





controlware

Security Service Edge

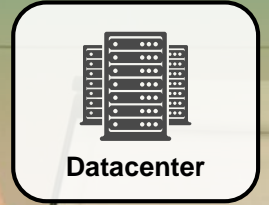
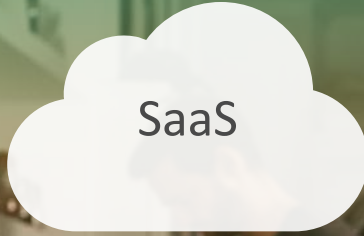
“Working from anywhere is the norm”

Thanh Trieu – Partner Consulting Solutions Engineer

September .2022



77% of business believe hybrid work is the new way forward.



Corporate Managed

BYOD





Top Initiatives for Leading Organizations



Users

Improve productivity

Freedom to work from anywhere without IT holding them back

Improve collaboration

Ability to access and share the data they need, when they need it



IT

Empower User Productivity

Enable the best possible user experience without compromising security

Reduce risk of data loss

Prevent the loss of data from impacting company growth or profit

Reduce complexity and cost

Streamline programs and processes while doing more with less

IT and Security are becoming business enablers

Application Transformation
Datacenter to SaaS, IaaS, PaaS



Network Transformation
Hub-n-spoke to Direct Connectivity

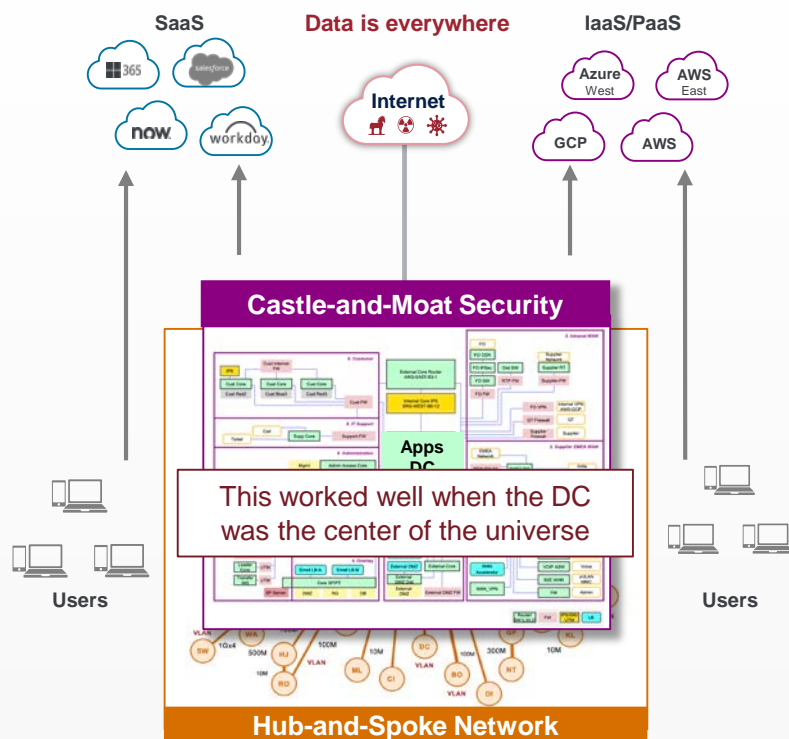


Security Transformation
Castle-n-moat to Zero Trust Architecture

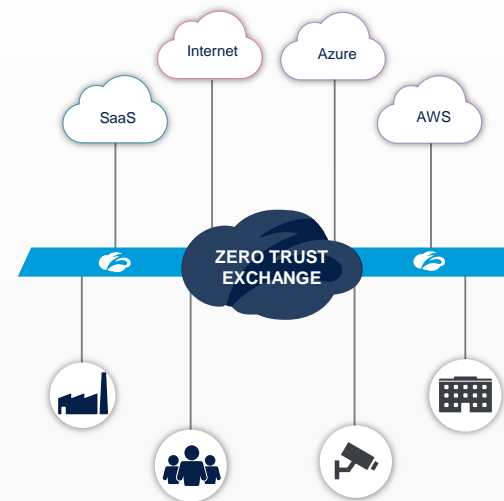


Secure Digital Transformation
Delivers Competitive Advantage

Better Decision Making | Improved Productivity and Collaboration | Reduced Cyber Risk | Reduced Cost and Complexity



Zero Trust Architecture
Securely connects authorized users, devices and workloads using business policies.



