

# PANW 신규 파트너 등록 가이드

Palo Alto Networks - 사이버 X +

paloaltonetworks.co.kr

PaloAlto Networks 홈페이지로 이동  
<https://www.paloaltonetworks.co.kr/>

시작하기 문의하기 자료실 지원요청 공격을 받고 계신가요?

palto 제품 솔루션 서비스 업종 파트너 Palo Alto Networks를 사용해야 하는 이유 회사 더 보기

제로 트러스트 둘러보기

# 방어하고 보안화하고 간소화하세요.

## Precision AI™가 있습니다.

새로운 Secure AI by Design 제품 포트폴리오가 출시되었습니다!

Precision AI 만나보기 → Secure AI by Design 출시

권장

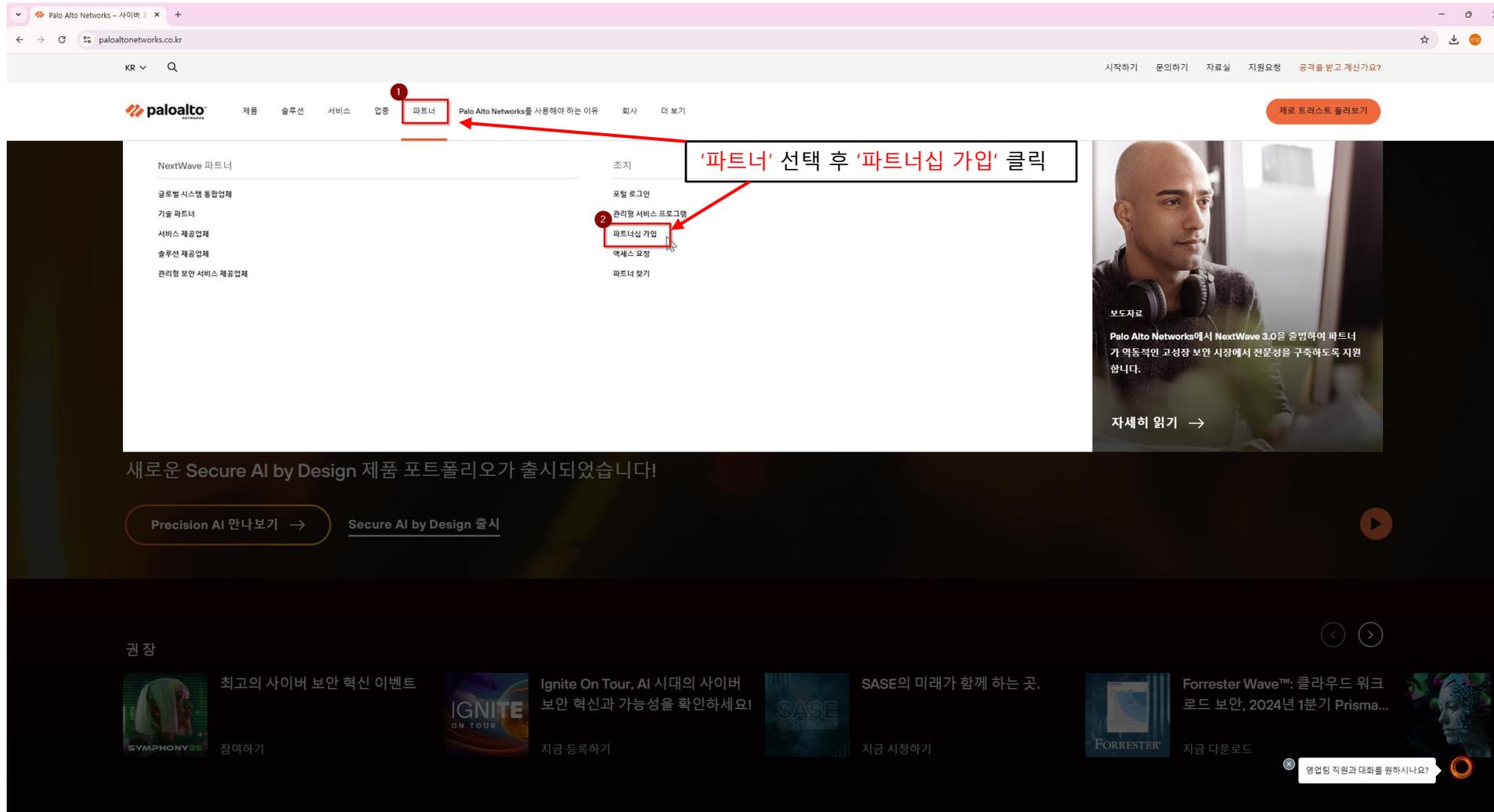
최고의 사이버 보안 혁신 이벤트  
Symphony 3.5 참여하기

Ignite On Tour, AI 시대의 사이버 보안 혁신과 가능성을 확인하세요!  
지금 등록하기

SASE의 미래가 함께 하는 곳.  
SASE @ CONVERGENCE  
지금 시청하기

Forrester Wave™: 클라우드 워크로드 보안, 2024년 1분기 Prisma...  
FORRESTER  
지금 다운로드

영업팀 직원과 대화를 원하시나요?





Thank you for your interest in joining our NextWave Partner Program. To address the complex needs of today's customers we offer several unique partner paths. Please select the partner path you are interested in:

**Service Partner**

Service Partner is a NextWave partner that provides their services (consulting, professional, and risk liability) to our customers and wants to refer security deals to Palo Alto Networks. Note: Service Partners cannot resell Palo Alto Networks or provide Palo Alto Networks-based managed services.

**Solution Provider**

Solution Provider is a NextWave partner that resells and/or integrates Palo Alto Networks products and services to create solutions that deliver business outcomes for customers.

**Managed Security Services Provider**

Managed Security Services Provider is a NextWave partner that builds, sells, and remotely manages Palo Alto Networks-based security services that deliver business outcomes for customers.

Already a Partner? Login to Partner Portal [here](#).  
Need access to Portal? Request Access [here](#).

'Solution Provider' 선택



