



**Palo Alto Networks VM-Series**

# Reviews, tips, and advice from real users



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# Product Recap



Palo Alto Networks VM-Series

# Palo Alto Networks VM-Series Recap

Palo Alto Networks VM-Series is a highly effective advanced threat protection (ATP) solution and firewall that can be hosted on cloud computing technologies designed by many different companies. It decreases the amount of time that it will take administrators to respond to threats. Users that deploy VM-series have 70% less downtime than those who use similar firewalls. Neither protection nor efficiency are concerns when this next-generation firewall is in play.

VM-Series is being deployed to protect both public and private cloud environments. This level of flexibility empowers organizations to run the environment or environments that best meet their needs without worrying that they are going to be exposed to digital threats due to the environment that they choose.

In the public cloud, users of Palo Alto Networks VM-Series can automate their deployment and dynamically scale up their environment while experiencing a consistent level of protection. This dynamic scalability means that they also integrate their security into their DevOps workflows so that their security can keep up with their activities and requirements. Users of private cloud environments can set up security policies that can be automated to be provisioned as the need arises. Organizations don't need to slow down when they deploy VM-Series because it makes the task of defending them so simple that they can set their defenses and forget that they are even there.

Users gain a deep level of visibility when they deploy Palo Alto Networks VM-Series. App-ID technology enables organizations to see their network traffic on the application level and spot threats that might be trying to sneak in through vulnerable points in their defenses. It also leverages Palo Alto Networks WildFire and advanced threat protection to block the threats before they can escalate.

## Palo Alto Networks VM-Series Features:

- Central management system - It has a central management system that enables users to set up and control their security operations from one location. Users don't need to search for the tools that they need. This system allows for security consistency and complete control without requiring businesses to spend large periods of time to do so.
- Blacklisting and whitelisting - Organizations can utilize blacklisting and whitelisting tools to ensure that their network traffic only contains the type of traffic that they want to be present. These tools make it possible for them to set specific web traffic sources as being either undesirable and thus blocked from entering their network or desirable and thus allowed to enter.
- Automation feature - The product's automation feature can automate many critical functions that users would otherwise have to handle manually. Security policy updates

are an example of a function that users can automate.

#### Reviews from Real Users:

Palo Alto Networks VM-Series is a solution that stands out when compared to other similar solutions. Two major advantages that it offers are its ability to protect users without degrading the efficiency with which their networks perform and its centralized management system.

Jason H., the director of information technology at Tavoca Inc, writes, “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.”

An information technology manager at a tech services company says, “We use [Palo Alto's Panorama centralized management system](#). We have an on-prem firewall where Panorama is very good for pulling logs in from the cloud so we can see what is going on. It gives us visibility into that as well as shows us what attacks are coming in. Palo Alto's Panorama centralized management system simplifies our security posture based on our requirements. Instead of manually pulling logs, then generating them into readable formats, it gives us the console in a readable format to view.”

# Valuable Features

Excerpts from real customer reviews on PeerSpot:



“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



“The most effective features for threat prevention include the threat prevention signature level, the application filter capability, and the visibility provided by the firewalls.”



**Chandra A**

Senior Manager Technical Security at Hitachi Systems, Ltd.



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



**Ronnie Yazdani**

Head of Sales at Omgea Exim Ltd



“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 Corpotion



“It helps in offering advanced protection against malware and anti-spyware, which is based on customer feedback stating the product has very good threat prevention capabilities.”



**Ashwani Tyagi**

Regional Manager at Orange



“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

## What users had to say about valuable features:

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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“I find Palo Alto Networks VM-Series easy to deploy, and none of my customers have had significant complaints. My customers have high certifications provided by Palo Alto Networks. The friendly dashboard and the ability to easily command and use the CLI make Palo Alto Networks VM-Series a better product. It offers robust solutions, making it valuable to my customers..”

**RonnieYazdani**

Head of Sales at Omgea Exim Ltd

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Palo Alto Networks VM-Series is very strong in security features like antivirus, anti-spyware, and machine learning capabilities that help scan for antivirus and anti-spam. This ensures high security for internal and external traffic. They frequently update antivirus patterns and application threats, which provides reliable protection. I also value GlobalProtect VPN for supporting remote users as most of my employees work remotely. Additionally, Palo Alto Networks helps me visualize and manage network traffic effectively, blocking risky files and enhancing network security.

**Frank Nguyen**

Senior IT Infrastructure Specialist at contemi

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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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# Other Solutions Considered

Before using Palo Alto Networks VM-Series, I used a physical box on-premises. The switch was due to moving all infrastructure to AWS, necessitating a virtual solution.

**Frank Nguyen**

Senior IT Infrastructure Specialist at contemi

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“I was previously using Sophos. The switch to Palo Alto was driven by the need for a product that could manage all my in-house data and offer superior security. Sophos was not offering the class A level of service that Palo Alto provides..”

**Gerald Rodrigues**

General Manager at Tilaknagar Industries Ltd

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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..”