Better cyber threat and data protection
Fast user experience
Reduced cost and complexity

Challenges: Architectural change (network and security). Mindset and cultural change (Inertia, status quo)

Security Service Edge

Understanding Cloud Security Platform Frameworks

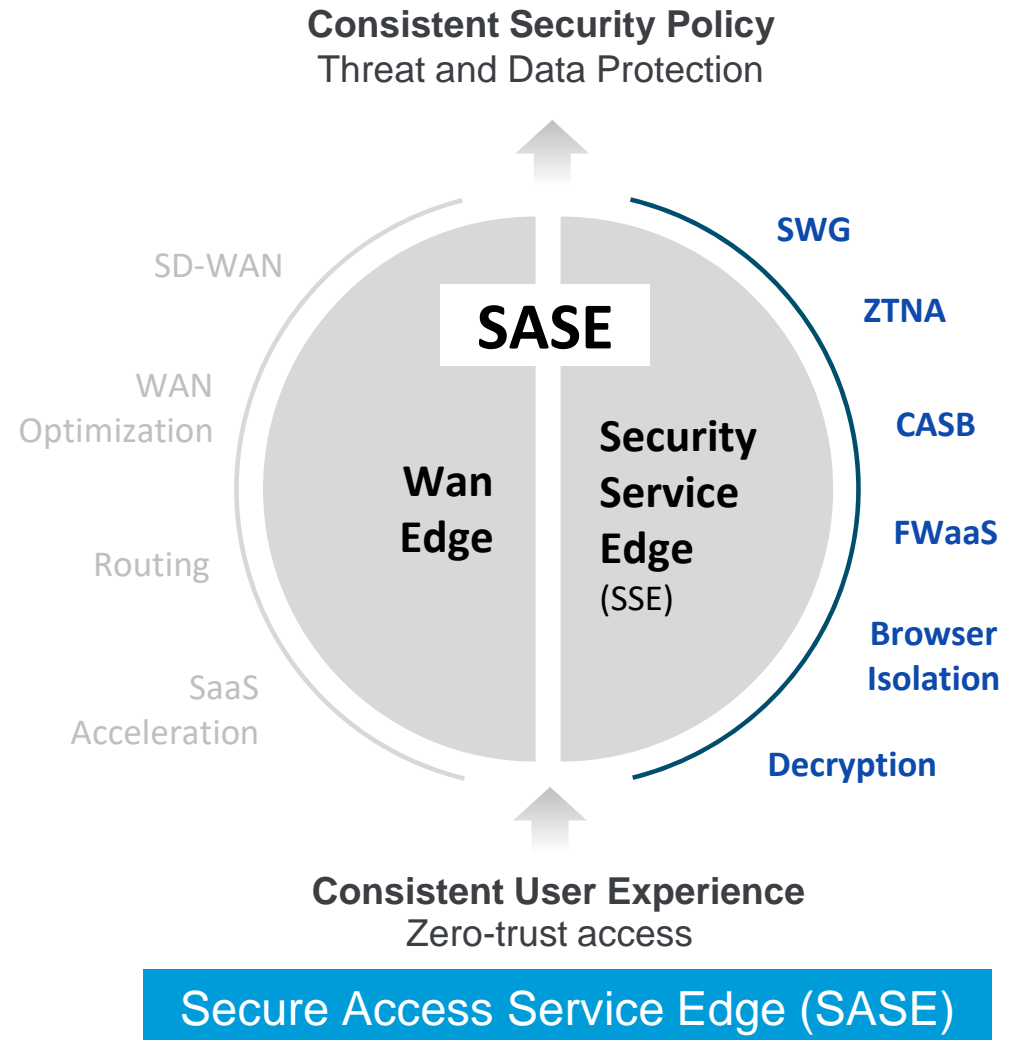
Gartner

Frameworks for Cloud Security Platforms

Secure Access Service Edge (SASE)

VS.

