



**Palo Alto Networks Panorama**

# **Reviews, tips, and advice from real users**



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# Product Recap



Palo Alto Networks Panorama

# Palo Alto Networks Panorama Recap

Panorama network security management provides static rules and dynamic security updates in an ever-changing threat landscape. Reduce administrator workload and improve your overall security posture with a single rule base for firewall, threat prevention, URL filtering, application awareness, user identification, file blocking and data filtering.

# Valuable Features

Excerpts from real customer reviews on PeerSpot:



“I find this solution valuable for full monitoring, centralized control for reporting, and centralized management.”



**Waleed Aboda**

Senior Network Engineer at UPS



“One of the key advantages of Palo Alto Networks Panorama is its unified platform that is quite similar to the firewall interface, making it easier for tech consultants to manage.”



**Kim Ejby Lorentzen**

Senior Principal Solutions Architect, HPE Aruba Networking - Full Stack Platform Expert at Danoffice IT ApS



“Panorama has the capacity for SD-WAN configuration, which is appreciated alongside its capabilities for firewall management and firmware upgrades.”



**Amar-Patil**

Security Engineer at a tech services company with 1,001-5,000 employees



“I really like the product.”



**Cliff Girodo**

Consultant at a computer software company with 11-50 employees



“The granular control of Palo Alto Networks Panorama stands out for me, as you have centralized management or a centralized view for all the firewalls.”



**Aditya-Wagh**

Sr. Staff Network Engineer at Blackhawk Network India



“Panorama has improved the organization by enabling log collection, administration, and optimization of firewall policies. It supports policy migration and offers platform stability and decent uptime.”



**Tejas\_Jain**

Principal Security Architect at Deloitte



“Panorama integrates security management by allowing easy modification of policy by account, IP, or application.”



**Eric Liao**

Solution Manager at DYXnet Group

## What users had to say about valuable features:

“The valuable features of Panorama include log collection, policy optimization, ability to migrate policies from other platforms, and platform stability and uptime..”

**Tejas\_Jain**

Principal Security Architect at Deloitte

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“The main value of Palo Alto Networks Panorama lies in its ability to centralize management, similar to FortiManager. It provides a single dashboard for all firewalls, allowing centralized control over different feeder systems based on Palo Alto. It's a comprehensive solution for managing firewalls globally..”

**Verified user**

IT Security Engineer at a tech services company with 1,001-5,000 employees

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“Panorama has the capacity for SD-WAN configuration, which is appreciated alongside its capabilities for firewall management and firmware upgrades. The SD-WAN capability is particularly valued because it allows for easy management of firewalls remotely. It also provides a single pane of glass to manage its entire portfolio, offering cost savings as less manpower is needed..”

**Amar-Patil**

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Security Engineer at a tech services company with 1,001-5,000 employees

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The most valuable feature of Palo Alto Networks Panorama, in my case, is the reporting. It provides all the necessary information. However, when extracting reports to a CSV file, the lack of correlation to the actual report generated is an issue. You get a CSV file with a vague name, which is inconvenient when sorting through multiple reports. Naming the reports properly for easier identification would be helpful. Despite this, the tool allows for extensive customization of reports, which is a significant advantage.

**Cliff Girodo**

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Consultant at a computer software company with 11-50 employees

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“Palo Alto Panorama offers robust logging and reporting capabilities, allowing us to extract reports in a user-friendly GUI format with graphical representations. For example, we can track bytes sent and received for specific applications and users since we use Palo Alto XDR for analysis, reporting, and forensics.

We benefit from a certain level of customization in our reports, utilizing predefined templates and tailored reports. This includes user activity reports, application reports, and SaaS platform reports. We forward logs to a separate SIEM solution, enabling us to monitor TCP and inspect SSL traffic..”

**Verified user**

Senior IT infrastructure consultant at a tech services company with 51-200 employees

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“The granular control of Palo Alto Networks Panorama stands out for me, as you have centralized management or a centralized view for all the firewalls. It's easy to create security policy, easy to create NAT policy, and easy to do any configuration. Second is easy troubleshooting, so rather than going to all the firewalls, I can centrally troubleshoot. If any issue occurs, I have a centralized monitor tab, and centralized logs are there, so I can easily troubleshoot any issues from the Panorama itself.

