



“Advanced Network Security, Performance and Access Control”
Palo Alto Networks ML-Powered Next-Generation Firewall
Extreme Networks Extreme Cloud IQ Site Engine

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Partner Success. It's what we do.

“Never trust, always verify”

- The evolution of the network is expanding fast but remains the foundation of the enterprise.
- The access of the network is now borderless and reachable from everywhere.
- This evolution has brought a broad security concerns that expands further than the traditional network perimeter approach.
- This transformation leads to endpoint-less and personalized access that verifies the user and not just a generic trust.

Network Infrastructure Strategic Vendor




• EXTREME NETWORKS AT A GLANCE



Founded in 1996 in 
SILICON VALLEY, CA


 **\$1.3B+**
In Annual Revenue

 **#2**
Fastest growing cloud networking solution


 **3000**
Employees

More Than
9,000
Channel Partners

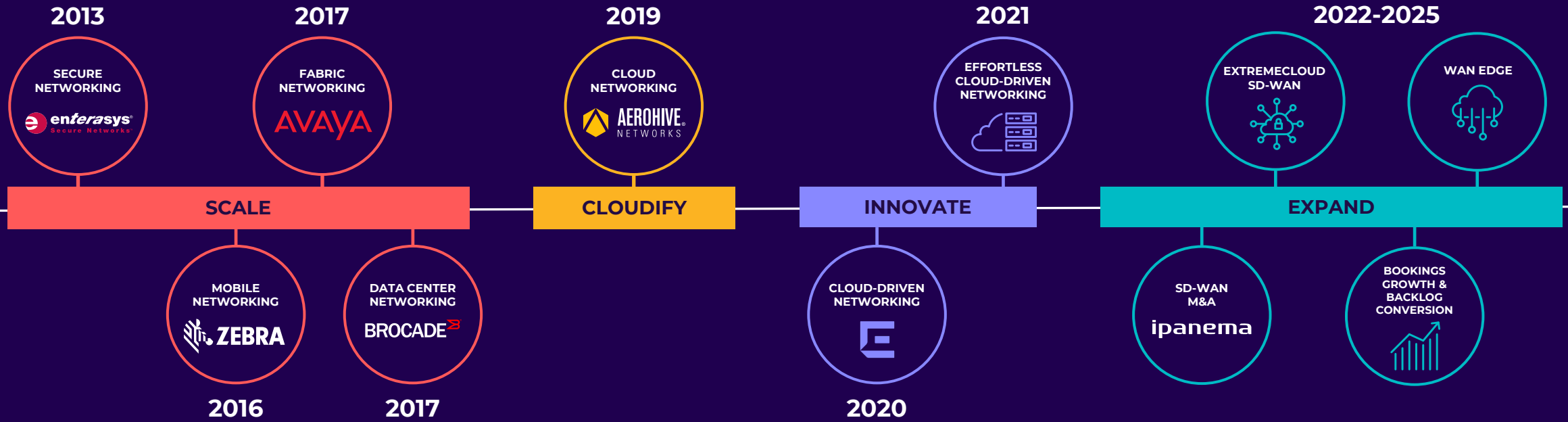
Gartner Peer Insights Customers' Choice
6X WINNER 

