Maximizing Potential Revenue with Palo Alto Network Solutions

Opportunities for Upsell When Quoting Palo Alto GlobalProtect

If you are already selling PAN Global Protect, you can quote SafeNet's Luna SA to secure the network delivery of applications, safeguard against theft and attacks, and regulate user access to data.

Why?

With threats to SSL security becoming more sophisticated, that encryption is vulnerable when keys are stored in software. By implementing SafeNet's Luna HSMs, your customers can ensure sensitive information remains protected and their SSL server performance is maximized. This combined solution offers:

- Compliance Needs: PCI DSS, HIPPA, SOX, etc.

- Hardware storage keeps keys protected from unauthorized users

- SSL/SSH encryption lifecycle occurs inside the HSM so that the master key is never visible to the outside

- Partitioned HSM secures keys for multiple applications

What's the Potential Upsell for me?

- SafeNet add on Example #1

  - (High Availability, FIPS 140-2 Level 2, Small Form Factor Backup)

  - 2× 908-000158-003-000 Luna SA 1700 Password Authentication (FIPS 140-2 Level 2) - $16,200.00 Each

  - 2× 912-00004-901-000 Power Cord - $25.00 Each

  - 2× 908-023408-002-001 9 Luna Small Form Factor Backup Token – $79.43 Each

  - Total List price $32,608.86

Contact your Arrow Inside Sales Representative for a Valid quote.
800 544 7674

How to Quote

Luna SA HSM for SSL with PAN Firewall Platform
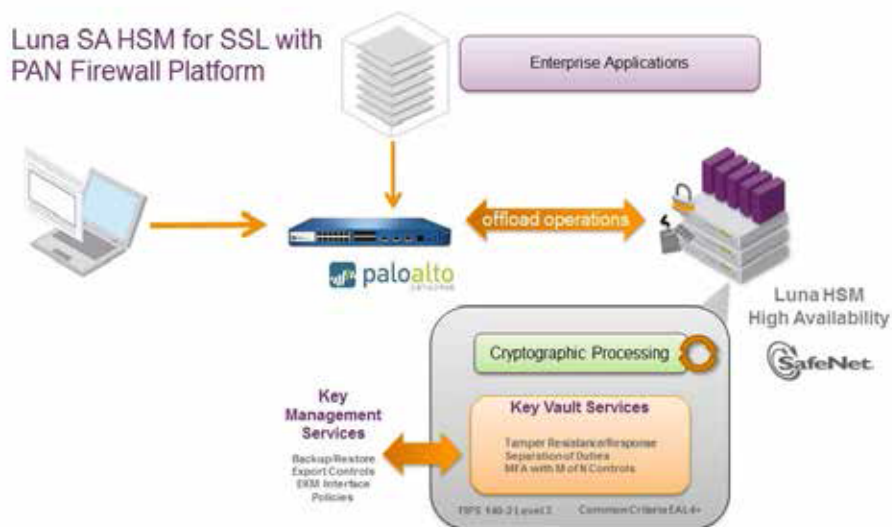
Please contact the Arrow SafeNet Product Specialist for any SafeNet needs.

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Five Years Out