

# Accelerating Cyber Transformation

**Deloitte.**



**paloalto**<sup>®</sup>  
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## Introduction

# Solving for Cybersecurity Complexity

In this age of zero-day attacks, **cybersecurity should be woven into the fabric of your digital transformation strategy** to provide vigilant threat detection, trusted outcomes, and maintain regulatory compliance.

Over time your organization fortified its cyber defenses with a patchwork of security tools to mitigate risk and protect critical digital assets from the latest threats. Now you need to **harmonize the tech stack** to optimize performance, solve for interoperability issues, fill the gaps, and lower costs to realize the full value of your cybersecurity spend.

Where to begin? You can buy technology that will generate alerts, for example, but can you operationalize it? Do you have the skills in-house to identify and correct higher risk issues? You need **technological and advisory guidance from a cybersecurity powerhouse** to accelerate your transformation. You need the combined resources of Palo Alto Networks and Deloitte.



**Palo Alto Networks + Deloitte:**

# An Alliance for Security

We jointly design and deliver **impactful cyber solutions that help solve our clients' most complex cybersecurity challenges** while driving regulatory compliance, enhancing organizations' resilience beyond their current state.

Our alliance is a collaboration of **trusted business advisors and cybersecurity transformation specialists** who combine a cutting-edge technology portfolio with leading integration and managed services.

The result is highly scalable cybersecurity solutions that neither entity can accomplish alone, can only be achieved together, and can be replicated by no one else.

An Alliance for Security

# Palo Alto Networks

#1 cyber technology company in the world<sup>1,2</sup>

- Serves 95 of Fortune 100 organizations and 80,000 customers globally
- Leading cybersecurity portfolio:
  - ✓ Secure clouds and hybrid workforces
  - ✓ Automate security operations
  - ✓ Orchestrate workloads
  - ✓ Stop threats in real-time

<sup>1</sup>Frost Radar™: Cloud-native Application Protection Platforms (CNAPP), 2022

<sup>2</sup>Source: Forrester Research, The Forrester New Wave™: Zero Trust Network Access, Q3 2021







An Alliance for Security

Deloitte

#1 Security Consultancy Company in the world<sup>3</sup>

- 25,000 cyber risk practitioners
- 1,400 Certified Information Systems Security Specialists (CISSPs)
- Consultative approach to transformation:
  - ✓ Outcome-based risk mitigation
  - ✓ Drive regulatory compliance
  - ✓ Identify opportunities for automation

<sup>3</sup>Source: 2023 Gartner® Market Share Analysis: Security Consulting Services, Worldwide, July 2023 - Gartner does not endorse any vendor, product or service depicted in its research publications and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's Research & Advisory organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

# The Whole is Greater Than the Sum of Its Parts

Palo Alto Networks  
delivers innovation  
through unmatched  
technology proficiency

Deloitte solves client  
problems, manages  
regulatory compliance  
and exceeds delivery  
expectations

- ✓ **Business transformation** through more efficient technology platforms to increase security and streamline operations.
- ✓ **Risk prioritization and mitigation** to protect critical digital assets and data from loss.
- ✓ **Enhanced regulatory compliance** while delivering trusted outcomes at a **reduced cost**.
- ✓ A mutual commitment to **transparency** enables solutions to be operational, repeatable, and future-ready before going to market.
- ✓ **A simplified complex security infrastructure** that extracts maximum value from your cybersecurity investment.

# Accelerating Cyber Transformation

Our unified approach to cybersecurity may not only increase the probability of success, but can also uncover issues that might be overlooked.

- Zero Trust enablement
- Securing the Software Development Lifecycle
- AI-Native SOC transformation
- Managed SASE
- Multi-cloud automation and orchestration
- Firewall enhancement
- 5G/OT/IoT



# Palo Alto Networks & Deloitte Joint Offerings and Capabilities



By offering Palo Alto Networks' innovative security portfolio as a managed service through Deloitte, our alliance provides newly extended support to organizations through cyber programs that protect critical assets and digitally transform your enterprise with:

## **Zero Trust Enablement**

Enable and accelerate Zero Trust adoption through a distinct blend of industry leading cyber technology platforms and professional services. Minimize risk with infrastructure and network security services aligned to Zero Trust principles of least privilege and network/micro-segmentation.

## **Managed SASE**

Managed services for advanced Managed Secure Access Service Edge (SASE) capabilities such as Zero Trust Networks Access (ZTNA), Secure Web Gateway (SWG), Cloud Access Security Brokers (CASB), and Software Defined Wide Area Network (SD-WAN2), covering a variety of devices and use cases for secure connectivity and data protection. Achieve faster time to value and alignment to a Zero Trust model for enhanced ROI.



## Palo Alto Networks & Deloitte Joint Offering and Capabilities



### Multi-Cloud Automation/Orchestration

Cloud security and compliance readiness leveraging automation to integrate detective, preventative, and corrective controls across various cloud service provider (CSP) platforms. Deloitte's Secure Software Development Lifecycle™ (SSDL) for the automation and orchestration of cloud configuration, container workload, and infrastructure as code (IaC) remediation is optimized for integration with Prisma Cloud + Cortex XSOAR.

### SOC Transformation

Deloitte's AI Native Security Operations Platform™, powered by XSIAM, delivers leading-edge artificial intelligence (AI) and automation in a managed Security Operations Center (SOC). Cortex XSIAM is a cloud-delivered, integrated, AI-native security operations feature that unifies critical functions, enabling clients to consolidate multiple products into a single, integrated platform, cutting costs, improving operations, and increasing analyst productivity.



## Palo Alto Networks & Deloitte Joint Offering and Capabilities



### Firewall Enhancement

Remediate and recertify firewalls leveraging automation to protect your organization's digital initiatives. A risk-based approach paired with customized workflows for automated recertification realizes the full value of next generation firewall (NGFW) technology.

### 5G/OT/IoT

5G-native security for data, control, and signaling traffic protects networks, devices, and users based on a list of 5G, Operational Technology (OT), and Internet of Things (IoT) security blueprints, readiness, and integration services aligned to private, public, and hybrid deployments. Leverage cross-domain correlations to enforce security policies based on user, application, and wireless device identities.



## Palo Alto Networks & Deloitte Joint Offering and Capabilities



Secure clouds and hybrid workforces

**Prisma Cloud:** Secure cloud native applications from code to cloud

**Prisma Access:** Securely connect users to the applications they need



**Cortex** empowers SecOps with AI-driven, intelligent products for detection, investigation, and response to automate security operations



**Strata** stops zero-day threats in real time with ML-powered network security innovations



# We'll Meet You Wherever You Are in the Journey

- **Advise.**  
Guidance from the recognized leaders in cybersecurity technology and consultative services to assess your security posture.
- **Implement.**  
Customized solutions that streamline your tech stack and embed Zero Trust principles to leave you more protected than your current state.
- **Manage.**  
Realize expected outcomes on Day 1, with the post-implementation and managed services support you need for Day 2 and beyond.

# Deloitte's Industry-Specific Offerings Optimized for Businesses in

- **Technology, Media & Telecommunications**
- **Energy, Resources & Industrials**
- **Life Sciences & Health Care**
- **Government & Public Services**
- **Financial Services**
- **Consumer**

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# Start the Conversation



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