

Friday, November 10, 2017

Mr. Michael A.L. Balboni
President/Managing Director
RedLand Strategies
519 Eighth Avenue
16th Floor
New York, New York 10018

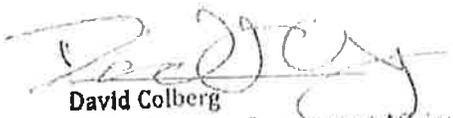
Re: Government Relations Representation

Dear Mr. Balboni:

This letter serves to confirm that PALO ALTO NETWORKS has authorized Red Land Strategy, Inc. d/b/a Redland Strategies, to lobby in NEW YORK STATE on our behalf effective immediately and shall continue until JULY 31, 2018 at which time this agreement shall continue on a month-to-month basis, terminable by either party upon 30 days written notice.

These services will be in addition to the other consulting services that Redland Strategies currently provides to PALO ALTO NETWORKS. The fee for these services will be \$2000.00 per month, plus expenses, and will be allocated from the total monthly fee paid to RedLand Strategies.

Very truly yours,


David Colberg
Senior Director, Government Affairs