

## **ZSCALER SERVICES OVERVIEW**

Improve Security and Enforce Business Policy in the Web 2.0 World

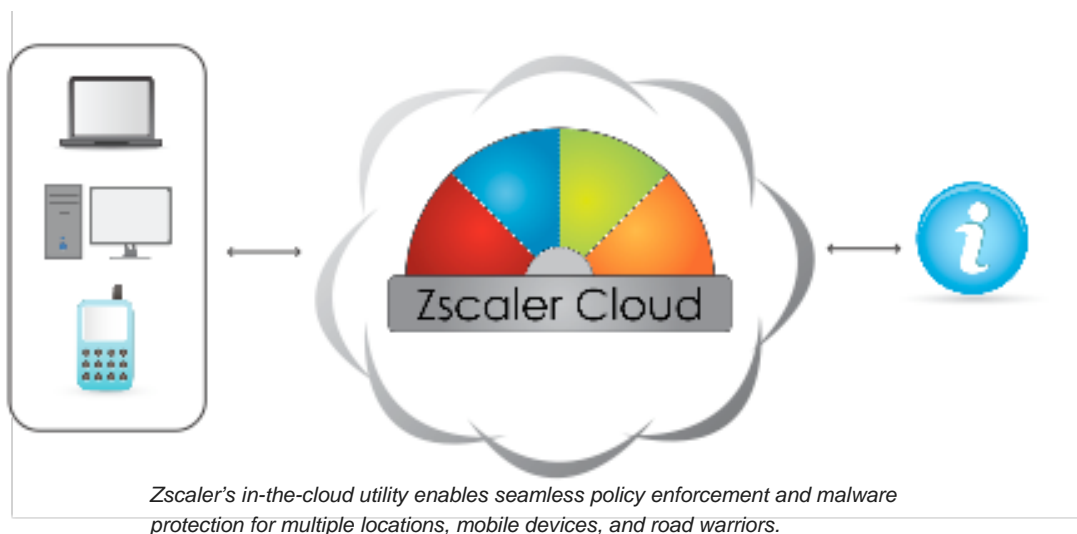


## Mitigate Risk, Enforce Policy, Consolidate Point Products

### ***Get twice the functionality at half the cost***

Zscaler was founded with a singular mission and vision: Deliver secure, fast and policy-based Internet experience from any place, on any device.

Through an in-the-cloud security service, Zscaler enables businesses to provide the right Internet access to the right users, whether the user is on the road or in the office. Zscaler enforces business policy, mitigates risk and improves resource utilization – all at a very attractive TCO (Total Cost of Ownership).



### ***Comprehensive, Integrated, and Best-of-Breed Functionality***

As Web 2.0 is becoming part of everyday life, organizations are striving to keep up with newer security challenges and enforce policy for managed access to the Internet resources and stop data leakage by deploying multiple point products at each Internet gateway – an expensive and impractical proposition.

Zscaler integrates all functionality needed to provide secure, fast and managed Internet access in one unified in-the-cloud service. You don't have to settle for integrated or best-of-breed – with Zscaler can get both.

### ***Revolutionary Technology, Advanced Web Security, Ultra-Low Latency***

Zscaler's global security cloud was purpose-built to support a multi-tenant SaaS architecture. The policy and log management is centralized, but the execution of policy happens at Zscaler processing gateways that are deployed around the globe minimizing latency. Its single-scan, multi-action (SSMATM) technology ensures accurate application identification without introducing latency.

Zscaler is trusted by enterprises and service providers for its highly reliable and high performance global security network. Its rich functionality meets the need of most demanding of large enterprises. Its simple and intuitive user interface is suitable for small and medium businesses.

