

# Security Lifecycle Review (SLR)

## What is an SLR?

A Security Lifecycle Review (SLR) is an essential tool in helping your customers understand their current cybersecurity posture, an SLR will clearly show where customers have potential risks on their network that could affect the security of their business.

SLR's provide complete application visibility, including SaaS applications and any 'shadow' applications, that may not have been authorised by the IT department

It will provide actionable security intelligence, including URL traffic visibility, content types and catalogues all potential threats on the network (known and unknown) and those linked to user behaviour.



## How do I run an SLR?

The process really couldn't be simpler. A Palo Alto Networks Next Generation Firewall is installed on the customer's network sitting behind any existing network infrastructure whilst passively monitoring the network, collecting data and analysing threats. It offers complete visibility of the traffic on the network and highlights any threats (known and unknown) or potentially unsafe user behaviour on the network.

## As a partner, why should I run SLR's for my customers?

Data breaches and Ransomware are becoming commonplace as hackers focus on more targeted and sophisticated attacks. Avoiding a breach in the first place is always better than hunting for answers afterwards. The best approach is to proactively help your partners find out where they are at risk today and to take action immediately. An advantage of running an SLR with your customer is that it highlights upsell opportunities and the added benefits they can offer your customers' networks. This helps you to sell more of the Palo Alto Networks platform right from the outset.

**Palo Alto Networks find that more than 80% of customers that undertake an SLR go on to purchase one of their solutions.**

## What will an SLR tell me?



Which applications are in use and the potential risks to exposure



Specific details on how adversaries are attempting to breach your network



Comparison data for your organisation versus that of your industry peers



Actionable intelligence - key areas you can focus on immediately to reduce risk exposure.

## Contact us



[monique.tibayan@westcon.com](mailto:monique.tibayan@westcon.com)