aws marketplace

Palo Alto Networks VM-Series

Reviews, tips, and advice from real users

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Contents

Product Recap . . . . . 3 - 4

Valuable Features . . . . . 5 - 9

Other Solutions Considered . . . . . 10 - 12

ROI . . . . . 13 - 15

Use Case . . . . . 16 - 19

Setup . . . . . 20 - 22

Customer Service and Support . . . . . 23 - 24

Other Advice . . . . . 25 - 28

Trends . . . . . 29 - 30

About PeerSpot . . . . . 31 - 32

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Product Recap

Palo Alto Networks VM-Series

Palo Alto Networks VM-Series Recap

Palo Alto Networks VM-Series offers robust threat prevention and advanced security capabilities. Key features like traffic control and malware protection enhance its usability in cloud and hybrid environments.

Palo Alto Networks VM-Series specializes in delivering comprehensive network security with features such as traffic inspection, threat management, and firewall functionalities. It supports secure remote access and integrates easily with third-party solutions. With features like GlobalProtect VPN and Advanced Threat Protection, enterprises leverage the VM-Series in cloud, on-premises, or hybrid deployments to protect data and enhance cybersecurity. Despite its strengths, improvements in cloud solutions, integration, and scalability are needed.

What are the most important features of Palo Alto Networks VM-Series?

- Traffic Control: Manages and inspects traffic for security risks.
- App-ID: Identifies and controls applications for enhanced security.
- WildFire: Provides threat intelligence and malware detection.
- Centralized Management: Streamlines security management from a single pane.
- Cloud Integration: Seamlessly fits into cloud services for flexible deployment.

What benefits should users expect from Palo Alto Networks VM-Series?

- Ease of Deployment: Quick setup and easy integration reduce disruption.
- Scalability: Adaptability to growing network demands.
- Threat Intelligence: Informed decisions through comprehensive threat data.
- Traffic Inspection: Detailed analytics for informed security posture.

In industries like finance, healthcare, and technology, Palo Alto Networks VM-Series plays a crucial role in network security. Companies implement it to secure remote access, protect sensitive data, and ensure compliance. Its compatibility with cloud environments allows versatile deployment across sectors needing stringent cybersecurity measures.

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Valuable Features

Excerpts from real customer reviews on PeerSpot:

- "Palo Alto Networks VM-Series is better than Fortinet, mainly in its SP3 structure, flexibility, and reliability, and based on feedback from customers."

MuhammadNadeem

Sr. Network Engineer at a tech services company with 1-10 employees

- "Overall, I give Palo Alto Networks VM-Series a rating of nine out of ten."

Aravind Vellingiri

Cyber security consultant at L&T Technology Services

- "Palo Alto offers excellent security, with features such as email scanning, malware protection, and efficient VPN and antivirus capabilities."

Gerald Rodrigues

General Manager at Tilaknagar Industries Ltd

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"From a Synapse perspective, they have better visibility, better CV detection, better exposure detection, and it is in a single tool, so we are happy with it."

Sanket Bhostekar

Assistant Manager at Aditya Birla Management Corpoartion

"It offers robust solutions, making it valuable to my customers."

RonnieYazdani

Head of Sales at Omgea Exim Ltd

"Overall, I rate Palo Alto Networks VM-Series an eight out of ten. I am happy with its performance and rich features."

Frank Nguyen

Senior IT Infrastructure Specialist at contemi

"The most valuable features are the DNS security and threat prevention capabilities."

Oyvind Mattland

Senior Security Consultant at Netsecurity.no

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What users had to say about valuable features:

"The most effective feature for threat prevention is the threat prevention model in the VM-Series. This is bundled with advanced URL filtering, decryption, and wildfire sandboxing.."

Tejas Jain
Principle Cloud Architect at a tech services company with 11-50 employees

Read full review

The most valuable features are the DNS security and threat prevention capabilities. The DNS security significantly enhances security through visibility and detection, allowing control over crucial traffic like DNS, which is often exploited by ransomware. Additionally, threat prevention and URL security are crucial licenses I recommend to customers, raising the security level substantially.