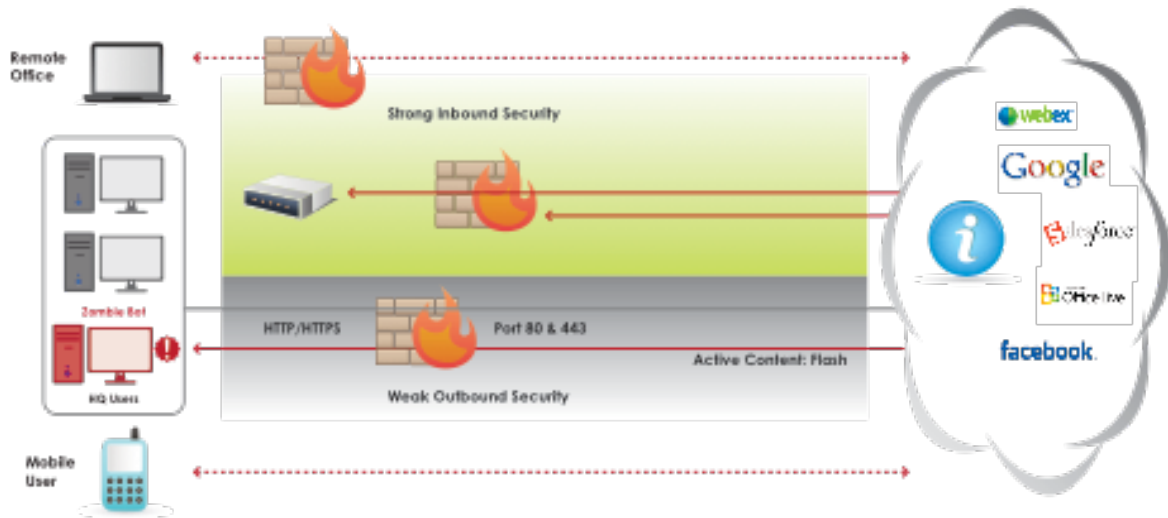
### ***Zscaler delivers peace of mind and low TCO***

Unlike an appliance or software-based solution, Zscaler services require no upfront capital investment or services and company resources to deploy. With Zscaler, IT administrators do not spend time managing and updating patches and signatures on multiple on premise products; they can focus on strategic security. By providing integrated, best-of-breed and comprehensive functionality, Zscaler delivers twice the functionality at half the price of current solutions.

## Emerging Web 2.0 Challenges for User-Initiated Traffic

### *Malicious active content, botnets, data leakage and more*

Most security products such as firewalls, VPNs, and IDS/IPS protect corporate systems from threats coming from the Internet. Today's threats target end users accessing Internet resources via bots, phishing, and malicious active content, all of which subsequently infect corporate networks. Corporations have done very little to inspect user-initiated traffic and protect their users. Zscaler puts the focus on the user, protecting companies from this new generation of security threats.



Web 2.0 applications, such as social and business networks, create both opportunities and challenges. They help create communities of interest for marketing, but also create risks when users inadvertently download malicious content, or create liability when employees publish inappropriate or confidential content on blogs and social networks. Road warriors and smart phone users further exacerbate this problem—their access to the Internet often bypasses all security controls.

### *Multiple point products at each gateway is not a practical answer*

The traditional approach is to deploy multiple point products such as web proxies and URL filtering at each Internet gateway. Multiple Internet gateways, multiple products at each gateway.... and the need to integrate each point product with directory services, creates management headaches and comes with a significant cost. Then after deploying all this, companies still have little or no protection for road warriors and smart phone users. In addition, it is almost impossible to get consolidated reporting of web traffic for the various gateways.

