



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 businesses 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 19+ countries</p>	<p>30+ years of deep industry experience</p>	<p>5,000 technical resources (architects, developers and engineers)</p>
<p>6,000+ software, hardware and cloud partnerships</p>	<p>24/7/365 managed Security Operations Center (SOC) and Network Operations Center (NOC)</p>	<p>12,000 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 businesses 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.

Embark on your cloud journey with security as a top priority.

Cloud holds the key to scalability, flexibility, and cost optimization. With Palo Alto Networks Prisma family of solutions, businesses can capitalize on the value of cloud — supported by the matured security offerings that Palo Alto Networks is known for.



Comprehensive

Prisma keeps pace with rapid cloud growth, ensuring security and compliance today and in the future.



Agile

You'll boost protection without sacrificing development efficiency or limiting the customer experience.



Cost-effective

Palo Alto Networks solutions are deeply integrated, which simplifies operations, reduces IT expenses, and provides vendor consolidation.

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.



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
- + Global Protect 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.

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