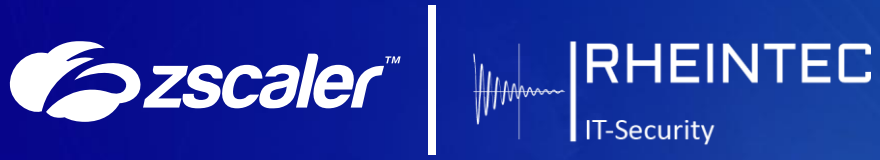


Zero Trust Exchange

IT Transformed

©2020 Zscaler, Inc. All rights reserved. ZSCALER CONFIDENTIAL INFORMATION |. Zscaler™, Zscaler Internet Access™, Zscaler Private Access™, ZIA™ and ZPA™ are either (i) registered trademarks or service marks or (ii) trademarks or service marks of Zscaler, Inc. in the United States and/or other countries. Any other trademarks are the property of their respective owners.

OUR MISSION

Make the cloud a safe place to do business and enjoyable for users.

Zero Trust Architecture

©2020 Zscaler, Inc. All rights reserved. ZSCALER CONFIDENTIAL INFORMATION

Delivering the agility, security and experience you need to empower your digital transformation journey

Increase
user productivity

Fastest path
(no backhaul)

Bring security close to the user
in 150 data centers (SASE)

Reduce
business risk

Protection against sophisticated threats (ransomware/phishing)

Data loss prevention for users, IoT, and servers

Reduce
costs and simplify IT

Consolidate and eliminate security point solutions

Reduce MPLS costs

"It's a rare occasion in history where it got **more secure, provided a better experience and got cheaper** all at once."

©2020 Zscaler, Inc. All rights reserved. ZSCALER CONFIDENTIAL INFORMATION

Zscaler: Four integrated and comprehensive solutions

Zscaler Internet Access

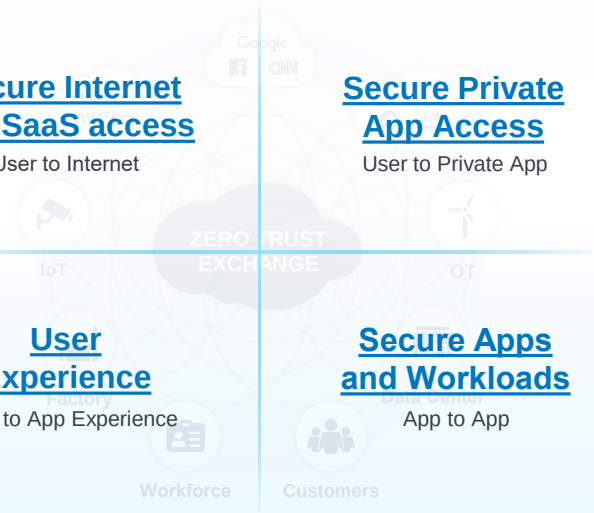
Cyber protection
Data protection (DLP/CASB)
Local internet breakouts (O365/SD-WAN)

Secure Internet and SaaS access
User to Internet

Secure Private App Access
User to Private App

Zscaler Private Access

Remote app access without VPN
Zero trust from office to data center
B2B customer app access



Zscaler Digital Experience

Performance scores by user, app, location
Identify and resolve device and network issues

User Experience
User to App Experience

Secure Apps and Workloads
App to App

Workload Protection

App segmentation w/out network segmentation
Remediate cloud misconfigurations (CSPM)

Global footprint: 150 data centers (SASE)

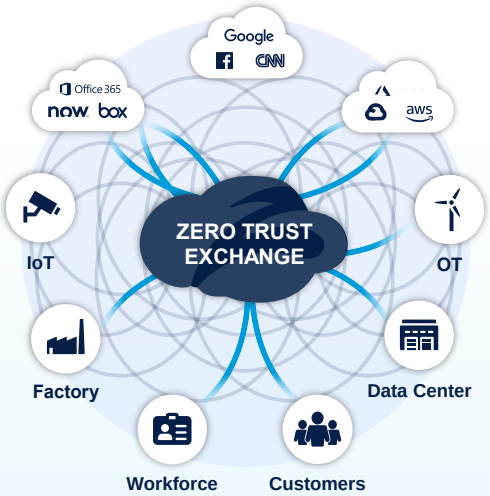
AI / ML Powered | PolicyNow™ | NanoLog™ | Extensible