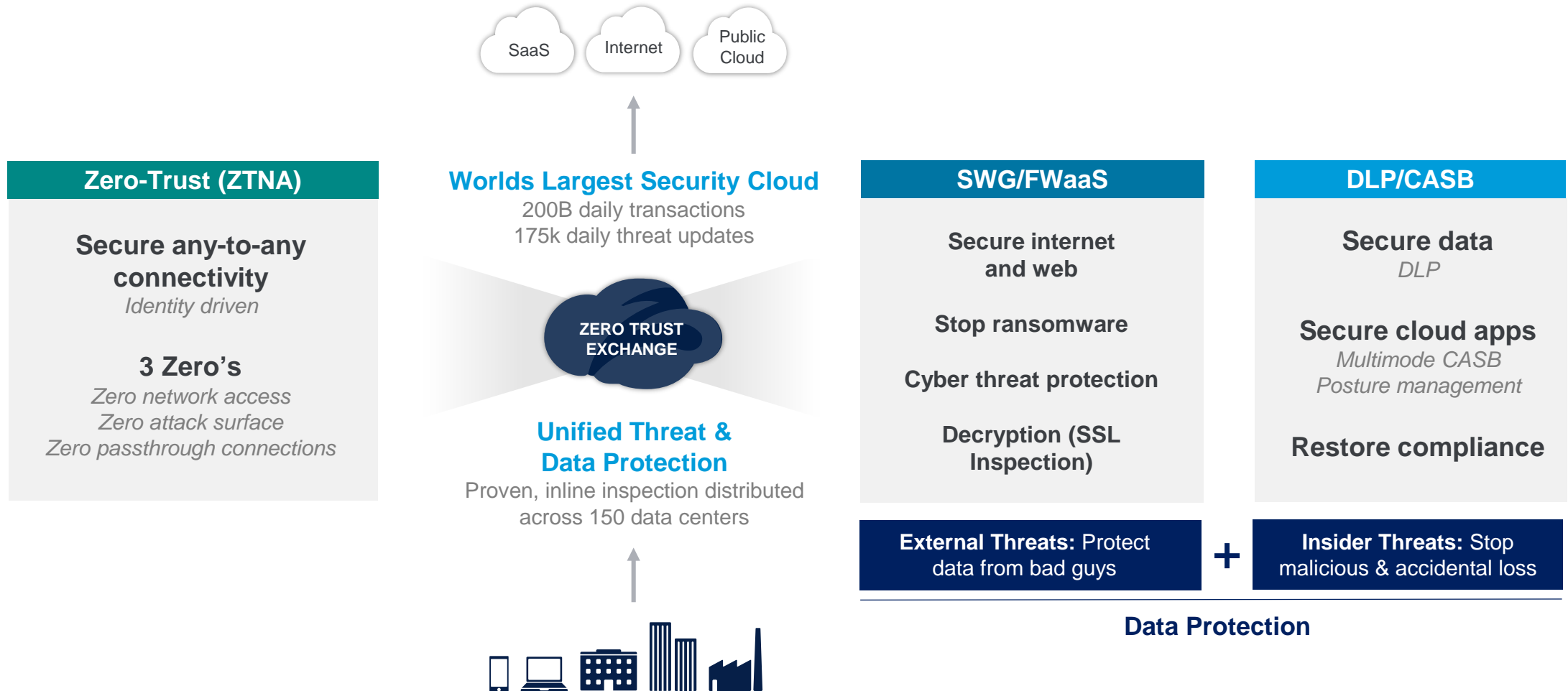
Security Service Edge (SSE)