Oyvind Mattland
Senior Security Consultant at Netsecurity.no

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The VM-Series firewalls are described as useful for security posture, offering next-generation features such as Unified Threat Management, app-centric capabilities, and threat intelligence. The firewalls use sandboxing and behavioral analysis to allow or quarantine new traffic. They help in identifying legitimate domains and instruct admins if approval is needed. This set of features is very helpful in daily tasks.

Aravind Vellingiri
Cyber security consultant at L&T Technology Services

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"The most valuable feature is the CLI.

We have the firewall configured for zero-day signatures, which is very important to us. We must be HIPAA and PCI compliant, which means that we need those signatures immediately.

There is no noticeable trade-off between security and network performance. In fact, so far, we've not seen any negative network performance with it. We're very impressed in that regard.."

Jason H.
Director of IT at Tavoca Inc

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"From a Synapse perspective, they have better visibility, better CV detection, better exposure detection, and it is in a single tool, so we are happy with it.

"The integration of Palo Alto Networks VM-Series within my existing network infrastructure and security tools is good; they are resilient, and we can integrate with anything easily.."

Sanket Bhostekar
Assistant Manager at Aditya Birla Management Corpoartion

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"App-IDs in Palo Alto Networks VM-Series are very important and working fine. We mostly use App-IDs due to which we are securing customers who are vulnerable and who need security solutions.

"There are Dynamic Address Groups, EDLs, and integration with other solutions such as Forescout for Palo Alto Networks VM-Series, which we did two years ago. There are API integrations as well. We mostly automate the security structure for the organization using SIEM solutions, integration with SIEM solutions, and XDR solutions. This is very interesting.."

MuhammadNadeem
Sr. Network Engineer at a tech services company with 1-10 employees

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Other Solutions Considered

"In the past, I used to work with Check Point, but haven't worked with them lately. Given the support from Palo Alto, there hasn't been a necessity to explore others.."

Tejas Jain
Principle Cloud Architect at a tech services company with 11-50 employees

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"Palo Alto Networks VM-Series is better than Fortinet, mainly in its SP3 structure, flexibility, and reliability, and based on feedback from customers. Most of our customers have shifted from Fortinet to Palo Alto Networks VM-Series. Their feedback indicated concerns about slowness, subscription renewals, and other aspects they were not happy with.."

MuhammadNadeem
Sr. Network Engineer at a tech services company with 1-10 employees

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"We evaluated Cisco ASA, but due to diverse customer demands and requests for vendors like Sophos, FortiGate, SonicWall, and WatchGuard, we extended our support to Palo Alto as well.."

Senthil-N
Product Manager of IT Ops and Management at ManageEngine A division of Zoho Corporation.

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"Prior to using Palo Alto, we were using an on-premises solution by Juniper. When we switched from onsite to the cloud, we changed products.

We made the switch because Juniper became unbearable regarding complexity and performance. It was getting very bad; we couldn't manage it well, and the performance was quite poor. ."

Jason H.
Director of IT at Tavoca Inc

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"Palo Alto Networks VM-Series and the competitor products provide multiple series of bandwidth, features, implementation models and capable management tools. But Palo Alto Networks VM-Series is the most stable compared to all other competitor tools. The signature or behavior of the database is more mature in Palo Alto Networks VM-Series than others. Palo Alto Networks VM-Series allows you to analyze the behavior of any traffic or probable attack. ."

Hamada Elewa
System Engineer - Security Presales at Raya Integration

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"Beyond Palo Alto, we evaluated two or three other products. Two of them that I can recall are Fortinet and the Microsoft Azure Firewall.

We did some extensive reviews and some extensive testing and what we found is that for the price, Palo Alto gave us the best options. It had the best set of security features. It wasn't the cheapest product but it was the best solution that fit our requirements.."

Jason H.
Director of IT at Tavoca Inc

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ROI

Real user quotes about their ROI:

"As of now, I am content with the pricing. Although the price might seem high, it reflects the quality of the product similar to the difference between Android and Apple products.."

