFWs with Prisma Access Browser provides:

- A future-proof security solution
- Secure network and browser access
- Zero Trust
- Simplified Management

Want to see more?

Prisma Access Browser Demo Lab is now available to our partners.

Get your technical team trained and get exclusive access to our demo lab. You can walk your customers through use cases, reducing the need for a POC and allowing you to close deals more quickly.

Contact your local Exclusive Networks Account Manager for more details or book a demo here