Zero Trust Exchange

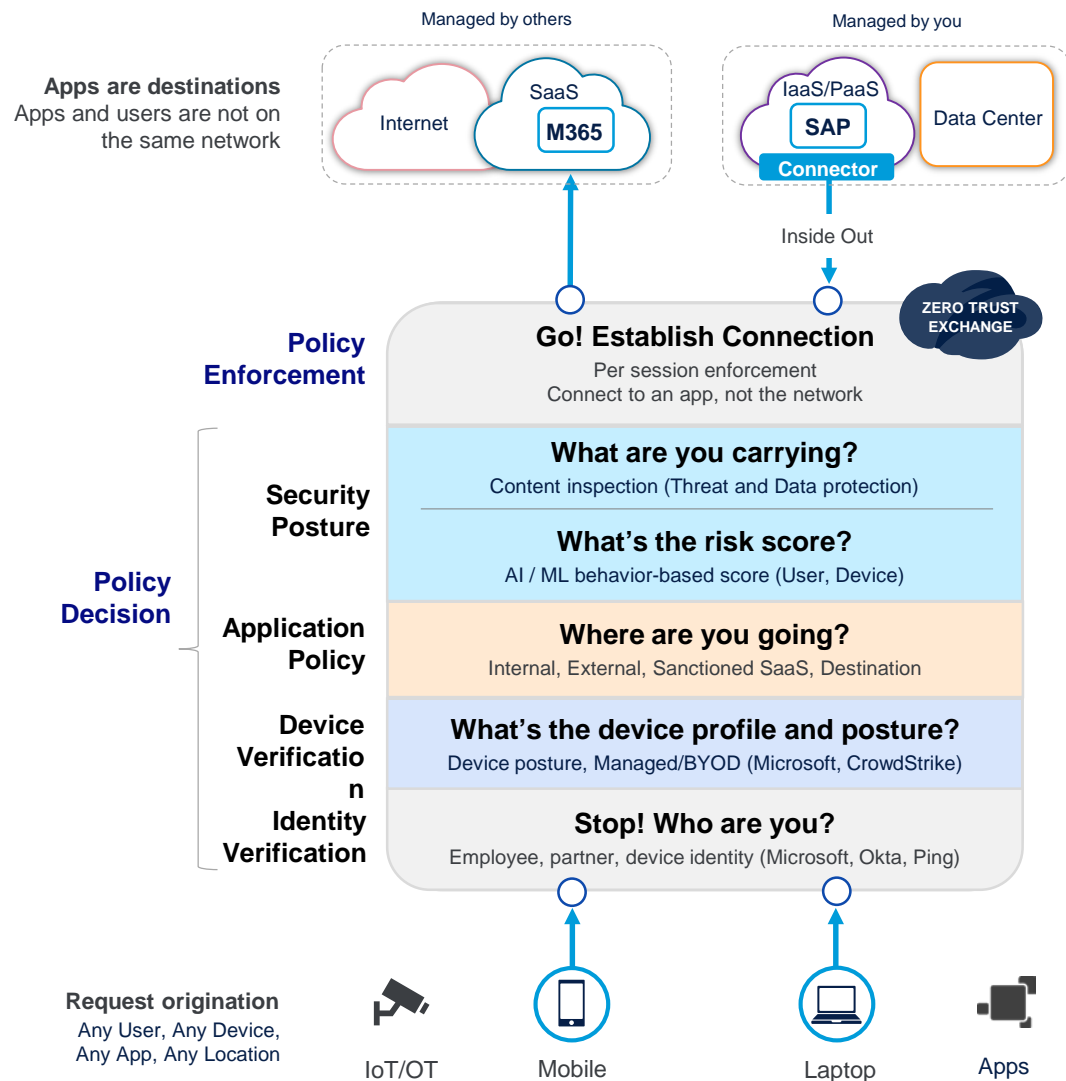
Introducing the Zscaler Zero Trust Exchange

Purpose-built **Security Service Edge** for threat and data protection



Zscaler Zero Trust Exchange Architecture

Per session policy decision and enforcement across 150 DCs worldwide



Comparing Zero Trust with a legacy architecture

	Zero Trust	Legacy infrastructure
Eliminate Attack Surface	●	✗
<ul style="list-style-type: none"> No inbound connections Apps are invisible from the Internet 		
Prevent Lateral Movement	●	✗
<ul style="list-style-type: none"> User is not on the network, the network is simply transport 		
Prevent Compromise	●	○ Limited
<ul style="list-style-type: none"> Inspect content to block threats TLS at scale 		
Prevent Data Loss	●	○ Limited
<ul style="list-style-type: none"> Inline inspection to prevent data loss 		

