Zscaler Case Studies

Trusted by Enterprises & Service Providers

markem·imaje
Leading manufacturing Company

Allianz
Leading Private Equity Fund

SOCIETE GENERALE
Corporate & Investment Banking
Europe's leading financial services organization

LEADING STOCK EXCHANGE
Of Southeast Asia

IDB
Latin America's Premier Multilateral Financial Services Organization

COMMERCIAL
US Consumer Financial Institution

KINGSTON POLICE
Canadian Police Department

LEADING US RETAILER
A Fortune 25 Company

Smurfit Kappa Group
World Leader in Paper Based Packaging

LEADING BEVERAGE COMPANY
A Fortune 25 Company

ISUZU
Leading Japanese Vehicle Manufacturer

BLUE DIAMOND ALMONDS
World's Largest Tree Nut Manufacturer

WSGR
Wilson Sonsini Goodrich & Rosati
Premier US Legal Advisor

FRIED FRANK
Large International Law Firm

ZGF
ZIMMER GUNSUL FRASCA ARCHITECTS LLP
Top US Architectural Firm

WIPRO
Leading Global IT Solutions Provider

MindTree
Global IT Solutions Provider

LA Z BOY
World's Leading Furniture Manufacturer

taylor morrison
Homes Inspired by You
Largest North American Home Builder

ETS
World's Largest Educational Testing Organization`

edisonlearning
Largest US Education Partner

Raymond
Global Textile Major

CRUTCHFIELD
North America's Electronics Specialist since 1974℠
Leading US Electronics Retailer

SUB-ZERO
Large Domestic Appliance Manufacturer

Sunkist
Leading International Citrus Supplier

GREY COUNTY
Beautiful... Naturally
Canadian County

IRA
Premier Indian Human Resources Institution

MIGROS
Largest Swiss Supermarket Chain

OnMobile
India's Largest Value Added Services Provider

PANDA SECURITY | 20th Anniversary 1990-2010
Global IT Security Service Provider

ARUBA networks
Leading Enterprise Mobility Enabler

EUnet
Leading Global ISP

CBEYOND
AUTHORIZED RESELLER
US Managed Services Provider

Atlas Energy, Inc.
Leading Energy Provider

Southwest Florida Water Management District
Water Management Authority

neustar
Network Solutions Provider

ING
Large Financial Services Provider

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Case Studies

SUB-ZERO

- Multiple point products: URL & anti-virus filtering handled separately
- Regular hardware or software updates wasted IT time and resources
- Lacked a common policy or unified reporting
- **Zscaler offered compatibility with existing servers & provided an integrated functionality at a lower TCO**

northeast health wangaratta

- 1,000+ employees at many different locations, a limited budget and only 6 IT staff
- Ended up "with a complex rule set—for some rules, we had no idea why they were in place."
- Relied on three vendors for their software-based web filtering solution, creating IT administration overhead
- **Zscaler consolidated point products & offered a rich functionality that lowered IT overhead**

booth michigan

- Nine existing proxy servers—at each location—used for point products such as anti-virus scanning, URL filtering , logging and reporting
- Each gateway required significant support and data was decentralized
- **Zscaler freed IT from management chores & provided powerful forensic analysis**

api

- Backhauling traffic from international offices to two central gateways
- Recently purchased a new Multi Packet Label Switching (MPLS) network—backhauling was wasting valuable bandwidth
- No solution for emerging threats, such as malicious active code, botnets, etc
- **Zscaler doubled web security and management capabilities while halving cost and complexity**

ZSCALER

Case Studies

ULSTER★GREENE ARC

- In order to protect 35 locations, traffic had to be backhauled to a central site
- Granular policy controls for applications not possible; broadly denied access
- Needed HIPAA compliance
- **Zscaler eliminated backhaul and offered more comprehensive security including data loss prevention at a fraction of the cost**

MI-JACK PRODUCTS / MJMC / GREENFIELD PRODUCTS INC.