Simplify IT and reduce costs by consolidating and eliminating point products

©2020 Zscaler, Inc. All rights reserved. ZSCALER CONFIDENTIAL INFORMATION

Network-centric vs Zero Trust architectures

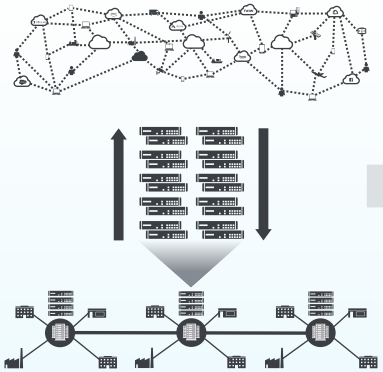
Zero Trust Architecture



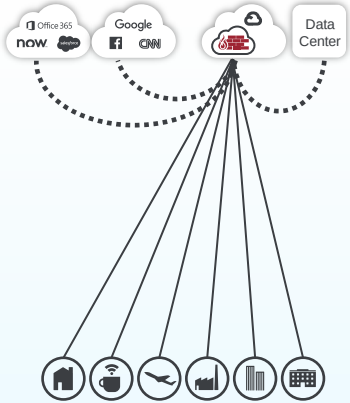
Any-to-Any connectivity: User to Apps, App to App, M2M
Any network, Any location

Legacy Network and Security Architectures

On-Prem Appliances



Virtual Appliances in Public Cloud



Internet is the new network, it can't be secured
Securely connect users, apps using business policies

Two Opposing Architectures

You control and secure your network
Castle and moat security creates a perimeter

©2020 Zscaler, Inc. All rights reserved. ZSCALER CONFIDENTIAL INFORMATION

5 Requirements of a **Zero Trust Architecture**

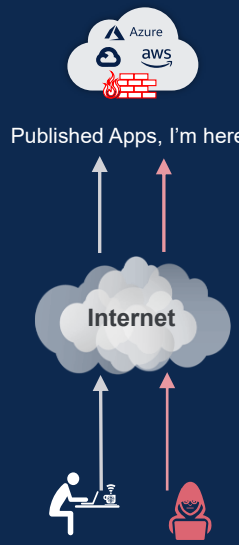
1. **Zero attack surface**
2. **Connect a user to an app, not to a network**
3. **Proxy architecture, not passthrough**
4. **Multi-tenant architecture**
5. **Secure Access Service Edge (SASE)**

©2020 Zscaler, Inc. All rights reserved. ZSCALER CONFIDENTIAL INFORMATION

1

Zero Attack Surface

Reduce business risk

If you publish your phone number	If you publish apps on the internet (Public Cloud)	Unpublished number, AI-powered exchange service	Unpublished apps, Zscaler as an exchange service
			
Good and bad guys can call you	Apps can be attacked by bad guys	Only good guys can call you	Only good guys can access apps For others they are invisible

Publishing apps on the Internet using a traditional firewall increases your attack surface.
Zscaler Zero Trust Exchange makes your apps invisible and accessible only by authorized users.

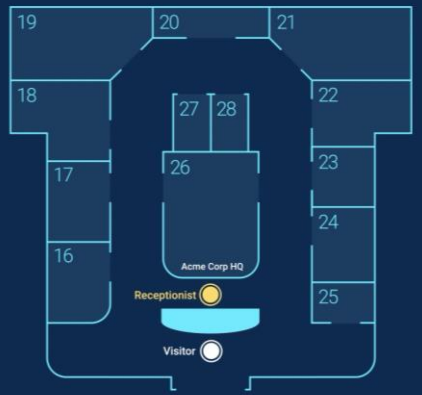
©2020 Zscaler, Inc. All rights reserved. ZSCALER CONFIDENTIAL INFORMATION