Enter Basic Information    Verify Email    Select Account

**1**

**Contact Information**

\* First Name: Insub    \* Last Name: Chung

\* Email: insub.chung@daolts.co.kr    \* Phone: +821064717001

**Company Information**

\* Legal Company Name: DaolTS    Locale Company Name (Optional):

DBA Company Name (Optional):    \* Address Line 1: 126 Taeheran Ro

\* City: Seoul    \* Country: South Korea

\* State: Soul-t'ukpyolsi    \* Zip Code: 06234

\* Do you have a valid website?: No

로봇이 아닙니다. RECAPTCHA 개인정보 보호 · 약관

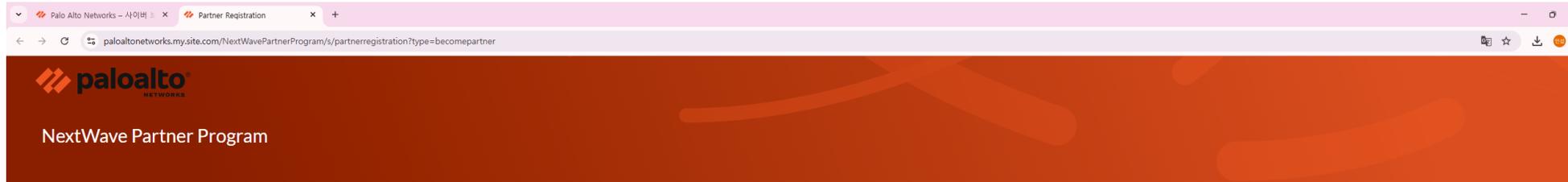
**2**

Continue

'Contact Information' 및 'Company Information' 기입 후  
'Continue' 클릭

[Contact Information -> Contact 실무 담당자 정보]  
[Company Information -> 등록 회사 정보]

The screenshot shows a web browser window with the URL `paloaltonetworks.my.site.com/NextWavePartnerProgram/s/partnerregistration?type=becomepartner`. The page title is "NextWave Partner Program" and the Palo Alto Networks logo is visible. The registration process is in the "Enter Basic Information" step. A modal window titled "Please select address" is open, showing the address entered: "126 Taeheran Ro, Seoul, Soul-'ukgyolsi, 06234, South Korea". A red box highlights this address with a circled '1'. A red arrow points from this box to a central text box containing the Korean text "회사 주소 확인 후 'Submit' 클릭" (Click 'Submit' after confirming company address). Another red arrow points from this text box to a "Submit" button in the modal, which is also highlighted with a red box and a circled '2'. Below the modal, the form fields for City (Seoul), Country (South Korea), State (Soul-'ukgyolsi), Zip Code (06234), and Company website (https://www.daolts.co.kr/) are visible. A CAPTCHA verification box with a green checkmark and the text "로봇이 아닙니다." (I am not a robot) is also present.