- In order to simplify management, remote traffic was backhauled to a central site which increased costs and introduced latency
- A web security SaaS solution eliminates backhaul and still enables consolidated reporting across sites
- **Zscaler reduced the IT burden while lowering the total cost of ownership**

Crystal Clean

- Legacy centralized URL filtering offered basic protection only
- It did not provide protection for mobile users
- The proliferation of web 2.0 apps required more granular policy control
- **Zscaler provides granular control but centralized policy and management, at a fraction of the cost**

ALD Automotive / SOCIETE GENERALE Corporate & Investment Banking

- Legacy point products were difficult to manage across sites in 39 countries
- Management complexity increased with proliferation of Web 2.0 applications
- A web security SaaS solution must be an integrated comprehensive offering
- **Zscaler provides a unified solution across all countries with extensive real-time reporting capabilities**

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Case Studies

CRUTCHFIELD
North America's Electronics Specialist since 1974℠

- Legacy solution was ineffective; threats went undetected as it did not scan traffic inline
- Moreover, it was not able to protect against zero-day exploits
- Evaluated multiple web security SaaS solutions with little success as most introduced unacceptable latencies
- **Zscaler was easy to deploy and provided comprehensive integrated security with ultra-low latencies**

MindTree

- Legacy point products were not able to scale with organizational growth (currently at 17 sites)
- Moreover, they are not able to protect against advanced threats
- Web security SaaS reduces management complexity and scales well
- However, not all SaaS solutions seamlessly protect mobile workers
- **Zscaler reduced deployment complexity across multiple sites, increased real-time visibility, and protects against more dangerous dynamic threats**

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Sub-Zero Case Study

"We were wasting time trying to fix various broken pieces of a system we did not want to maintain. The headache of keeping patches, version upgrades and signature files of the security software up-to-date meant less time keeping the business growing. Now we use our Microsoft ISA servers to consume Zscaler's cloud-based services. It frees us from dealing with multiple vendors and multiple systems for web security. Zscaler & ISA fit together perfectly and the integrated, real-time reporting has made requests for data a breeze."

Tyler V, Security Analyst at Sub-Zero

CHALLENGE
- Multiple point products: URL and anti-virus filtering handled using separate servers
- Regular hardware or software updates & costly down time wasted IT time and resources
- Lacked a common policy or unified reporting

ZSCALER SOLUTION
- Compatibility with Microsoft Internet Security and Acceleration (ISA) servers
- Comprehensive functionality: advanced security, granular Web 2.0 control, DLP, URL filtering
- Zscaler centrally maintains updates and patches
- Distributed cloud nodes protect mobile users without latency

ZSCALER BENEFITS
- Reduced total cost of ownership
  - No additional hardware or software required
  - Significantly reduced IT support
- Increased security and control over Web 2.0 applications
- Common policy, full visibility a visual dashboard and powerful, consolidated reporting

Northeast Health Case Study

northeast health
wangaratta

"We have 6 staff delivering IT services for approximately 1,000 users across 4 main sites. The existing solution was complex and cumbersome to operate, regularly requiring reboots after updates were applied. We crossed our fingers every time we had to reboot hoping the system would come back up as we had no redundancy built in. The Zscaler solution has significantly simplified our rules and administration, and has increased our service availability."

Goli, IT Manager at North East Health

CHALLENGE
- 1,000+ employees at many different locations, a limited budget and only 6 IT staff
- Deployed a software-based web filtering solution centralized at one Internet gateway
- Overhead of maintenance. Ended up "with a complex rule set—for some rules, we had no idea why they were in place."
- Relied in three vendors: one for operating system, one for URL filtering, one for anti-virus

ZSCALER SOLUTION
- Compatible with existing framework: forward Internet-bound web traffic from Active Directory
- Consolidated three point products to reduce IT overhead
- Scalable and flexible: expansion into new services at the flick of a switch
- The cloud-based security solution offers mobile users protection

ZSCALER BENEFITS
- Reduced IT burden & costs of administration, updating, and managing log files
- Protection against a variety of security threats to ensure real-time security against web based threats and reduce overall business risk
- More easily accessible reports provide timely feedback on business operations

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Booth Newspapers Case Study

boothmichigan

"We have ten Internet gateways at 8 different locations that require significant local and remote support. Zscaler has freed us from the operational chores of managing appliances and reduced the time required for Internet access administration. Zscaler's flexible product options are tailored to exactly meet our needs."