2

Connect a User to an app, not to a network

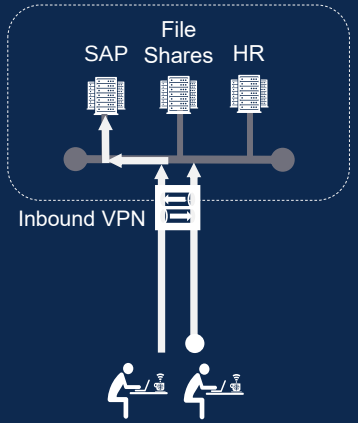
Reduce business risk

Unescorted office visitor



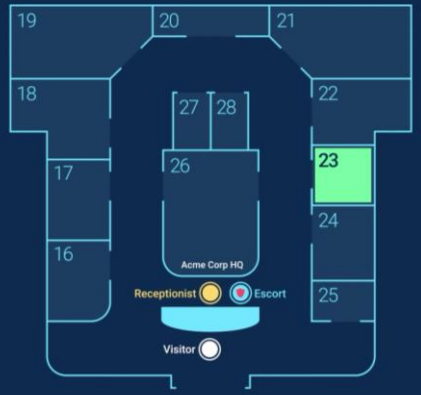
Strangers snooping, security risk

Connect a user to a network



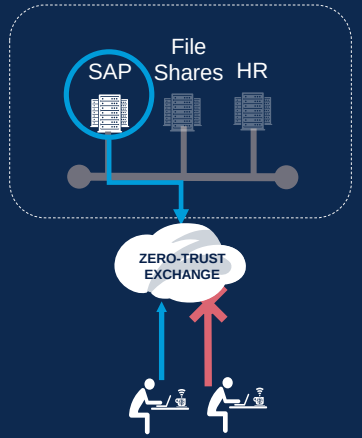
Once on the network, you can snoop it. Security risk - run Nmap.

Escorting visitors to a meeting room



No snooping by strangers, better security

Connecting a user to an app (not a network)



No snooping, reduces security risk

Unlike traditional VPN/FW, Zscaler zero trust connects a user to an app, not a network – better security

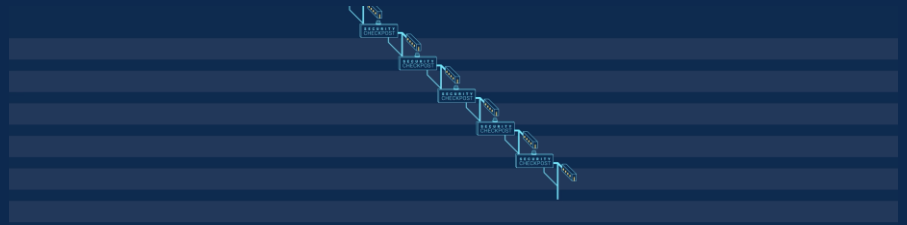
©2020 Zscaler, Inc. All rights reserved. ZSCALER CONFIDENTIAL INFORMATION

3

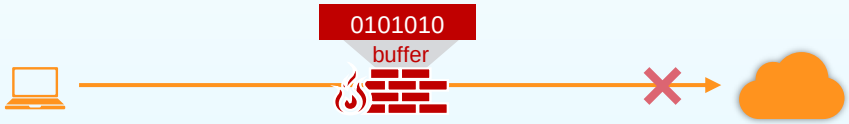
Proxy Architecture, Not Passthrough

Reduce
business risk

Cursory check post: Inspect a moving car

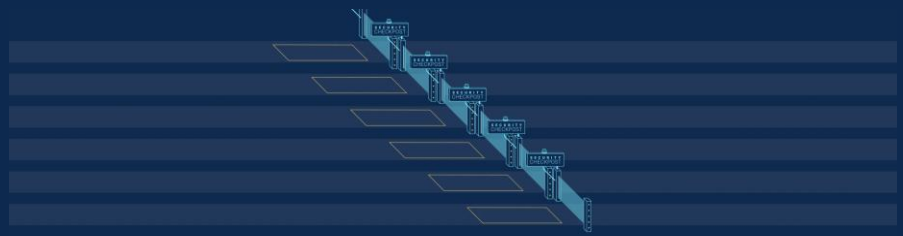


NGFW Passthrough Architecture | Not designed for content inspection. Cursory check of moving traffic.