Enter Basic Information > **Verify Email** > Select Account

✓  
Thanks for your interest to become a partner with Palo Alto Networks. You will receive an email for verification shortly. Please verify and continue with the Application.

해당 Step 까지 완료 하면 가입 한 이메일로 Verification Email 발송됨

Verification link for Palo Alto Networks Partner Application



Do Not Reply <donot-reply@paloaltonetworks.com>

받는 사람 | 정회원

이 메시지가 표시되는 방식에 문제가 있으면 여기를 클릭하여 웹 브라우저에서 메시지를 확인하십시오.

이 메시지를 한국어(으)로 번역 | 영어에서 번역하지 않음 | 번역 기본 설정



Greetings from Palo Alto Networks!

Tap the button below to confirm your email address and continue with your Application. If you didn't request to become a partner with Palo Alto Networks, you can safely delete this email.



If that doesn't work, copy and paste the following link in your browser:

<https://paloaltonetworks.my.site.com/NextWavePartnerProgram/s/partnerapplication?appcontact=rgcxY8zPj5CzHxDX1YV1sDEBn1kUfNky00/CqUz/nDa3X+cDf9Ce1aSOHFR>

Best Regards,  
Palo Alto Networks Next Wave Team

You received this email because we received a request for becoming a partner. If you didn't request to become a partner with Palo Alto Networks, you can safely delete this email.

Copyright © 2023 Palo Alto Networks. All rights reserved.  
Palo Alto Networks, 3000 Tannery Way, Santa Clara, CA 95054, United States

전달 받은 메일에서 'Verify Email' 클릭



Select Account
Partner Questionnaire
Add Contacts
Review Terms & Conditions

**Application Information**

Partner Path: Solution Provider	Company Name: DaolTS	Company Address: 126 Taeheran Ro, Seoul, Soul-t'ukpyolsi - 06234
Contact Name: Insub Chung	Contact Email: insub.chung@daolts.co.kr	Contact Phone: +821064717001

**Contact Information**

We have found records that match the email address you entered.

Name	Email	Company Name	Company Address
<input type="radio"/> Insub Chung	<input type="checkbox"/> insub.chung@daolts.co.kr	DaolTS Co., Ltd	14F Daegone Bldg, 126 Teheran-ro, Seoul, Soul-t'ukpyolsi, South Korea, 06234
<input checked="" type="checkbox"/> None of these belong to me			

Contact Information에서 'None of these belong to me' 선택 후 'Next' 클릭



Select Account Partner Questionnaire Add Contacts Review Terms & Conditions

**Application Information**

Partner Path: Solution Provider	Company Name: DaolTS	Company Address: 126 Taeheran Ro, Seoul, Seoul-t'ukpyolsi - 06234
Contact Name: Insub Chung	Contact Email: insub.chung@daolts.co.kr	Contact Phone: +821064717001

'Preferred Distributor'에서 'DaolTS.Co.,LTD' 선택

**Preferred Distributor or Marketplace**

1 Preferred Distributor: Select an Option  
Additional Distributor: [Empty Field]  
Preferred Marketplace: Select an Option

2 Platform Co Ltd  
DaolTS Co., Ltd  
I Cloud Co., Ltd  
Seuucen Co.,Ltd

Company have a close personal relationship (spouse, family member, business partner) with anyone: --Select--

Is any owner, officer, manager, affiliate, or employee of the Company a Government Official or have a close relationship to a Government Official of any entity you are or have transacted business with? (e.g., Any person acting in an official capacity): --Select--

Does or will any Government Official have any financial interest in, or receive any financial or other benefits from, any agreement involving the Company and Palo Alto Networks?: --Select--