“In terms of logging and reporting capabilities, there is centralized logging with Palo Alto Networks Panorama. In terms of ease of configuration and ease of troubleshooting, all individual firewalls forward logs to the Panorama, and Panorama forwards logs to the Syslog server. That is ease of configuration. The second thing is ease of troubleshooting, as all the centralized logs are present in the Panorama itself. Based on any issue occurred, I can troubleshoot it on the Panorama itself rather than going to the individual firewalls.

“It's very easy to integrate with infrastructure and other systems..”

**Aditya-Wagh**

Sr. Staff Network Engineer at Blackhawk Network India

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## Other Solutions Considered

“We used to work with Fortinet products. However, our focus has shifted, though Fortinet products remain an alternative for our customers who are familiar with its platform..”

**Eric Liao**

Solution Manager at DYXnet Group

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“I also work with Fortinet, and I think their solution is more intuitive. The menus are less charged, and I found the documentation to be a little bit more clear..”

**Raquel GarciaFrutos**

Senior Consultant at Eva GROUP

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“In comparison, I prefer Panorama over FortiManager because Panorama includes all the modules needed for troubleshooting, unlike FortiAnalyzer. From an operational perspective, Panorama is better..”

**Verified user**

IT Security Engineer at a tech services company with 1,001-5,000 employees

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“ I've seen three other devices like FortiGate and FortiManager as well as FortiAnalyzer. However, I can't make apples-to-apples comparisons between the solutions. I can say that the interface of Panorama is better in general, and Panorama does offer very good visibility..”

**GokulAnand**

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Manager at a financial services firm with 10,001+ employees

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“Earlier we were using bare-metal hardware devices in the data center. Now we migrated to the AWS cloud, so we deployed the Palo Alto Networks Panorama firewall in the AWS cloud, and we manage it from there..”

**Aditya-Wagh**

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Sr. Staff Network Engineer at Blackhawk Network India

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“We decided to use Palo Alto Networks Panorama over other solutions because we have the strategy sheet which defines our requirements, and our requirements were mostly met. We have a standardized service we want to deliver when it comes to a firewall we use Palo Alto Networks Panorama, if we use load balancers, we use F5, and for networks, we use Cisco. We have certain things that are already defined as a criterion for us to follow..”

**Darshan Divekar**

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Senior Technical Manager -Information Technology at a computer software company with 5,001-10,000 employees

# ROI

Real user quotes about their ROI:

“The solution has increased staff productivity. The amount depends on usage, whether it is a heavy or slow week. It has freed up staff time, which is where we are seeing ROI..”

**Verified user**

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Senior Consultant at a financial services firm with 501-1,000 employees

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“In terms of return on investment, Palo Alto Networks Panorama is worthwhile, especially for larger networks with more than ten firewalls. The time saved and the consolidated view it provides investment pay off quickly, often within a couple of months..”

**NenadMijatovic**

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Director of Sales at S4E Serbia

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“Managing multiple firewalls across three large identities was becoming quite challenging. To address this, we implemented Palo Alto Panorama, which allows us to manage all our firewalls from a single interface. This has significantly improved our efficiency and manageability. It also helps us better use our current human resources; otherwise, we would need to hire several experts in Palo Alto to oversee the three data centers, which would be a cumbersome task..”

**Verified user**

Senior IT infrastructure consultant at a tech services company with 51-200 employees

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# Use Case

“Panorama is primarily a management solution to manage Palo Alto firewalls. Customers with a large number of firewalls need this solution for efficient management..”

**Amar-Patil**

Security Engineer at a tech services company with 1,001-5,000 employees

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“We deploy Prisma SD-WAN for our NetBackBot and sell Fortinet SD-WAN and Fortinet SRC solutions. We also provide both on-premises and account solutions. Our customers focus on security rather than DLP..”

**Eric Liao**

Solution Manager at DYXnet Group

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“I primarily use Palo Alto Networks Panorama for the global administration of firewalls and managing the GlobalProtect services. It is used for logging and standard firewall activity, and opening firewall rules. Additionally, it centralizes various tasks on the platform..”