You can't do Zero Trust Security with legacy infrastructure

Solution Portfolio

Zscaler: Four integrated and comprehensive solutions

Zscaler Internet Access

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

Digital Experience

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

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

User Experience

User to App Experience

Secure Apps and Workloads

App to App

Zscaler Cloud Protection

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

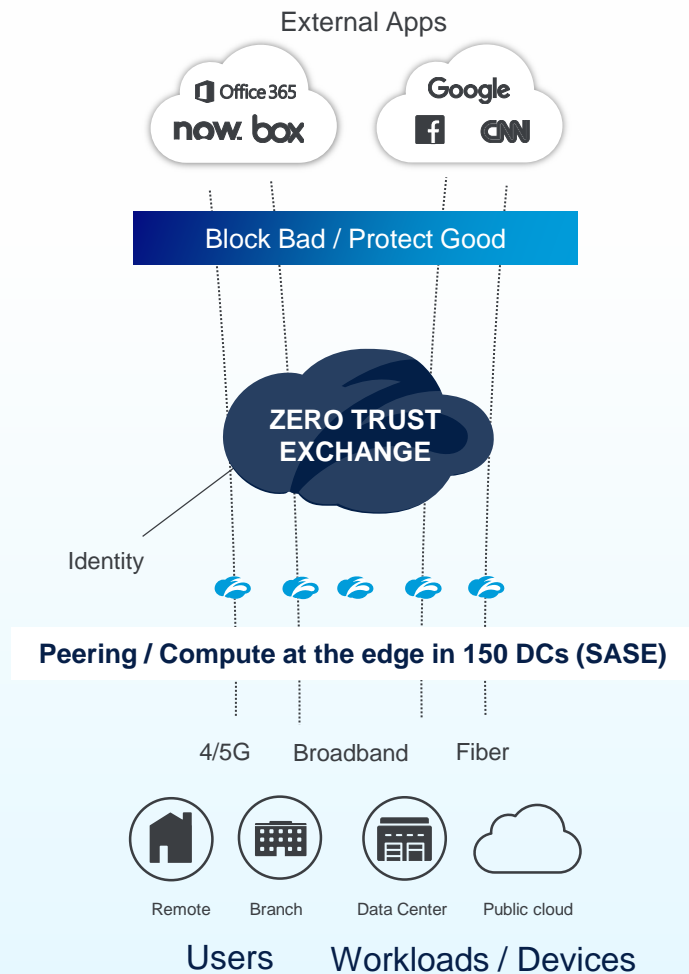
Global footprint: 150 data centers (SASE)

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

Simplify IT and reduce costs by consolidating and eliminating point products

ZIA – Zscaler Internet Access

Zscaler Internet Access: Secure and fast internet & SaaS access



Use Cases

Local Internet Breakouts

- Security enforced in 150 DCs, peering (O365)
- SD-WAN, Microsoft integrations

Cyber Threat Protection

- Protection against sophisticated threats: Ransomware, phishing, zero-days
- SSL inspection at scale

Data Protection

- DLP for users, servers, devices
- CASB for SaaS data protection

Workload to Internet

- Secure workloads, servers, IoT and OT to internet communication

Business Value

Reduce Risk

Same threat and data protection everywhere

Improve Productivity

Better collaboration and internet experience

Reduce Costs

Eliminates appliances, reduces MPLS costs



Firewall / IPS
URL filter
Anti-virus
Data loss prevention
SSL inspection
Sandbox



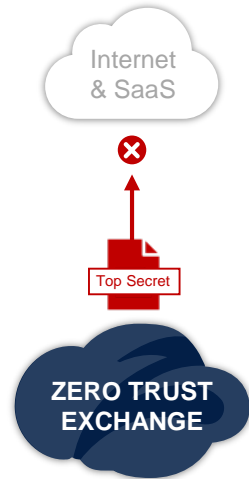
How Zscaler solves your data protection challenges

Unified data protection for users, workloads, servers and IoT/OT

Inline Data Protection

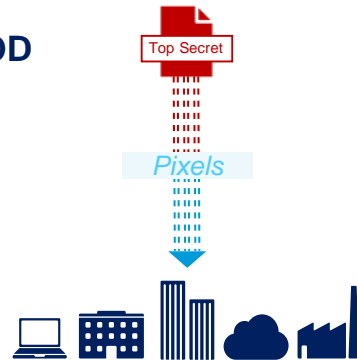
Prevent loss to Internet and SaaS

Find and block sensitive data with **Inline DLP**



Prevent loss to BYOD

Stream data as pixels with **Browser Isolation**

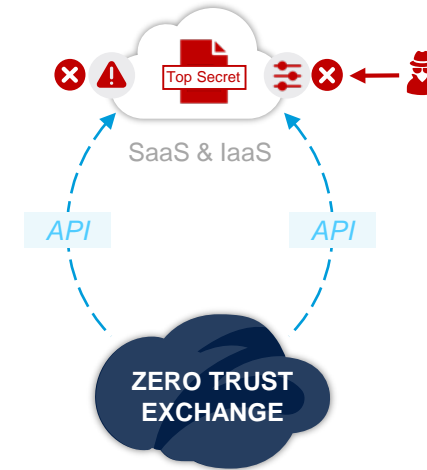


Users, data centers, workloads and IoT/OT

Out of Band Protection

Protect data inside cloud apps

Prevent data oversharing and exposure with **CASB and SSPM**



Secure public clouds and data

Complete workload protection with **DLP and CNAPP**

What sets Zscaler Data Protection apart?