Gerald Rodrigues
General Manager at Tilaknagar Industries Ltd

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"It is hard to get into the ROI aspect. Generally, ROI can be determined by comparing a physical appliance-based firewall versus a virtual instance of a firewall.."

Ashwani-Tyagi
Regional Manager at Orange

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"Deploying Panorama has saved us a lot of time. When any incidents happen, our people are comfortable going to the Panorama logs and view the incident report to see what happened.."

Janardhan Reddy
Manager-Information Technology at a computer software company with 51-200 employees

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"We use Palo Alto to provide remote access, and we've been able to provide access for hundreds of users with a very short build out time. In the past, this would take a lot longer. Now, we don't have to wait for a physical box, etc.."

Dan Rabinowitz
Director of Infrastructure at Arcadia.io

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"We have already seen ROI.

We continue using it, because the concept was at six months, we should receive value back out of it. If the value is seen, only then would we continue using it. It is two years later, and we still continue using it.."

Sachin Sheth
Director of Cloud Security at a tech services company with 10,001+ employees

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"We have absolutely seen a return on our investment. We are definitely more secure. With the features that are in Palo Alto, we do not have to worry about people busting into our network. Even just out of the box, with the base features, it's very solid. The default configurations are quite secure.

Our return on investment comes from the fact that no longer need to spend hours monitoring our network the way we did before. We've saved man hours and we've saved stress. I am unable put a monetary value to that, but that would be the return.."

Jason H.
Director of IT at Tavoca Inc

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Use Case

The use case varies. I use it as a gateway, and others use it for microsegmentation in the cloud. Additionally, some deploy it on-premises to protect specific environments. Most of the use cases are in cloud environments.

Oyvind Mattland
Senior Security Consultant at Netsecurity.no

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Our primary use case involves working with TVS Group of companies in India, a large automobile manufacturer. We take care of their entire cybersecurity system. We implement Palo Alto Networks VM-Series firewalls along with third-party vendors and support them remotely for their day-to-day issues. We use these solutions to enhance cybersecurity and provide protection against various security threats.

Aravind Vellingiri
Cyber security consultant at L&T Technology Services

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"I am the team manager responsible for various security products. My customers use Palo Alto Networks products, and I am working with Palo Alto partners. We support a variety of solutions including Strata firewalls, Prisma SD-WAN, and Wildfire for advanced threat protection.."

Validated user
Security Technical Lead at a tech services company with 11-50 employees

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"The primary use case involves using next-generation firewalls, hardware, VM-Series, Prisma Access for SASE solutions, Prisma Cloud for cloud security posture management, and Cloud Workload Protection. It's used primarily for securing customers' virtualized data center environments as well as public cloud environments.."

Tejas Jain
Principle Cloud Architect at a tech services company with 11-50 employees

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I am using Palo Alto Networks VM-Series because almost all my application infrastructure is hosted on AWS. AWS supports deploying Palo Alto Networks VM-Series in their marketplace, and Palo Alto is a leader in security in the firewall market. I also use the GlobalProtect VPN from Palo Alto Networks.

Frank Nguyen
Senior IT Infrastructure Specialist at contemi

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"I am not working on a NAC solution. I am working on Palo Alto Networks VM-Series firewall, and I am mainly working with firewalls.

"I am totally working with Palo Alto Networks VM-Series products. I am working with VMs, including 400 series, 1400 series, and 3400 series firewalls, which are next-generation firewalls and fourth-generation firewalls of Palo Alto Networks VM-Series.

"I am also working with VMs for Palo Alto Networks VM-Series, and for POCs sometimes. Mostly, I provide solutions for some of our customers who need urgent solutions with Palo Alto Networks VM-Series. I provide them VMs and activate the licenses from Palo Alto as a partner. We are working as innovator partners with Palo Alto. Sometimes for POCs and for urgent solutions, if the customer or some organization needs it, we provide them Palo Alto Networks VM-Series and it works fine.