**Verified user**

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IT Security Engineer at a tech services company with 1,001-5,000 employees

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“We have multiple firewalls in our infrastructure. Palo Alto Networks Panorama serves as the management interface for all our Palo Alto firewalls. As our organization has grown, there has been one company initially, but now three companies have merged into one, and we have increased the number of firewalls. For instance, we have a Palo Alto firewall in our Azure stack and a core firewall from another company that we’ve integrated into our data center. We use Palo Alto Panorama to manage all our Palo Alto firewalls across our infrastructure..”

**Verified user**

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Senior IT infrastructure consultant at a tech services company with 51-200 employees

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“Palo Alto Networks Panorama is similar to Cisco FMC, for centralized management and monitoring of multiple Palo Alto firewalls. You can push your configuration from Palo Alto Networks Panorama to all your Palo Alto Networks firewalls. You then receive different data reports, threat reports, threat logs, and system logs. You don't need to log into each firewall to get that information or configure it because you can see or do it all in Palo Alto Networks Panorama. If there is any issue or link failure, you'll find that information on Palo Alto Networks Panorama, so the product is best for the centralized management of firewalls..”

**Olajide Olusegun**

Network Team Lead at Atlas Security

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“I use Palo Alto Networks Panorama for the management of all the firewalls. Apart from that, I use Cloud Prisma for VPN management, as well as connectivity to the production, non-production environment. I use three flavors of Palo Alto Networks: Panorama, Cloud Prisma, and the on-prem, physical Palo Alto firewalls in the data centers.

“I use Palo Alto Networks Panorama for all our production, non-production firewalls, which are onboarded on Panorama. Whatever changes I make in the individual firewall, I push that to the Panorama, and Panorama pushes to the individual devices..”

**Aditya-Wagh**

Sr. Staff Network Engineer at Blackhawk Network India

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# 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 Panorama is pretty simple. The appliance itself is easy to set up, and it isn't complex to execute. It does require some experience for managing other firewalls..”

**Amar-Patil**

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Security Engineer at a tech services company with 1,001-5,000 employees

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“Initial implementation is challenging to an extent. The setup takes time. Once it is implemented, then it's very straightforward. Once the person managing the setup gets a good experience with the product, it's pretty easy to manage and relatively smooth..”

**Prasanth Kailasam**

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Senior Client Manager at GBM

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“The setup of Palo Alto Networks Panorama is moderately complex. In my experience, the deployment of Palo Alto Networks Panorama involves considering accessibility, and if it's on-premises, it may face challenges like procurement delays. The cloud version tends to be smoother and more straightforward for deployment..”

**RonaldPowell**

Director of cloud infrastructure at Injazat Data Systems


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“Configuring firewall rules is generally straightforward and user-friendly. Certain advanced tasks, such as setting up local collectors and changing log types or indexing can be challenging for end-users. In such cases, assistance from partner companies or Palo Alto Support may be required..”

**Verified user**

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

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“Installing Palo Alto Networks Panorama is easy, and connecting firewalls is a straightforward process. Deployment typically requires just one person, usually the firewall administrator. Maintenance is also easy, especially for those familiar with managing individual firewalls, and Panorama serves additional functions like log collection and setting up SD-WAN functionality, making it highly useful for networks with multiple firewalls..”

**NenadMijatovic**

Director of Sales at S4E Serbia

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“We deployed our Palo Alto solution four years ago for the Azure Stack implementation. The complete deployment took around three months, as it's a comprehensive cloud solution similar to Azure or AWS.

If I were to replace my Palo Alto firewall today, I estimate it would take at least seven days to implement. Given our complex infrastructure, which includes SD-WANs and connections between three different data centers into one main center, this timeframe excludes the planning phase.

We are aligned with Palo Alto, as they are our partners. At times, we need to engage Palo Alto support directly due to our subscription with them, which was also established during the initial deployment..”

**Verified user**

Senior IT infrastructure consultant at a tech services company with 51-200 employees

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# Customer Service and Support

“The tech support I've encountered has been good, prompt, and fast. However, some consultants have mentioned it can be cumbersome, particularly if the issue is not well-documented before contacting support..”