**AshwaniTyagi**

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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“The main gateway for my organization is Palo Alto because my SAP data is hosted there. My staff operates behind Palo Alto, and numerous software applications and websites are hosted on it. I wanted a strong product for security, particularly for ransomware, malware, and a strong VPN for accessing SAP through VPN and CloudProtect..”

**Gerald Rodrigues**

General Manager at Tilaknagar Industries Ltd

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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..”

**Verified user**

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

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“We manage public or private cloud traffic, inspecting for security through various profiles. This includes managing traffic for southeast, east-west, inbound, and A access, applying security profiles to the traffic. I also work with the Check Point Next Generation Firewall and Palo Alto Firewalls..”

**Chandra A**

Senior Manager Technical Security at Hitachi Systems, Ltd.


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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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# 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**

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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**

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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**

Principal Security Architect at Deloitte

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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..”

**Verified 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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“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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“The vendor provides two support modules: backline and premium support. If you need to open a case directly with Palo Alto to solve a problem, you must purchase premium support. Premium support is highly expensive—almost five times the cost of availing backline support. Local distributors of the product manage the backline support and have extended response time, and the team might not have mature knowledge to solve issues. .”

**Hamada Elewa**

System Engineer - Security Presales at Raya Integration

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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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“I would recommend Palo Alto VM-Series to others and rate it an eight out of ten. However, for companies below midsize, it may not be a fit due to cost. For those companies, I suggest considering products like Check Point or Fortinet..”

**Verified user**

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

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“My overall rating for [Palo Alto Networks VM-Series](#) is nine points out of ten.

The solution effectively handles security issues and ensures data safety..”

**Gerald Rodrigues**

General Manager at Tilaknagar Industries Ltd

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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.”

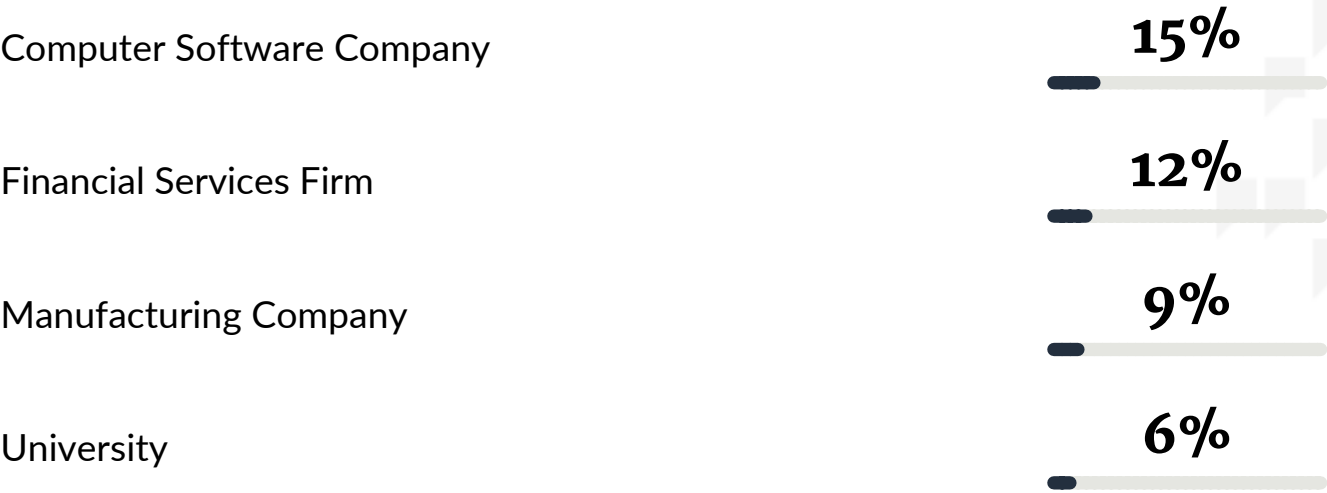
**Sanket Bhostekar**

Assistant Manager at Aditya Birla Management Corporation

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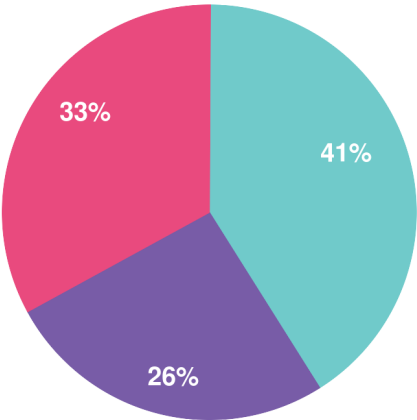
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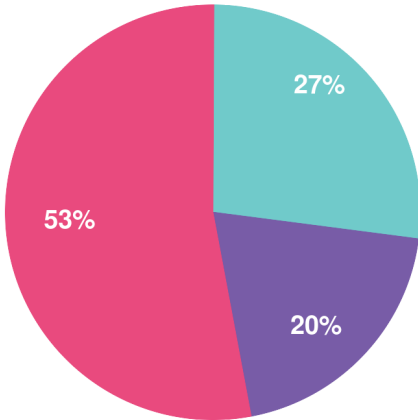
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