

# FOCUSED SERVICES – PLUS

## We stay focused. You stay ahead.

Businesses today face an evolving array of increasingly sophisticated cyberthreats. Fundamental shifts in the threat landscape necessitate not just detection but prevention of known and unknown threats. Your business needs a proactive approach to securing your network, endpoints, and clouds, enabled by a team of customer advocates and security experts.

Palo Alto Networks Focused Services provides the most comprehensive, personalized support services to protect your digital way of life so you can stay focused on your business.

### Focused Services – Plus for Designated Product Expertise

Focused Services – Plus provides advanced customer care with direct access to a designated engineer for priority case handling, paired with deep technical expertise to accelerate incident resolution. Our experts will develop a tailored release strategy for you as well as conduct a yearly Threat Assessment Service that will validate the effectiveness of your controls.

Focused Services – Plus brings deep technical expertise to maximize the value of your Security Operating Platform deployment for your cloud, network, and endpoints.

#### Benefits

- Tailored support
- Proactive insights from experts
- Continuous best practice engagement

#### Tailored Support

##### *Services Account Manager*

A designated resource who is familiar with your business objectives and strategic use cases will be assigned to manage and prioritize technical support activities.

##### *Root Cause Analysis*

For critical issues, root cause analysis will be delivered on request.

##### *Prioritized Case Handling*

Coordinated access to resources will ensure fast access to security experts, improve case resolution, and accelerate turnaround times.

## Designated expertise

A deeper expertise to solve technical challenges quicker and run your Security Operating Platform at peak

#### Proactive Insights

##### *Personalized Alerts and Notifications*

Palo Alto Networks security experts constantly focus on detecting new threats and sharing information with our customers. As a Focused Services customer, you'll receive personalized notifications based on severity when the alerts are relevant to your environment and strategic use cases.

##### *Tailored Release Strategy*

Twice a year upon your request, your services account manager and designated engineer will deliver personalized recommendations on the most appropriate software release for you to deploy to production.

##### *Weekly Reviews*

On a weekly or biweekly basis, your services account manager will conduct an account management call to update you on all service activities and ensure progress is being made toward your defined goals and objectives.

#### Continuous Best Practice Engagement

##### *Best Practice Assessment*

Regular reviews of best practices through tools and personalized reviews will bring you total visibility on your security posture.

##### *Access to Focused Services Webinars*

As a Focused Services customer, you'll get access to exclusive webinars and content on security deployment and operations best practices, presented by Palo Alto Networks subject matter experts.

## Quarterly Service Review

Your services account manager will conduct quarterly service reviews to assess progress on planned services activities and define your future strategic goals. On a yearly basis, the services account manager will visit you for an on-site review.

## Threat Assessment Service

Once a year, we'll conduct a Threat Assessment Service at your location, which will include an in-depth traffic analysis and delivery of a detailed report of our findings and recommendations.

## Complement Your Support Experience

Focused Services – Plus complements the Premium Support program, which provides customers with complete access to the Support Portal, software fixes, new feature releases, advanced hardware replacement, and 24/7 year-round phone and email troubleshooting.

## Ordering Information

You can order Focused Services – Plus for one-, three-, or five-year terms in three different tiers:

- Tier 1 provides, on average, one business day worth of effort per week from the services account manager and the designated engineer.
- Tier 2 provides a dedicated services account manager and access to a designated engineer.
- Tier 3 provides both a services account manager and a designated engineer as dedicated resources.

Focused Services operates from 8 a.m. to 5 p.m. in the services account manager's region, excluding weekends and holidays.

To order Focused Services – Plus support, please contact your local Palo Alto Networks partner or sales representative.

## More Information

To learn more about Palo Alto Networks Support offerings, visit [www.paloaltonetworks.com/support](http://www.paloaltonetworks.com/support) or contact your local account manager. For product information, visit [www.paloaltonetworks.com/products](http://www.paloaltonetworks.com/products).

## Why Palo Alto Networks?

Palo Alto Networks is committed to your success in preventing successful cyberattacks. Our award-winning services organization gives you timely access to technical experts and online resources to ensure your business is protected. We take our responsibility for your success seriously and continuously strive to deliver an exceptional customer experience. Our entire services organization and Authorized Support Centers are there to ensure maximum uptime and streamlined operations.

	FOCUS	PLUS	ELITE
<b>FOCUSED SERVICES</b>			
Services Account Manager	●	●	Global
Designated Engineer	-	●	24/7
<b>Personalized Assistance</b>			
Case reviews and management	●	●	●
Root cause analysis for key issues	●	●	●
Priority case handling by designated engineer	-	●	●
On-site troubleshooting assistance	-	-	●
<b>Proactive Insights</b>			
Proactive alerts and personalized notifications	●	●	●
Release review and planning	-	●	●
Tailored release strategy	-	●	●
Pre-scheduled event support	-	-	●
<b>Continuous Engagement on Improving Security Posture</b>			
Regular reviews (weekly, quarterly)	●	●	●
Access to Focused Services webinars	●	●	●
Threat Assessment Service	-	●	(2)



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