Ron Klock, Director of Information at Booth Newspapers

CHALLENGE
- Secure and manage Internet bound traffic for all of its employees
- Multiple locations for Internet access
- Previously: Nine existing proxy servers used for point products such as anti-virus scanning and URL filtering+ associated servers for logging and reporting
- Each gateway required significant support & data was decentralized

ZSCALER SOLUTION
- Easy implementation - Simply forwarded the Internet bound traffic to the Zscaler service
- Enforced Internet business policy
- Mitigated risks associated with Web 2.0 threats such as botnets and phishing attacks
- Provided powerful forensic analysis capabilities for Internet usage

ZSCALER BENEFITS
- Eliminated need to maintain multiple products
- Significantly reduced IT support
- Reduced total cost of ownership
- Increased security and control over Web 2.0 applications

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API Group Case Study

"**Before Zscaler, we were spending time and money managing an on-premise proxy server with a URL filter plug-in and an antivirus plug-in. We feel like Zscaler has doubled our web security and management capabilities while halving the cost and complexity.**"

Patrick Kittle, Global Infrastructure Manager, API Group

CHALLENGE
- Backhauling traffic from international offices to two central gateways, creating significant latency
- Recently purchased a new Multi Packet Label Switching (MPLS) network—backhauling was wasting valuable bandwidth
- No solution for emerging threats, such as malicious active code, botnets, etc

ZSCALER SOLUTION
- Easy implementation: simply forwarded the Internet bound traffic to the Zscaler service. Purchased no hardware or software.
- Distributed Global Network infrastructure of over 30 cloud nodes minimized re-routing latency
- Comprehensive functionality: protects against a range of advanced security threats and enforces granular user-based policies for Web 2.0 applications

ZSCALER BENEFITS
- Rich solution functionality to minimize business risk
- Full visibility of security posture through a visual dashboard and real-time consolidated logging
- Protection for mobile users without increased latency.
- Lower TCO: eliminated maintaining on-premise solutions & decreased wasted bandwidth costs

Ulster-Greene ARC Case Study

"With Zscaler, we now can enforce consistent Internet access policies, whether employees are at our office, on the road or at home. Zscaler's Web 2.0 security and Data Leakage Protection functionality is very easy, yet very powerful. Zscaler saves bandwidth cost, improves user satisfaction by eliminating latency and performance issues, and reduces IT administration. It's an IT director's dream."

Bart Louwagie, Director of IT, Ulster-Greene ARC

CHALLENGE

- 35 Locations
- Unsecured laptop users
- Previously: 3 proxy servers, back hauling traffic for URL filtering
- Web 2.0 sites blocked for security issues & lack of granular access policies
- Needed HIPAA Compliance

ZSCALER SOLUTION

- Universal web security for laptop or desktop users across all locations
- Distributed Network eliminated the need to backhaul traffic
- Granular Web 2.0 policies provide user flexibility and enforce business policy
- Unique focus and expertise on upcoming security threats (botnets, malicious active content)
- Data Leakage Protection module spotted compliance issues during the testing

ZSCALER BENEFITS

- Attractive total cost of ownership; comprehensive integrated functionality
- Reduced overhead for IT and Business management
- Greater user satisfaction due to more open policies
- Remote sites have improved response time (no backhauling of traffic)
- Consolidated, real-time reporting
- Zscaler's excellent support responsiveness

LANCO Case Study

"With traditional solutions, we had to deploy and manage multiple point products at multiple locations or backhaul traffic to our headquarters, introducing latency and increasing our bandwidth cost. Zscaler allows us to consolidate point products, simplify IT administration and reduce cost, while offering rich functionality and ultra-low latency."