Integrated: Secure all your cloud data with the most unified platform

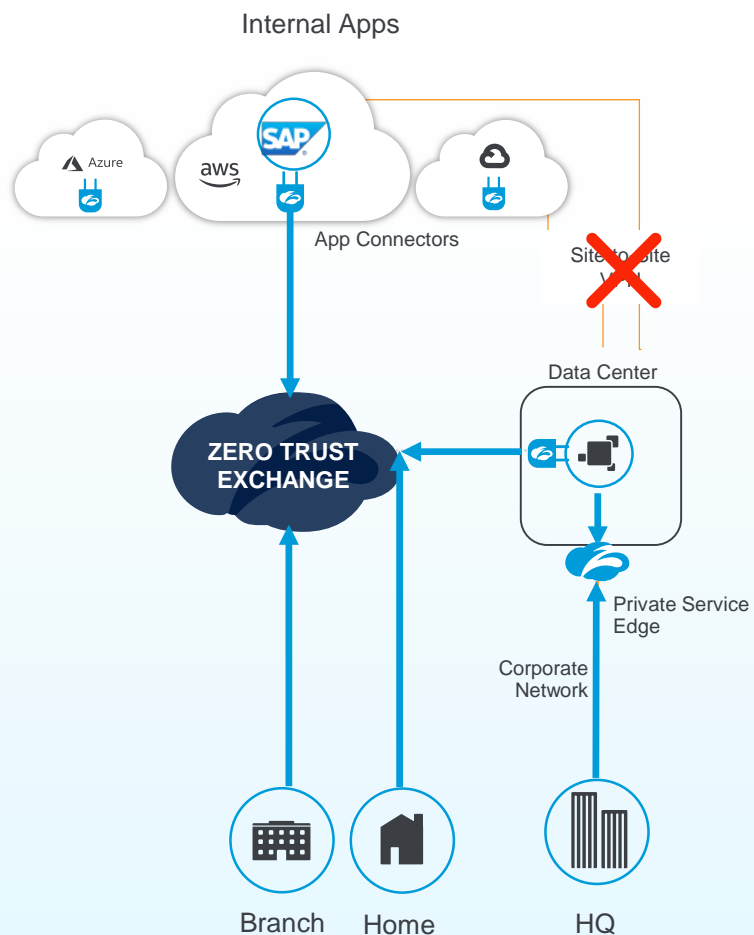
Proven: Deployed at scale across the world's largest companies

API's: Strong support across all major SaaS and Public cloud apps

ZPA – Zscaler Private Access

Zscaler Private Access: Secure and fast private app access

Use Cases



Remote access without VPN

- Secure workforce, including contractor access
- Fastest path to app – no backhaul

Direct app access in Public Clouds

- No data center-to-cloud direct connect required
- Eliminate the need for virtual DMZs

Zero Trust for on-premise users

- Same experience off and on-premise
- Users and apps in DC not on the same network

B2B Customer App Access

- Improves the B2B customer experience while keeping your data safe

Business Value

Reduce Risk

Eliminates the attack surface

Improve Productivity

Access private apps like SaaS apps – no backhaul

Reduce Costs

Eliminates VPN infrastructure



Global load balancing
DDOS protection
External firewall / IPS
Internal load balancer
VPN concentrator
Internal firewall