"We are working with Dynamic Address Groups in Palo Alto Networks VM-Series. Mostly, we use them for securing our network and for blocking malicious traffic from specific sources around the globe. We block them through Dynamic Address Groups as a source and create another policy for that. We block any dynamic addresses coming with malicious traffic using specific policies. We use Dynamic Address Groups and after tagging those malicious IPs, when they come to our firewall from outside or from inside, including some of our local computers, if we detect something concerning such as bots or similar traffic, we block them using Dynamic Address Groups.

"Advanced Threat Protection is working in Palo Alto Networks VM-Series. In Advanced Threat Protection, we use inline protection features, including anti-malware solutions and vulnerability protection. We mostly use Advanced Threat Protection because Palo Alto provides the core subscription and core security bundle, which is cheaper than the other bundle. We propose the same bundle to customers because it is cheaper and includes DNS security, SD-WAN, vulnerability protection, URL filtering, anti-spyware, and antivirus subscriptions bundled in the same core bundle. If I buy only threat protection separately, it is more expensive than this bundle. We create security profiles for spyware and antivirus and provide inline protection to customers.."

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MuhammadNadeem
Sr. Network Engineer at a tech services company with 1-10 employees

Setup

The setup process involves configuring and preparing the product or service for use, which may include tasks such as installation, account creation, initial configuration, and troubleshooting any issues that may arise. Below you can find real user quotes about the setup process.

The initial setup of Palo Alto Networks VM-Series was somewhat challenging, requiring extensive documentation review. I rate it a six out of ten for ease.

Frank Nguyen

Senior IT Infrastructure Specialist at contemi

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The initial setup is straightforward and easy. The process involves registering and configuring the software, and with flex mode, it is easy to scale by purchasing additional credits for more CPU and RAM without needing new hardware.

Oyvind Mattland

Senior Security Consultant at Netsecurity.no

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The initial setup of the VM-Series firewalls is quite easy compared to traditional firewalls. It is manageable with fewer administrators required. On a scale of one to ten, I would rate the setup as nine for its ease of implementation.

Aravind Vellingiri
Cyber security consultant at L&T Technology Services

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"The integration process involved using a Panorama setup for centralized firewall administration, transitioning from cloud-native firewalls to VM-Series.."

Tejas Jain
Principle Cloud Architect at a tech services company with 11-50 employees

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"The initial setup can be quite complex. There is a steep learning curve and we failed at it a few times before we were able to put a production machine into place.

Our final deployment took between three and four hours.."

Jason H.
Director of IT at Tavoca Inc

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“The solution's initial setup process is very easy. A hybrid deployment model is available for Palo Alto Networks VM-Series. Panorama can manage the solution's VM, physical, and cloud versions, making it an impressive monitoring tool. A more mature and enhanced tool can be used in integration to migrate from other competitor solutions to Palo Alto Networks VM-Series. For instance, if a customer has a legacy firewall from Cisco or Fortinet and there is a need to migrate to Palo Alto, I will require a mature migration tool that will make the process easier for engineers to migrate the rules, policies, and application IDs. .”

Hamada Elewa

System Engineer - Security Presales at Raya Integration

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Customer Service and Support

I conduct most of the support myself and rate the overall support a nine out of ten. However, sometimes cases take longer to resolve, and there's always room for improvement, especially in terms of response time from higher support levels.

Oyvind Mattland
Senior Security Consultant at Netsecurity.no

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I have worked with Palo Alto technical support for over two years. They are responsive and provide high-quality assistance. Previously, I have raised tickets, and they were efficiently handled by the technical team. My experience has been positive overall.

Aravind Vellingiri
Cyber security consultant at L&T Technology Services

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“I can give Palo Alto Networks technical support a six out of ten. It is very hard to reach, and the process can be lengthy and frustrating because support involves several layers..”

Validated user
Security Technical Lead at a tech services company with 11-50 employees

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"Reaching technical support is challenging, and I may not be eligible for direct support since I'm not a customer. It involves multiple channels. I would rate their technical support seven out of ten.."

Senthil-N
Product Manager of IT Ops and Management at ManageEngine A division of Zoho Corporation.

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"Technical support for Palo Alto Networks VM-Series is provided through premium partner support. We are working with StarLink, and they are providing the best solution and best support. We have advanced partnership and advanced support for some of our customers. They are good with technical solutions.."