Jerry Wasowski, Director of MIS, LANCO Group of companies

CHALLENGE
- Backhauling traffic from multiple locations to its Internet gateways creates latency & high bandwidth costs
- Multiple point products at multiple locations require costly IT administration and lack a common policy

ZSCALER SOLUTION
- Distributed Network eliminated the need to backhaul traffic
- Unique focus and expertise on upcoming security threats (botnets, malicious active content)
- Comprehensive, integrated functionality
- Centralized, common policy

ZSCALER BENEFITS
- Simplified IT administration
- Consolidated, real-time reporting
- Low Latency: Remote sites have improved response time (no backhauling of traffic)
- Eliminated the maintenance of multiple point products & reduces bandwidth costs
- Attractive total cost of ownership

Heritage Crystal-Clean Case Study

"Zscaler's cloud SaaS approach has allowed us to monitor, define, and enforce web security policies for all web enabled devices in our corporation, not just the ones attached to our network. Integration with Active Directory, agentless implementation, and service performance were key when deciding on Zscaler."

Matt Fields, IT Operations Supervisor at Heritage-Crystal Clean

CHALLENGE
- Employees across various locations
- Mobile users unprotected
- Previously: Centralized URL filtering solution. Received requests from firewalls at all locations; created maintenance overhead & reporting problems
- Only basic URL filtering to allow or block sites

ZSCALER SOLUTION
- Simply forward Internet-bound traffic to Zscaler for policy enforcement
- Enforce business policy for Internet access for users at various locations
- Sophisticated, granular policies for Web 2.0 control
- Reduced IT support and total cost of ownership

ZSCALER BENEFITS
- Reduced bandwidth usage
- Eliminated the latency caused by the previous solution: Zscaler's global cloud is purpose-built to support a multi-tenant SaaS architecture
- Granular control, but centralized policy and log management
- Fraction of the cost of other alternatives

ALD Automotive (Societe Generale) Case Study

ALD Automotive

SOCIETE GENERALE Corporate & Investment Banking

"Zscaler enables us to effortlessly secure traffic across 39 countries, with consolidated real-time visibility."

Laurent Hallermeier, Chief Information Officer, ALD Automotive

CHALLENGE
- Consolidation of point products to reduce management complexity across 39 countries
- Consolidation of reporting for easier analysis across countries
- Bandwidth management for web applications
- Advanced threat detection including SSL inspection

SAAS SOLUTION
A web security SaaS solution meets above requirements as well as provides
- Reduced infrastructure complexity across 39 countries
- Reduction and predictability of cost
It is critical that the solution offers integrated comprehensive security

ZSCALER ADVANTAGE
- Ultra-low Latency
- Deployment does not require client installation
- Easier administration with unified policy across all countries
- Real-time customizable granular reporting and notifications

ZSCALER

Crutchfield Case Study

CRUTCHFIELD
North America's Electronics Specialist since 1974℠

"As soon as we deployed Zscaler, five viruses were prevented immediately and saved us 20 hours of work. In addition, the work we were doing to maintain our legacy solution is gone and we save three hours per week to focus on other tasks."

Paul Fitzsimmons, Senior Manager of IT Systems at Crutchfield Corporation

CHALLENGE

Legacy URL filtering solution is ineffective
- Not deployed in-line with traffic – threats go undetected
- Unable to protect against zero-day exploits
- Nontrivial to protect multiple gateways and growing mobile user base

SAAS SOLUTION

- Web security SaaS meets requirements with added benefits – easy to deploy and maintain
- Incorrectly designed SaaS solutions introduce unacceptable latencies

ZSCALER ADVANTAGE

- Ultra-low latency resulting in no impact to productivity
- Dynamic protection against advanced threats reducing down time
- Lower cost due to easy deployment and maintenance
- Real-time forensics of network activity

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MindTree Case Study

"Zscaler frees up our time and resources, instead of managing legacy point products and worrying about costs as we grow."

Vikram Poovanna, Senior Manager of IT at Mindtree Limited

CHALLENGE
- Point products are not able to scale with organizational growth
- Need protection against advanced threats
- Need complete security snapshot across 17 sites

SAAS SOLUTION
- Web security SaaS reduces complexity and scales
- A true web security SaaS solution must also seamlessly protect mobile workers
- It must also dynamically determine risk based on multiple factors beyond URLs

ZSCALER ADVANTAGE
- Ultra-low latency
- Page risk analysis to determine true risk
- Real-time transaction level forensics

ZSCALER