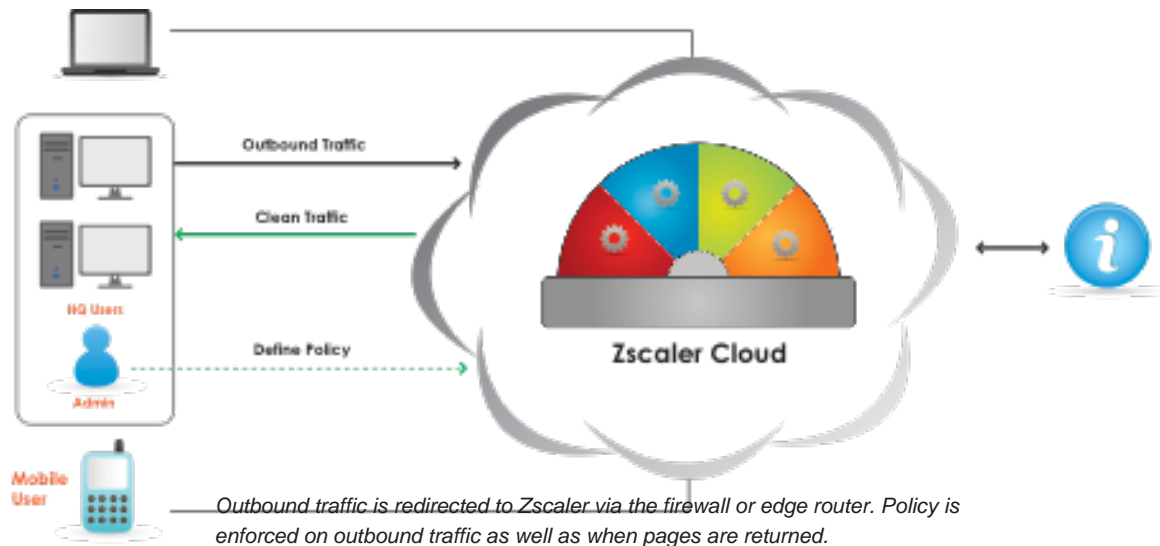
### *Zscaler In-the-Cloud Service*

Imagine a world in which each company generated its own power. In addition to purchasing and installing generators, organizations would have to hire staff for the maintenance and repair of those generators. By contrast, the plug-and-play electricity used today seems incredibly convenient and cost-effective. Similarly, the cottage industry of security will slowly disappear; organizations are moving away from buying and maintaining numerous security appliances on-site in favor of an in-the-cloud security service. The vibrant growth of companies such as salesforce.com has proven that software-as-a-service (SaaS) is a viable model.

## Zscaler provides security and enforces business policy

### *Easy to get started, no appliances to purchase or deploy, no added latency*

Zscaler provides risk mitigation and policy enforcement for businesses through its in-the-cloud utility service, hence consolidating point products. Organizations do not need to purchase, deploy, or manage countless point products. Companies simply define their corporate security and compliance policy by accessing the Zscaler utility and pay annual subscription fee for the service.



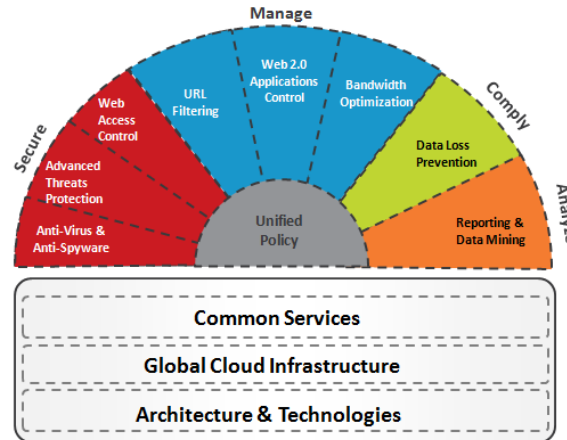
Traffic leaving your network firewall is easily redirected to multiple data centers in Zscaler's global infrastructure. Based on your organization's policy, traffic is blocked, throttled, or allowed to access the Internet. As the web page is returned to the browser, Zscaler scans it for a range of malware threats and delivers clean traffic to the end user.



*Zscaler is deploying its distributed global security network (GSN) around the globe. With multi-tenant architecture, a user's policy is executed by the nearest cloud node, eliminating latency.*

## Most Comprehensive, Integrated & Best-of-Breed Functionality

You no longer need to settle for either best-of-breed or integrated functionality. Zscaler offers both across four key areas of functionality: Secure, Manage, Comply and Analyze. You can't get this functionality even if you buy multiple products from multiple vendors.



**Secure:** Get peace of mind with complete security, beyond anti-virus; protecting against malicious active content, botnets, cross site scripting, phishing and more.