1) Connect to destination 2) Inspect a limited buffer 3) Reset connection if bad

Real check post: stop, open car/luggage, inspect



Zscaler Proxy Architecture | Designed for proper content inspection, including encrypted traffic (SSL)

1) Terminate connection 2) Inspect full content 3) Establish connection if good

Unlike a NGFW, a proxy architecture is designed for
proper content inspection for effective cyberthreat and data loss protection

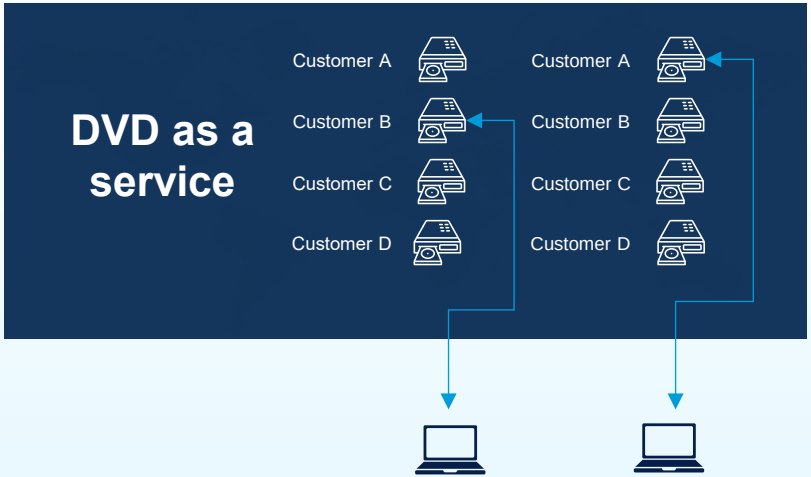
©2020 Zscaler, Inc. All rights reserved. ZSCALER CONFIDENTIAL INFORMATION

4

Multi-tenant Architecture

Reduce
costs and simplify IT

Would **Netflix** build its cloud service with thousands of **DVD Players**?



Applications in the data center

workday.

salesforce

Network security

zscaler™

©2020 Zscaler, Inc. All rights reserved. ZSCALER CONFIDENTIAL INFORMATION

RHEINTEC IT-Security | zscaler

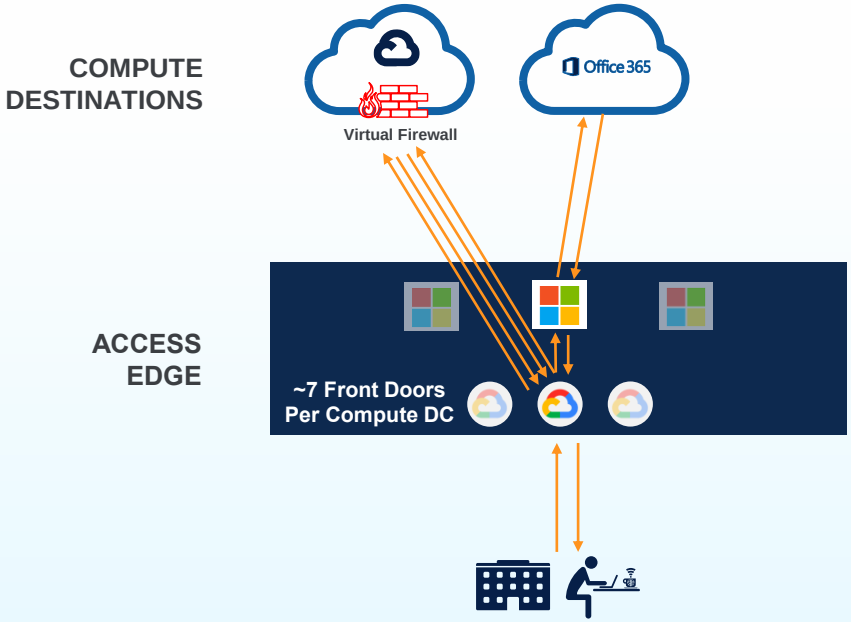
5

Secure Access Service Edge (SASE)

Increase
user productivity

NGFW in Public Cloud

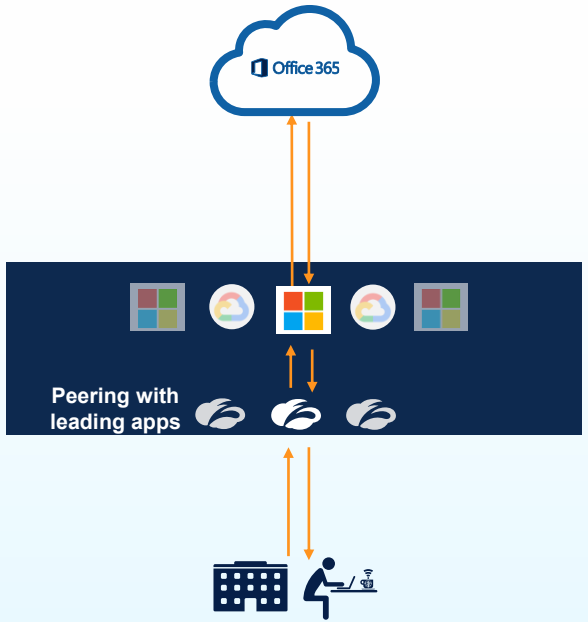
20 Compute DCs



Policy enforced in compute DCs, not front doors
Backhaul latency provides a slow user experience