More Than
80 
Countries

6X LEADER 
Gartner Magic Quadrant

 **1,000+**
Patents

HOW WE GOT HERE



One extreme

Extreme Networks Cloud IQ Site Engine



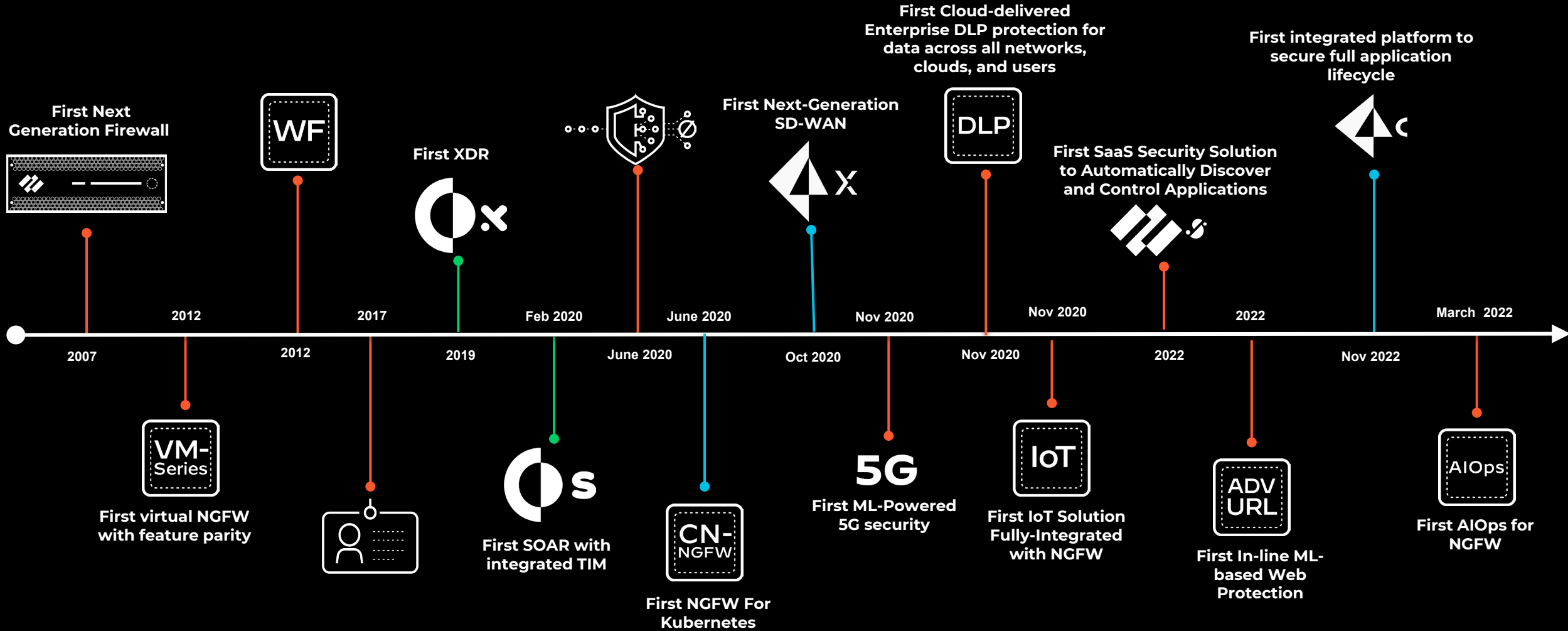
- ExtremeControl, integrated with ExtremeCloud IQ, provides comprehensive network access control (NAC) capabilities.
 - It enables dynamic policy enforcement based on user identity, device type, location, and other contextual factors.
 - Access policies can be defined and enforced across wired and wireless networks, ensuring consistent security posture.
 - Extensive visibility and reporting capabilities allow organizations to monitor network activity and compliance with security policies.
 - Integration with cloud-based management platforms like ExtremeCloud IQ simplifies deployment and management across distributed environments.

Cybersecurity Infrastructure Strategic Vendor



paloalto[®]
NETWORKS

PANW Industry Firsts



WHY PALO ALTO NETWORKS

We are the cybersecurity partner of choice

Securing tens of thousands of customers globally

10 of 10
of the Fortune 10

8 of 10
Largest U.S. Banks

9 of 10
Largest Manufacturing
Companies in the
World

9 of 10
Largest Utilities
in the World

7 of 10
Largest Oil & Gas
in the World

9 of 10
Top U.S. Hospitals



Palo Alto ML – Powered Next Generation Firewall

- ML-Powered NGFW integrates machine learning and AI-driven capabilities to provide advanced threat detection and prevention.
 - It offers granular application visibility and control, allowing organizations to enforce security policies based on application, user, and content.
 - Advanced threat prevention capabilities include intrusion prevention, malware protection, and URL filtering.
 - ML-powered features enhance security efficacy by continuously learning and adapting to new threats and attack techniques.



“Better Together”



- **Enhanced Security:** Combining ML-Powered NGFW with ExtremeControl NAC enhances overall security posture by providing advanced threat protection and granular access control.
- **Improved Performance:** ML-powered threat detection and prevention mechanisms ensure minimal impact on network performance while providing effective security.
- **Contextual Access Control:** ExtremeControl's contextual policies enable dynamic access control based on user behavior and environmental factors, enhancing security without sacrificing user experience.
- **Simplified Management:** Integration with cloud-based management platforms streamlines deployment, configuration, and ongoing management tasks, reducing operational overhead.
- **Scalability and Flexibility:** The solution scales to accommodate growing network demands and adapts to evolving security requirements, making it suitable for both small-scale deployments and large enterprise networks.



“Walking with Leaders”



Who we are

Westcon-Comstor is a global technology provider and specialist distributor that connects IT channel partners with the world's leading IT vendors.



\$4.6B gross revenue



3,600+ employees



12,000+ customer partners

FY23 data



Redefining value-add

We've spent the last 35 years redefining what it means to add value, and creating bespoke solutions for our IT partners to **grow, buy, sell, and manage**, through our:



We specialise in the areas that matter most to businesses today

Access world-leading vendor solutions across three key areas:



Cybersecurity

Delivering superior cybersecurity defences from a portfolio of innovative vendors.



Networking

Paving the way for digital transformation and enhanced customer experience with agile and resilient networking solutions.