With respect to any government official or their relatives, have you done any of the following within the past 3 years for the purpose of obtaining or retaining business?: Select an Option

Does your company plan to use intermediaries, agents, consultants or other third parties in connection with the services contemplated under the proposed agreement with Palo Alto Networks?: --Select--

Has the Company, an owner, officer, or key employee, been convicted of crime involving fraud or corruption or been suspended or debarred from tendering for a government contract or transacting business with a Government Entity within the last 5 years?: --Select--

Next



**Q1) 귀사의 의사 결정 권한을 가진 소유자, 임원, 관리자 또는 기타 직원 중 팔로알토 또는 귀사의 주요 유통업체에 고용된 직원과 개인적으로 가까운 관계(배우자, 가족, 비즈니스파트너)를 맺고 있습니까?**

**Q2) 귀사의 소유주, 임원, 관리자, 계열사 또는 직원이 정부 공무원이거나 정부 공무원과 밀접한 관계가 있습니까?**

**Q3) 정부 공무원이 귀사와 팔로알토와 관련된 계약에 대해 금전적 이해관계를 갖고 있거나 금전적 또는 기타 혜택을 받거나 받을 예정입니까?**

**Q4) 정부 공무원 또는 그 친척과 관련하여 지난 3년 이내에 사업을 취득하거나 유지하기 위해 다음 중 하나를 수행한 적이 있습니까?**

**Q5) 귀사는 팔로알토와 제안된 계약에 따라 고려 중인 서비스와 관련하여 중개인, 에이전트, 컨설턴트 또는 기타 제 3자를 이용할 계획이 있습니까?**

**Q6) 지난 5년 이내에 회사, 소유주, 임원 또는 주요 직원이 사기 및 부패와 관련된 범죄로 유죄 판결을 받았거나 정부 기관과의 사업이 정지 또는 금지된 적이 있습니까?**

Application Information

Partner Path: Solution Provider      Company Name: DaoITS      Company Address: 126 Taeheran Ro, Seoul, Soul-t'ukpyolsi - 06234

Contact Name: Insu Chung      Contact Email: insub.chung@daolts.co.kr      Contact Phone: +821064717001

Preferred Distributor or Marketplace

Preferred Distributor: DaoIT Co., Ltd      Additional Distributor:      Preferred Marketplace: Select an Option

Profile Questions

Do any owner, officer, manager or other employee with decision making authority in the Company have a close personal relationship (spouse, family member, business partner) with anyone employed by Palo Alto Networks or your primary Distributor?

Is any owner, officer, manager, affiliate, or employee of the Company a Government Official or have a close relationship to a Government Official of any entity you are or have transacted business with? (e.g., Any person acting in an official capacity)

Does or will any Government Official have any financial interest in, or receive any financial or other benefits from, any agreement involving the Company and Palo Alto Networks?

With respect to any government official or their relatives, have you done any of the following within the past 3 years for the purpose of obtaining or retaining business?   
None of the above X

Does your company plan to use intermediaries, agents, consultants or other third parties in connection with the services contemplated under the proposed agreement with Palo Alto Networks?

Has the Company, an owner, officer, or key employee, been convicted of crime involving fraud or corruption or been suspended or debarred from tendering for a government contract or transacting business with a Government Entity within the last 5 years?

'Profile Question' 답변 후 'Next' 클릭



Progress bar: Select Account (green) > Partner Questionnaire (green) > Add Contacts (blue) > Review Terms & Conditions (grey)

**Application Information**

Partner Path: Solution Provider	Company Name: DaolTS	Company Address: 126 Taeheran Ro, Seoul, Soul-t'ukpyolsi - 06234
Contact Name: Insub Chung	Contact Email: insub.chung@daolts.co.kr	Contact Phone: +821064717001

**Contacts**

First Name	Last Name	Email	Phone	Partner Role	Add Contact
Insub	Chung	insub.chung@daolts.co.kr	+821064717001	<input checked="" type="checkbox"/> Primary <input type="checkbox"/> Marketing <input type="checkbox"/> Sales <input type="checkbox"/> Technical	Add Contact

Buttons: Next (blue), Add Contact (white with red border)