MuhammadNadeem
Sr. Network Engineer at a tech services company with 1-10 employees

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"The technical support from Palo Alto is good, overall. However, their response times could be a little quicker.

We have not really had any big complaints with the technical support and I would rate them a seven out of ten.."

Jason H.
Director of IT at Tavoca Inc

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Other Advice

The solution is user-friendly and easy to manage within an environment. As a VM, it requires no physical space and can be managed with one or two admins. It's also 99.9% secure, according to cloud security standards. Overall, I give Palo Alto Networks VM-Series a rating of nine out of ten.

Aravind Vellingiri
Cyber security consultant at L&T Technology Services

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"When evaluating, consider the customer's environment and pain points since both Check Point and Palo Alto Networks have their advantages. Overall, I rate Palo Alto Networks VM-Series eight out of ten.."

RonnieYazdani
Head of Sales at Omgea Exim Ltd

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"Prices of Palo Alto Networks VM-Series are higher than other firewalls and other solutions. However, we are using its security features and proposing them, mostly winning tenders with this product. Palo Alto Networks VM-Series is a very best solution if you have subscription and extra support, and I would rate this solution seven to eight out of ten. I would give this review an overall rating of eight.."

MuhammadNadeem
Sr. Network Engineer at a tech services company with 1-10 employees

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"For straightforward firewall inspection and basic IPS, IDS requirements, native firewalls might suffice. For more advanced needs, using VM-Series or Palo Alto Firewalls is recommended.

I would rate it an eight out of ten.."

Tejas Jain
Principle Cloud Architect at a tech services company with 11-50 employees

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“We have not yet implemented the DNS security features but we will in the future.

If one of my colleagues at another company were to say that they were just looking for the cheapest and fastest firewall, I would suggest that they be careful. Palo Alto has a great balance. It's not super expensive compared to other options on the market, and it's quite quick when it comes to throughput and performance.

In summary, this is a good product but I do suggest that people shop around a little bit.

I would rate this solution an eight out of ten..”

Jason H.
Director of IT at Tavoca Inc

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"We are generally satisfied with Palo Alto Networks VM-Series.

"I would rate Palo Alto Networks VM-Series technical support an eight out of ten.

"I would recommend Palo Alto Networks VM-Series to others.

"I am a customer of Palo Alto Networks.

"Actually, we are trying to migrate to Cortex Cloud; currently, we are using Prisma, so we are in the phase to migrate to Cortex Cloud, but have not yet migrated, so I am not experienced with it and cannot give feedback about it.

"We haven't used Prisma Access Browser.

"Overall rating: 10/10."

Sanket Bhostekar
Assistant Manager at Aditya Birla Management Corpoartion

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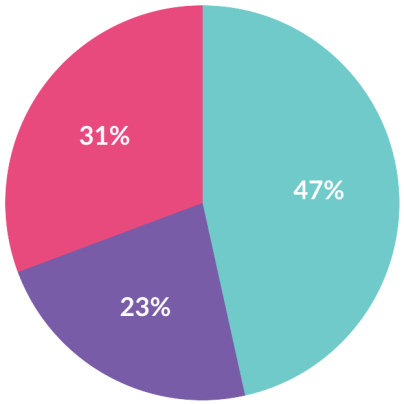
by visitors reading reviews

Outsourcing Company	14%
Comms Service Provider	11%
Manufacturing Company	10%
Financial Services Firm	9%

Company Size

by reviewers



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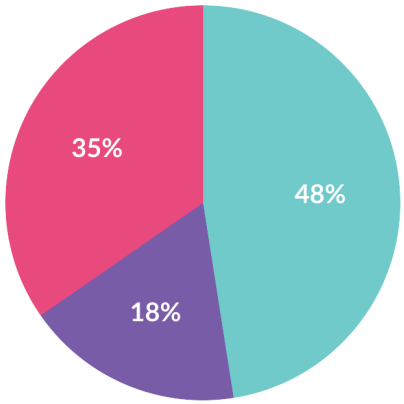

Large Enterprise Midsize Enterprise Small Business

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