

IT multinational upskills in Palo Alto Networks for major project implementation and contract win

A Red Education and Palo Alto Networks Case Study



★★★★★ 98% of students recommend Red Education



Upskilling these engineers not only supported the ForgeRock implementation, it also helped secure a valuable contract.



- Raj Kumar KS,
Executive Sales Director

Palo Alto Networks Training at Red Education

Red Education has been the top Palo Alto Networks Authorized Training Partner across JAPAC eight years in a row, with awards including the Palo Alto Networks Instructor of the Year Award 2021.

Our Palo Alto Networks courses deliver the knowledge and expertise for enterprises to protect our way of life in the digital age. The training covers Next-Generation Security Platform expertise necessary to prevent successful cyberattacks and safely enable applications.

SECTOR - IT SERVICES & CONSULTING

Our client is a multinational information technology services and consulting company headquartered in India.

CHALLENGES

As part of a ForgeRock implementation, the client's team of engineers needed to become familiar with Palo Alto Networks, the cyber security technology being used for the project. The client's engineers had completed basic level Palo Alto Networks training with another training company. However, they soon discovered that this training had been lacking in key areas and the engineers were unable to manage client tickets. We discovered that our client had further upskilling needs, requiring high-quality training for large classes of engineers.

SOLUTIONS

A manager at Palo Alto Networks referred the client to Red Education for high-quality advanced Palo Alto Networks training. We delivered a combined Palo Alto Networks EDU-220 and EDU-330 training in 5 days, also covering the basic Palo Alto Networks concepts from EDU-210 during this time.

OUTCOMES

We enabled the client's team of engineers to upskill and become certified in Palo Alto Networks, ensuring their cybersecurity needs could be managed effectively. In addition to offering advanced Palo Alto Networks training, it was recommended to the client that the engineering team re-train in basic and intermediate level courses with Red Education to ensure the concepts from these fundamental levels were firmly embedded. Additional post-training support was also provided in the form of practice time in the Red Education Virtual Lab Environment. This helped the engineers obtain the required vendor certification in a span of 5 days instead of 10 days long training. Upskilling the engineers allowed our client to win a major contract, significantly increasing business revenue.



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