ZDX – Zscaler Digital Experience

Digital transformation creates monitoring gaps

The new reality

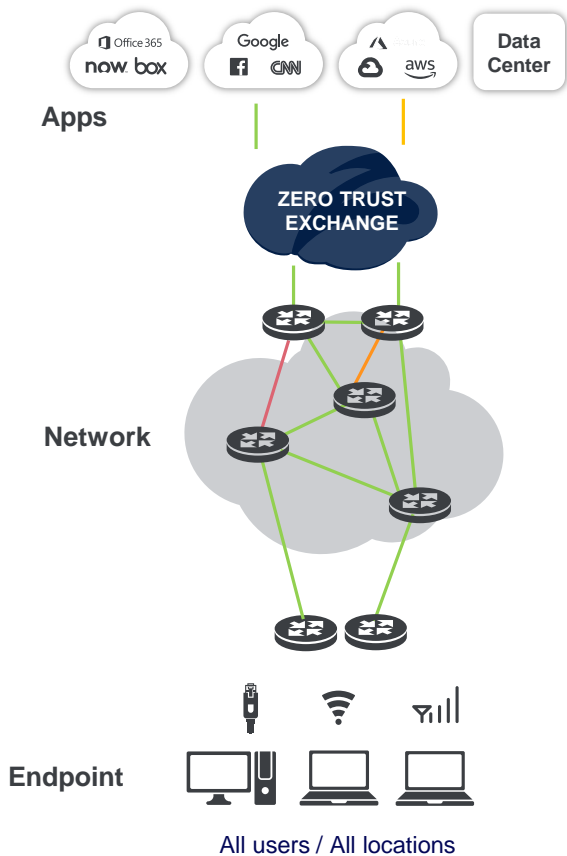
- Cloud is the new destination
- Internet is the network
- Users are everywhere



Impact to IT teams

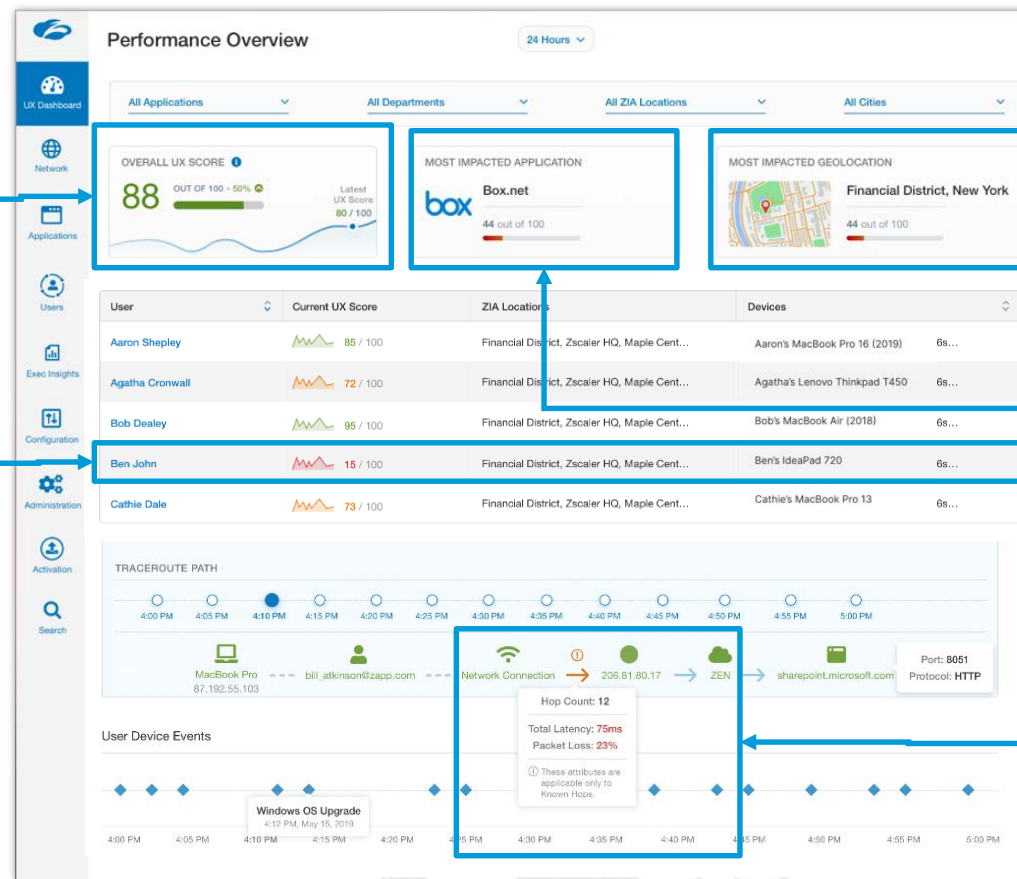
- Infrastructure is beyond IT control
- Network is beyond IT control
- Corporate network extends into employees' homes

