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# Training Credits

Training Credits provide a convenient way to purchase and manage Palo Alto Networks authorized instructor-led training (ILT) courses. They are a Palo Alto Networks services product that can be purchased through NextWave resellers and are redeemable through any participating Palo Alto Networks Authorized Training Partner (ATP) worldwide. Customers are provided a training credit ID number and program guide to assist with the redemption process. When ready, customers may consult with ATPs for course availability and provide the training credits as a form of payment. Prior to enrollment, the credits will be confirmed by Palo Alto Networks, scheduled for usage, and debited upon completion of training. Customers have up to 12 months to use their training credits as needed.

## Training Credits Benefits

- Convenient way to purchase and manage training worldwide
- Broad ecosystem of ATPs
- Full 12-months to complete training
- Up-front budgeting, reducing ad-hoc funding
- Complements support and consulting services to provide customers with the strongest security posture
- Flexible spending for evolving requirements

## Determining the Number of Training Credits to Purchase

Prices for instructor-led courses will vary by ATP and region. To determine how many credits to purchase, contact your sales representative or a local ATP to assist with a needs assessment and estimation. A team's current skill set, security challenges, products, and solutions will help determine which authorized instructor-led training courses are most appropriate. See table 1 for estimates of Training Credits per course and table 2 for examples of role-based learning paths.

For a list of all authorized instructor-led training courses:

<https://www.paloaltonetworks.com/services/education/instructor-led-training>

## Redeeming Training Credits

Training Credits are redeemed through Palo Alto Networks ATPs. ATPs are established service partners that have demonstrated instructional delivery capabilities and expertise. ATPs will provide quotes and guidance for the redemption process. Customers must provide their Training Credits ID, intended training, and student candidate information. The training must be scheduled and completed before the expiration date of the credits.

To find your nearest ATP: <https://www.paloaltonetworks.com/services/education/atc-locations>

To locate a class from a consolidated ATP class schedule, visit: <https://atpschedules.paloaltonetworks.com>

**Table 1: Current Palo Alto Networks Authorized Instructor-Led Course Offerings**

Course	Products	Duration	Public Seat (per person) Estimated MSRP US \$1,000 per day*
<a href="#">EDU-210</a> Firewall Essentials: Configuration and Management	NGFW	5 days	\$5,000 (50 credits) PAN-EDU-TRAINING-100
<a href="#">EDU-220</a> Panorama: Managing Firewalls at Scale	Panorama	2 days	\$2,000 (20 credits) PAN-EDU-TRAINING-100
<a href="#">EDU-238</a> Prisma SD-WAN: Design and Operation	Prisma SD-WAN	5 days	\$5,000 (50 credits) PAN-EDU-TRAINING-100
<a href="#">EDU-330</a> Firewall: Troubleshooting	NGFW	3 days	\$3,000 (30 credits) PAN-EDU-TRAINING-100
<a href="#">EDU-318</a> Prisma Access SASE Security – Design and Operation	Prisma Access	4 days	\$4,000 (40 credits) PAN-EDU-TRAINING-100
<a href="#">EDU-260</a> Cortex XDR – Prevention and Deployment	Cortex XDR	3 days	\$3,000 (30 credits) PAN-EDU-TRAINING-100
<a href="#">EDU-262</a> Cortex XDR – Investigation and Response	Cortex XDR	2 days	\$2,000 (20 credits) PAN-EDU-TRAINING-100
<a href="#">EDU-380</a> Cortex XSOAR: Automation and Orchestration	Cortex XSOAR	4 days	\$4,000 (40 credits) PAN-EDU-TRAINING-100
<a href="#">EDU-242</a> Prisma Cloud: Implementation and Configuration	Prisma Cloud	4 days	\$4,000 (40 credits) PAN-EDU-TRAINING-100

\* Prices listed are MSRP only. Consult your local ATP for actual pricing, which varies by region and ATP.

Table 2: Role-Based Course Recommendations				
Customer Roles		Products	Recommended ILT Courses	Total Training Days
Network Security	Administrators	NGFW	EDU-210	5 days
	Enterprise Level	NGFW + Panorama	EDU-210 → EDU-220	7 days
	Engineers	NGFW + Panorama	EDU-210 → EDU-220 → EDU-330	10 days
	Remote Access Admin/ Remote Security Engineer, NOC	Prisma Access	EDU-318 (for NGFW Experts)	4 days
		Prisma Access	EDU-210 → EDU-220 → EDU-318	11 days
		Prisma SD-WAN	EDU-238	5 days
SOC & SOAR	Cybersecurity Analyst	Cortex XDR	EDU-260 → EDU-262	5 days
	SecOps or SOAR Engineers	Cortex XSOAR	EDU-380	4 days
Cloud Security	Cloud Security Engineers and Architects Cloud DevSecOps/DevOps	Prisma Cloud	EDU-242	4 days

## Getting Started with Training Credits

After purchasing Training Credits, customers will receive a welcome email from the Palo Alto Networks Training Credits Administrator, providing a Training Credits ID, a Training Credits Program Guide, and a list of ATPs and available authorized ILT courses. Palo Alto Networks places tremendous value on customer satisfaction and enablement, so courtesy reminder email notifications are sent 180, 120, 90, 60, 30, and 15 days prior to expiration.

### Product Sales Information

- Palo Alto Networks SKU: **PAN-EDU-TRAINING-100**
- Value: 1 Training Credit = US \$100 purchasing power
- Purchase through Palo Alto Networks resellers
- Redeem through any Palo Alto Networks ATP
- Can be standalone purchase or combined with other products or services
- Expiration = 12 months from date of sale (training must be scheduled and completed before expiration date)
- May be redeemed with participating ATPs for authorized instructor-led courses, certification exam vouchers, or course-related lab time

## Education Services Commitment to Quality

We are committed to the success of our customers, with the assurance that our ATPs have the best preparation, training, tools, techniques, and information available. ATPs must meet rigorous authorization and compliance requirements to ensure the highest possible standards and quality of service.

For Training Credits program-related questions, email [training-credits@paloaltonetworks.com](mailto:training-credits@paloaltonetworks.com).



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