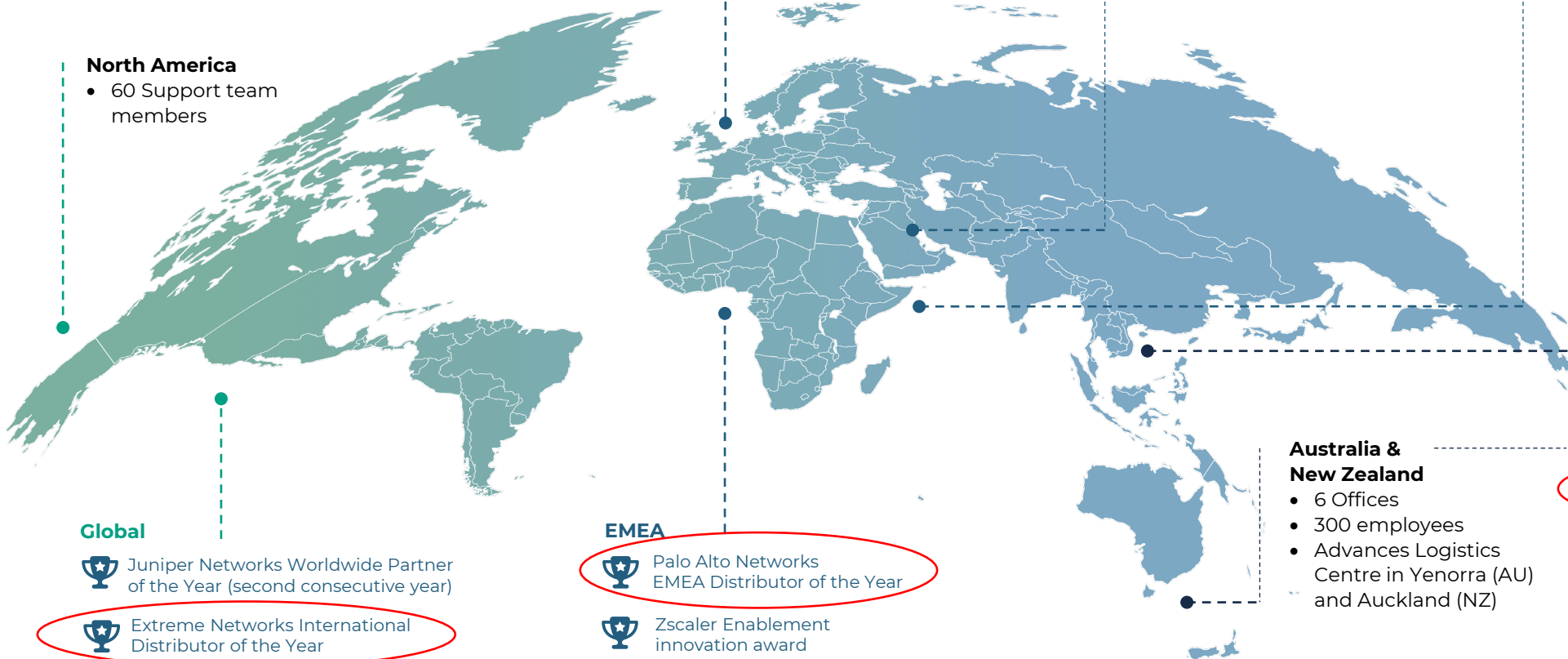


Data Centre & Cloud Infrastructure

Powering the digital future with advanced data centre solutions and cloud technologies.

Our global reach

Supporting our partners across the globe



North America

- 60 Support team members

Europe

- 25 offices covering 18 countries
- Advanced Logistics Centres in Swindon (UK) and Houten (NL)
- 1650 employees

Middle East

- 9 offices in Bahrain, United Arab Emirates, Egypt, Kuwait, Oman, Qatar, Kingdom of Saudi Arabia
- 1 Warehouse in Dubai (UAE)
- 200 Employees

Africa


- 270 employees in South Africa and Namibia covering Southern Africa
- 100 employees in offices in Angola, Kenya, Mauritius, Nigeria and Senegal, covering Rest of Africa
- Advanced Logistics Centre in Johannesburg (ZA)

Asia

- Greater China: offices in Beijing, Shanghai, Shenzhen, Hong Kong, Taiwan
- Offices in Indonesia, India, Korea, Malaysia, Philippines, Singapore and Vietnam covering rest of Asia
- 1000 employees
- Advanced Logistics centres in Singapore and Indonesia
- Warehouses in Philippines and Thailand

Global

 Juniper Networks Worldwide Partner of the Year (second consecutive year)

 Extreme Networks International Distributor of the Year

EMEA

 Palo Alto Networks EMEA Distributor of the Year

 Zscaler Enablement innovation award

 Cisco Distributor of the Year

Australia & New Zealand

- 6 Offices
- 300 employees
- Advances Logistics Centre in Yenorra (AU) and Auckland (NZ)

APAC

 Palo Alto Networks JAPAC & ANZ Distribution Partner of the Year

 Broadcom Technical Enablement – Partner of the Year 2022

Westcon Comstor

Partner Success. It's what we do.

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