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Arrow and Palo Alto Networks expand relationship in U.K. to support cloud security

London, UK. – November 15 2017 – Arrow Electronics is today announcing that it has extended its relationship with Palo Alto Networks, the next-generation security company, adding its offerings to the Arrow portfolio in the U.K., tapping into the market opportunity around private, hybrid and public cloud. This builds upon the existing Arrow and Palo Alto Networks go-to-market momentum already established in specific countries in Europe, the Americas and Asia Pacific.

Palo Alto Networks is leading a new era in cybersecurity by safely enabling applications and preventing cyber breaches for tens of thousands of organisations worldwide. Together, Palo Alto Networks and Arrow can offer next-generation security as part of a comprehensive data centre and cloud security solution to its specialist partner and managed service provider community.

Palo Alto Networks and Arrow plan to pursue market opportunities through multiple areas within Arrow's data centre and solutions practice, leveraging Arrow's technical services, financial services, and the ArrowSphere cloud platform for "as-a-service" capabilities in order to meet evolving partner and customer demand for the Palo Alto Networks Next-Generation Security Platform.

Mark McHale, vice president of UK and Ireland for Arrow's enterprise computing solutions business said, "The new cloud and data centre security relationship with Palo Alto Networks is an illustration of the power of Arrow's portfolio and our clear differentiation in the market. This truly demonstrates the strength of our solutions approach and the support Arrow can offer through its partner community."

Mark McHale continued, "Arrow is currently the only distributor able to offer such a comprehensive go-to-market approach, addressing these new technology segments and customer consumption preferences, as well as working with the established Palo Alto Networks NextWave Partner ecosystem that we're already equipped to share the message with. We're looking forward to expanding the distribution relationship and continuing the great work we've delivered with Palo Alto Networks in other global theatres."

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Jason Beal, EMEA distribution director at Palo Alto Networks commented: “The Palo Alto Networks Next-Generation Security Platform is well-known for its effective cyber breach prevention capabilities, from the endpoint, through the network and data centre, and into the cloud. As we focus our go to market on data centre partners, virtualisation partners, MSSPs and cloud partners, together Palo Alto Networks and Arrow UK will offer deep technical expertise, partner support, and customer focus to meet the needs of NextWave Partners across these areas.”

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About Arrow:

Arrow Electronics is a global provider of products, services and solutions to industrial and commercial users of electronic components and enterprise computing solutions. Arrow serves as a supply channel partner for more than 125,000 original equipment manufacturers, contract manufacturers and commercial customers through a global network of more than 465 locations serving over 90 countries. Learn more at [fiveyearsout.com](https://www.fiveyearsout.com).