**Kim Ejby Lorentzen**

Senior Principal Solutions Architect, HPE Aruba Networking - Full Stack  
Platform Expert at Danoffice IT ApS

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“The support team is very knowledgeable. We only contact them when our partner support or integrated support cannot resolve an issue. They respond quickly, joining within an hour if there's a critical situation..”

**Verified user**

Senior IT infrastructure consultant at a tech services company with 51-200 employees

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“The technical support team for Palo Alto Networks Panorama is very responsive. The support staff will call you even after the case is closed, asking you how the support was and that he hopes the same issue doesn't resurface. Panorama support is excellent..”

**Olajide Olusegun**

Network Team Lead at Atlas Security

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“The support charges are pretty high. The subscription renewals are relatively much higher than those of the peers. However, the vendor is working on the pricing. They are also getting competitive because Fortinet is taking over many Palo Alto clients due to the cost..”

**Prasanth Kailasam**

Senior Client Manager at GBM

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“I find Palo Alto Networks' technical support to be good, especially with premium support. The initial support level is handled by us, and if we encounter issues beyond our scope, Palo Alto's support team is efficient in resolving them. I would rate the support as a nine out of ten..”

**NenadMijatovic**

Director of Sales at S4E Serbia


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“They offer two types of support: Partner Enabled Support and Premium Support. With Partner Enabled Support, partners can open cases with distributors who then relay them to Palo Alto. This process can be time-consuming, leading to customer dissatisfaction. Premium Support allows customers to directly open cases with Palo Alto, bypassing the distributor, but it comes at a higher cost. The majority of high-level clients opt for Partner Enabled Support, despite its drawbacks..”

**Verified user**

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

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# Other Advice

I really like the product. My involvement began when we faced an external denial-of-service attack on our cloud environment. After unsuccessfully battling the attack for a week, we deployed a Palo Alto firewall, which resolved the issue within hours. Since then, I have been impressed with Palo Alto. Overall, I rate Palo Alto Networks Panorama a nine out of ten.

**Cliff Girodo**

Consultant at a computer software company with 11-50 employees

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“Overall, I rate Panorama a nine out of ten. I would recommend it for medium to enterprise-level companies, however, not for small businesses due to its cost and features..”

**Amar-Patil**

Security Engineer at a tech services company with 1,001-5,000 employees

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“To manage network security effectively, if the intent is cloud first, leverage Strata Cloud Manager. For hybrid or on-prem deployments, Panorama is suitable.

I would rate it a seven out of ten..”

**Tejas\_Jain**

Principal Security Architect at Deloitte

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“I would recommend this solution to customers, though it can be very expensive. As an alternative, Fortinet solutions are also recommended.

I'd rate the solution nine out of ten..”

**Eric Liao**

Solution Manager at DYXnet Group

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“Palo Alto Networks Panorama could benefit from some integration improvements with Strata Cloud Manager, to maintain customer efficiency without selecting between the two.

I'd rate the solution nine out of ten..”

**Kim Ejby Lorentzen**

Senior Principal Solutions Architect, HPE Aruba Networking - Full Stack  
Platform Expert at Danoffice IT ApS

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“When it comes to security, complexity often accompanies it. With advancements over time and the integration of AI and new technologies, we're seeing improved features in the GUI compared to some online solutions.

The ongoing improvements with the latest firmware updates are a positive sign. Still, virtual firewalls or appliances face a challenge: They could provide more comprehensive information than what is currently available in the reports.

We also use the VPN functionality, which became crucial during COVID-19. Initially, we had around 610 users, and now that number has risen to about 890 users who connect remotely through Palo Alto GlobalProtect VPN. We've never considered switching to another solution because it is stable and reliable for our needs.

You encounter news about zero-day vulnerabilities and firewall firmware updates when browsing the internet. We've been using our Palo Alto solution for the past four years, and during this time, some devices were procured five years ago, while others, including our Palo Alto firewall, were acquired around three years ago. Each identity had IT staff coordinating individual updates, which was inefficient. Now, with a unified approach through Panorama, we can monitor and manage zero-day vulnerabilities more effectively. Panorama plays a crucial role in ensuring timely updates. The features we utilize depend on the complexity of our network and the number of applications hosted in our environment.

