

THE POWER OF PARTNERS

Decisive Group/Palo Alto Networks: A bi-directional success story.

Since its launch in 2005, Palo Alto Networks has grown into one of the world's leading enterprise cybersecurity providers. A pioneer in next-generation firewalls, cloud analysis, and threat intelligence, the company was also an early proponent of Secure Access Service Edge (SASE), which has been called "the future of network security in the cloud."

Partnering with Palo Alto Networks allows Decisive to offer its customers advanced cybersecurity solutions, regardless of their size or network environment.

Putting vendor neutrality to work.

Growing threats to enterprise networks—and burgeoning reports of ransomware schemes, data leaks, and phishing attacks—have created a climate of fear, which is not conducive for making rational, strategic decisions. In this environment, some organizations jump to conclusions about what technology they need to put in place, even when their situation doesn't warrant it.

Enter Decisive, with its vendor-neutral approach to customizing solutions to match what customers really need to reach their goals. The company specializes in listening closely and responding with technology-based answers that go to the heart of the problem. Since 2013, problems related to cybersecurity have frequently led Decisive to Palo Alto Networks.

Customer education is essential.

Where data security is involved, Decisive has never believed that one size fits all. The company takes a dynamic approach to determine what the elements of success are for each customer and how cybersecurity fits into the organization's strategic plan.

Once Decisive has ascertained its customers' needs and cybersecurity challenges, it shifts into an education phase. The goal is always to enable the customer to make a highly informed decision, based on the best value that can be achieved from the myriad solutions on the market.

At this stage in the parallel development of threats and solutions, Decisive often finds that customers are initially focused on point solutions that are touted by

various vendors, and a big step in customer education is illustrating how important it is for cybersecurity elements to work together to protect the entire threat surface.

It's an approach that's a natural fit for Palo Alto Networks' market strategy. The companies share a highly complementary attitude, with Decisive acting as the liaison between the customer's needs and Palo Alto Networks' ability to provide technology that will integrate seamlessly into the enterprise network.

From Palo Alto Networks' perspective, Decisive's role is a natural fit with its philosophy regarding sales ethics and its focus on doing what's right for the end-user, while helping to solve the larger issue of defending government and business against bad actors' intentions.

Keeping data safe as threats shift.

At the heart of this approach to customer education about cybersecurity is the high degree of knowledge transfer that occurs continuously between Decisive and Palo Alto Networks.

Much of this transfer occurs at training labs where customers can experience hands-on simulations, including some that cover highly sensitive data environments, thanks to Decisive's Government of Canada "secret" clearance level.

Palo Alto Networks consider that clearance a huge plus for the relationship because it allows them to fully understand the customers' needs across their entire networks—an essential insight when the goal is to provide a fully integrated solution that leaves no part of the network unprotected.

The flow of knowledge doesn't cease once the cybersecurity solution is in place, either. With ransomware and other threats continuing to pose challenges, both Decisive and Palo Alto Networks constantly update their strategies and tactics to help customers ward off threats.

It's a virtuous circle of learning—one with benefits on all sides, but particularly for enterprises looking to get on with business, free from intrusion.

How to contact us



1 (855) 336-3700



inquiry@decisivegroup.com



118 Iber Road, Suite 105,
Ottawa, ON K2S 1E9

Enterprise IT. Customized for you.

Decisive Group designs, builds, and maintains enterprise IT infrastructure and hybrid cloud, as well as managing and protecting data.

We engage with customers through our hands-on approach, providing guidance and highly personalized service. Solutions-driven, we partner with the world's leading providers of standards-based hardware, software, networking, security, and cloud products with one aim: to optimize processes and improve outcomes for medium and large enterprises.

In 2001, Decisive Technologies was founded as a professional services company in Canada's National Capital Region, and we began offering data centre solutions in 2010. We expanded our offerings in 2013 with the addition of BriteSky Technologies, which originally focused on cloud storage, and in 2021, the companies amalgamated their products and services under the Decisive Group banner.