필요 시 'Add Contact' 하여 실무 담당자 추가 후 'Next' 클릭



Select Account → Partner Questionnaire → Add Contacts → Review Terms & Conditions

**Application Information**

Partner Path: Solution Provider	Company Name: DaolTS	Company Address: 126 Taeheran Ro, Seoul, Soul-t'ukpyolst - 06234
Contact Name: Insub Chung	Contact Email: insub.chung@daolts.co.kr	Contact Phone: +821064717001

**Terms and Conditions**

Please scroll to the very end to read and accept Terms and Conditions

6. Palo Alto Networks can issue tax invoices with respect to the Deal Referral;

7. Solution Provider will not issue tax invoices with respect to the Deal Referral;

8. Solution Provider acknowledges that it is registered for GST (defined herein) when it enters into the Agreement and that it will notify Palo Alto Networks if it ceases to be registered for GST; and

9. Palo Alto Networks acknowledges that it is registered for GST when it enters into the Agreement and that it will notify Solution Provider if it ceases to be registered for GST. Words and expressions in this clause which have a defined meaning in GST Law have the same meaning as in the GST Law. "GST Law" is defined as the A New Tax System (Goods and Services Tax) Act 1999.

6. If Palo Alto Networks pays any withholding taxes based on the payments made by Palo Alto Networks to the Solution Provider hereunder, Palo Alto Networks may furnish Solution Provider with documentation of such tax payments, including receipts and other customary documentation. Notice of taxing invoice issues shall be provided to Palo Alto Networks within fifteen (15) business days to channelopsapprovals@paloaltonetworks.com.

7. The Parties agree to cooperate in good faith to provide one another with such documents, information and certifications as are reasonably necessary to minimize and/or recover any withholding tax obligations and (ii) work in a cooperative manner to support reasonable sales/use taxing authority inquiries resulting from this agreement.

8. If an order is canceled or rescheduled, and a Deal Referral Payment has already been made to the Solution Provider, Palo Alto Networks reserves the right to seek a refund of any rebate paid or offset against future payments.

4. No Warranties; No Representations. Neither Party expects its relationship with the other Party to yield any minimum amount of profits, fees, or payments by virtue hereof, and each party waives the right to any compensation for loss of prospective profits, expenditures, or commitments of whatever kind in connection with this Agreement or related to Palo Alto Networks' or the Solution Provider's business or goodwill, respectively, due to any termination of the Agreement. Participation in the Deal Referral does not guarantee or entitle Solution Provider to any referral fees.

5. Effect of Termination. Upon termination or expiration of the Agreement, any referral fee payments earned by Solution Provider prior to termination shall be paid in accordance with Sections 2, 3, and 4, above unless Solution Provider has committed an uncured material breach of this Agreement.

NextWave-Solution Provider Agreement; March 2024

I agree with the above terms and conditions.

I acknowledge that I have the authority to submit this application.

약관 동의 후 'Submit'

Submit



✔  
Congratulations! Your Palo Alto Networks Application has been successfully submitted for review. You should receive a reply within 5 business days. Learn more about the Palo Alto Networks Partner programs [here](#)

해당 Step까지 완료하면 Submission Confirmed Mail 발송됨

Your Palo Alto Networks Application has been submitted

 donot-reply@paloaltonetworks.com  
받는 사람 ○ 정인섭

 메시지를 한국어(으)로 번역 | 영어에서 번역하지 않음 | 번역 기본 설정



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Greetings from Palo Alto Networks!

Your new application has been submitted, it will be reviewed and you should be notified once any action is taken. This process can take up to 5 business days. Thank you for your patience.

New Partner Application Details:

Partner Name: DaoITS  
NPA #: NPA-112761  
Partner Path: Solution Provider  
Preferred Distributor Name: DaoITS Co., Ltd  
Marketplace:

Best Regards,  
Palo Alto Networks NextWave Team

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Submission Confirmed Email 받은 후 5일 내로 Notified 예정



다올티에스(주)

☎ 070-4322-2436

🏢 서울시 강남구 테헤란로 126, 대공빌딩 14층 1호 06234

🌐 [www.daolts.co.kr](http://www.daolts.co.kr)