Suppose your infrastructure is extensive, and you need a reliable, secure SDR, UTM, and firewall solution. In that case, choosing a product with comprehensive capabilities that you can rely on for at least the next five years is crucial. Proper planning is essential; if you purchase something that isn't reliable or only plan for six months to a year, it may not be appropriate for your needs. Palo Alto is one of the best secure solutions for organizations with complex infrastructures, such as multiple sites in different regions.

Overall, I rate the solution a nine-point five out of ten..”

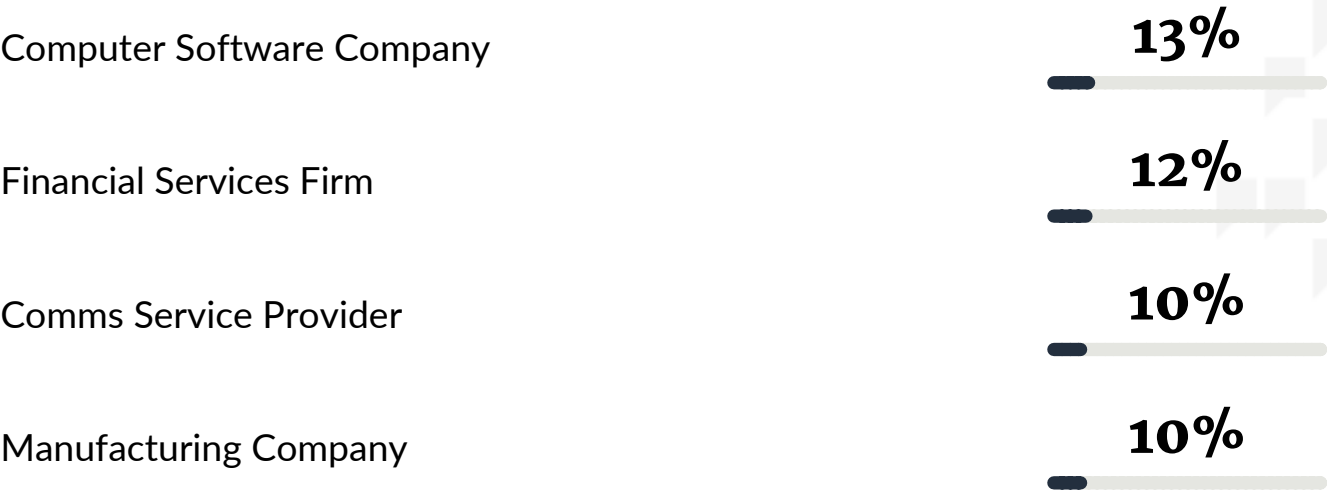
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Senior IT infrastructure consultant at a tech services company with 51-200 employees  
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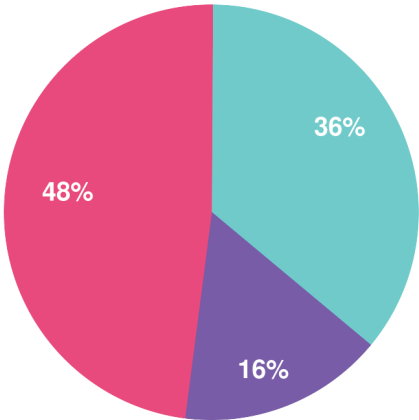
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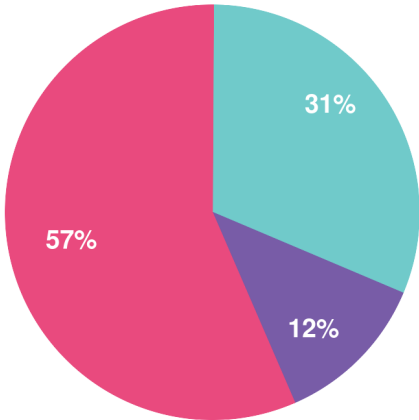
# Company Size

by reviewers



# Company Size

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