Zscaler Digital Experience: Visibility from endpoint to app



Company user experience is trending up

Ben has performance issues in New York Office



Financial District office issues

Box app is slow

Packet loss between Wi-Fi and router

Digital Experience Score



Microsoft Teams and Zoom User Experience

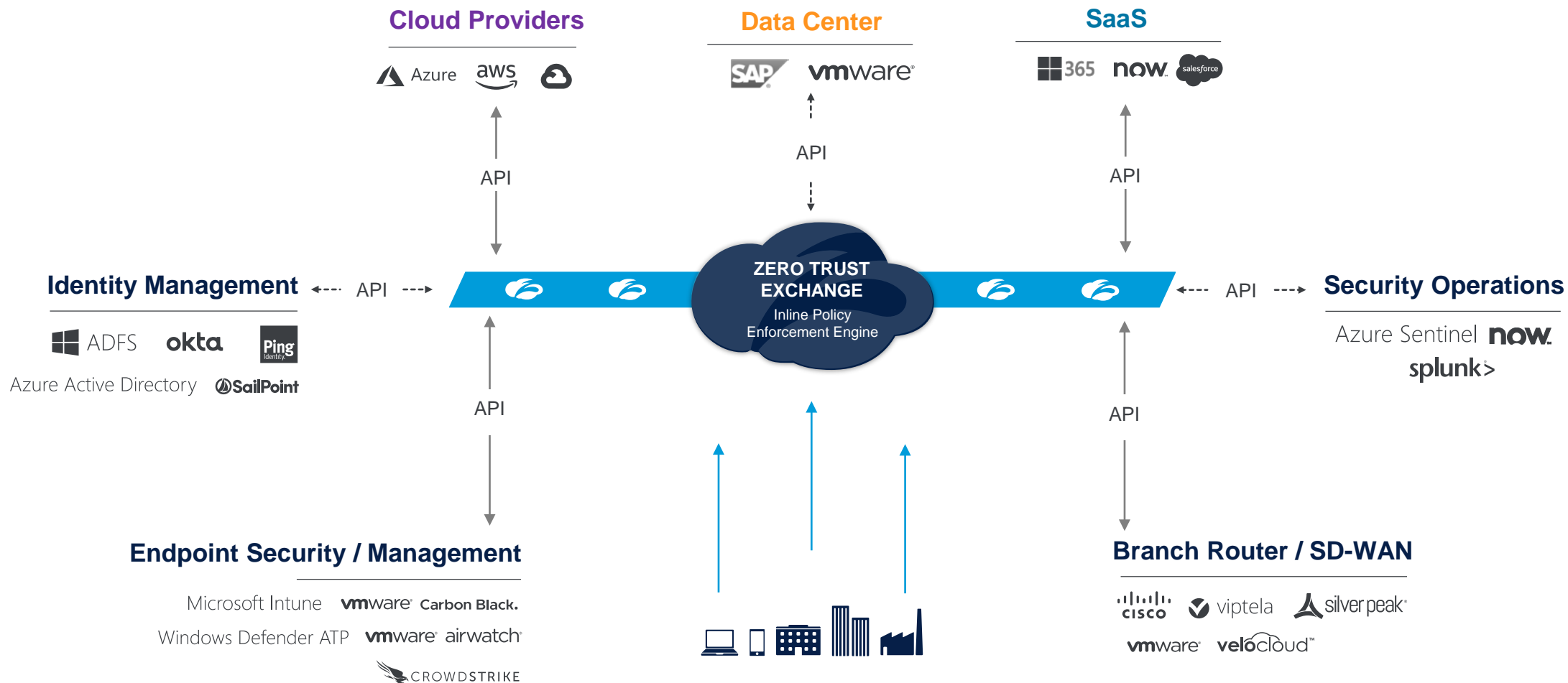
API integrations for audio, video and screen sharing performance with user drilldown

Proactively identify and resolve user performance issues before the user complains

Best of Breed Ecosystem

Ecosystem of best-of-breed platforms

Platforms eliminate point solutions and allow for vendor consolidation



Zscaler reduces cost and operational complexity

Thank you