Zscaler SASE

150 Compute DCs



Policy enforced at the edge, near the user
No backhaul latency for a faster user experience

©2020 Zscaler, Inc. All rights reserved. ZSCALER CONFIDENTIAL INFORMATION

Zero Trust Exchange Vs. Legacy Architectures

		Legacy Network and Security Architecture	Zero Trust Exchange
1	**Zero attack surface**	Firewalls/VPNs published on the internet Can be exploited, DDoSed	Apps not exposed to the internet You can't attack what you can't see
2	**Connect a user to an app, not to a network**	App access requires corporate network access, allows lateral movement of users and threats	Connects a user to an app without the risk of bringing the user on the network
3	**Proxy architecture, not passthrough**	Firewall / Passthrough Inspects a limited data buffer Unknown files passthrough – alerts after infection	Proxy Full content inspection, including SSL Hold and inspect unknown files before reaching the endpoint
4	**Multi-tenant architecture**	VMs of single tenant appliances in a public cloud Like building Netflix with DVD players	Cloud-native, multi-tenant design like Salesforce / Workday
5	**Secure Access Service Edge (SASE)**	Policy enforced in a couple of dozen data centers No control over traffic routes / peering	Policy enforced at the edge in 150 DCs (SASE) Peering in internet exchanges, 100s of apps

©2020 Zscaler, Inc. All rights reserved. ZSCALER CONFIDENTIAL INFORMATION

Zscaler: The largest in-line security cloud

150 Data centers
Policy enforcement at the service edge (SASE)

120B+
Requests processed/day

100M+
Threats blocked/day

175K+
Unique security updates/day

Peering in internet exchanges

Office 365 Data Center Peering

Peering: https://www.peeringdb.com

High Authority

Delivers exceptional user experience, reliability and security (cloud-effect)

©2020 Zscaler, Inc. All rights reserved. ZSCALER CONFIDENTIAL INFORMATION

Zscaler: The leader in accelerating secure digital transformation

Trusted Partner

Market Leader*

450 of the Forbes 2019 **Global 2000**

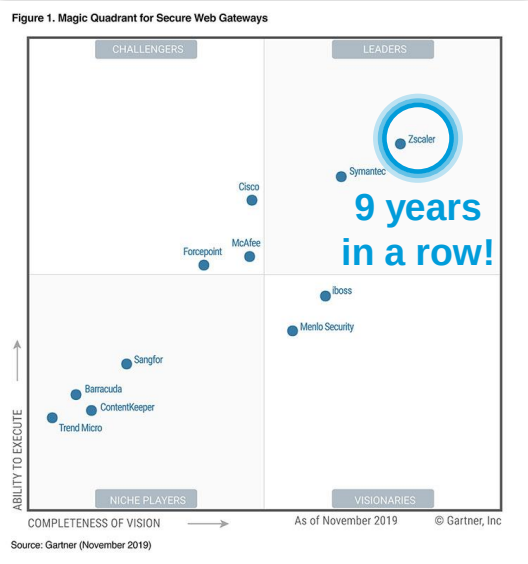
Operational Excellence

10+ years operating the **largest security cloud**

Global Scale (150 DCs)

120B **Daily requests**
10x Google searches

Gartner MQ LEADER



Customer Value

80% Faster User Experience

35x Fewer Infected Machines

70% Cost Reduction

Conglomerates	Household	Apparel	Insurance	Beverages	Retail and Food
4 OF THE TOP 5	3 OF THE TOP 5	3 OF THE TOP 5	3 OF THE TOP 5	4 OF THE TOP 5	2 OF THE TOP 5

©2020 Zscaler, Inc. All rights reserved. ZSCALER CONFIDENTIAL INFORMATION
*Customers by industry is based on the 2019, Forbes Global 2000

THANK YOU

©2020 Zscaler, Inc. All rights reserved. ZSCALER CONFIDENTIAL INFORMATION