**Manage:** Provide the right access to the right users at the right time, improving employee productivity and utilization of network resources.

**Comply:** Scan all out bound web traffic to reduce liability and protect IP with Zscaler's data leakage protection without introducing latency. Rapid implementation in hours.

**Analyze:** Get real-time consolidated view of your Internet traffic. Drill down to specific sites, departments, users or transactions, investigate an incident in seconds vs. hours or days.

**Unified Policy:** Unified easy-to-use and granular policy, and fully integrated with your directory

**"Wipro is glad to partner with Zscaler to provide comprehensive functionality using their value and greater ROI."**

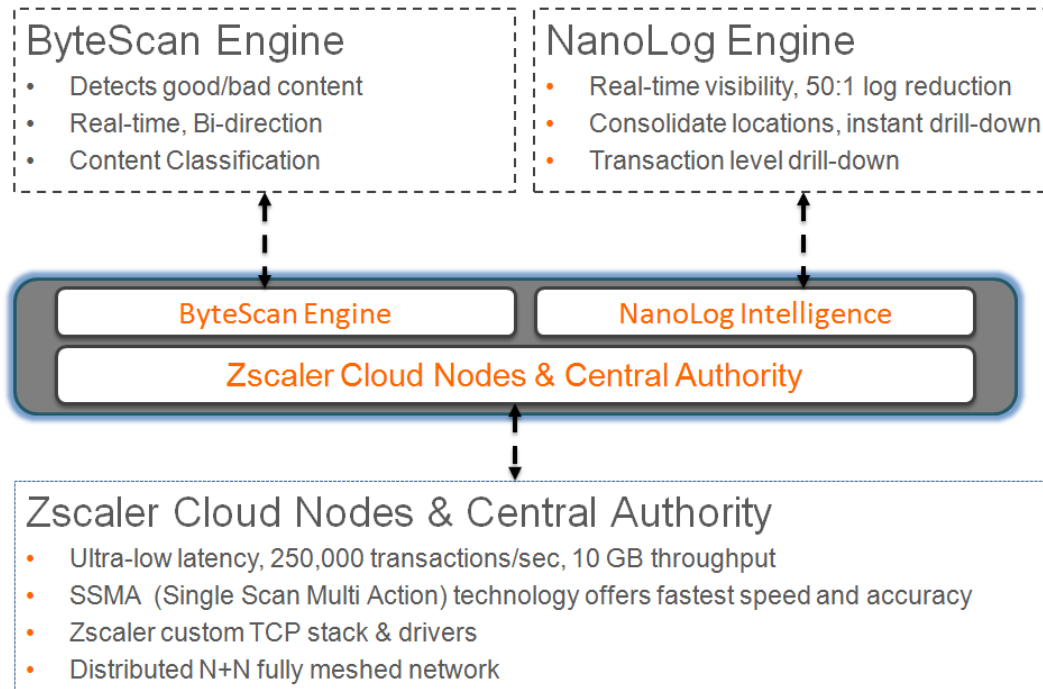
- Prasenjit Saha, Head of Security, Wipro

**SaaS model to deliver higher**

## Purpose-built SaaS for Ultra-low Latency

SaaS has become a popular delivery method as evident by rapid adoption of services from companies such as Salesforce.com. Many security vendors are rushing to build SaaS services by placing legacy web proxies in data centers. These web proxies were designed to protect a single gateway of a single customer and are not suitable for the demands of SaaS. Zscaler has created a new standard for in-the-cloud security service through its purpose built architecture that has the performance to deliver the highest level of security with the lowest latency.

Like Salesforce.com, Zscaler's platform was purpose-built to support a multi-tenant SaaS architecture. This enables our Internet gateways to handle traffic for any user as policy follows the user eliminating latency and minimizing cost.



Zscaler frees security and IT resources from the operational chores of deploying and maintaining on premise systems. With growing pressure to do more with less, Zscaler enables you to focus on strategic security – the policy and architecture that needs to adapt to the changing web 2.0 world.

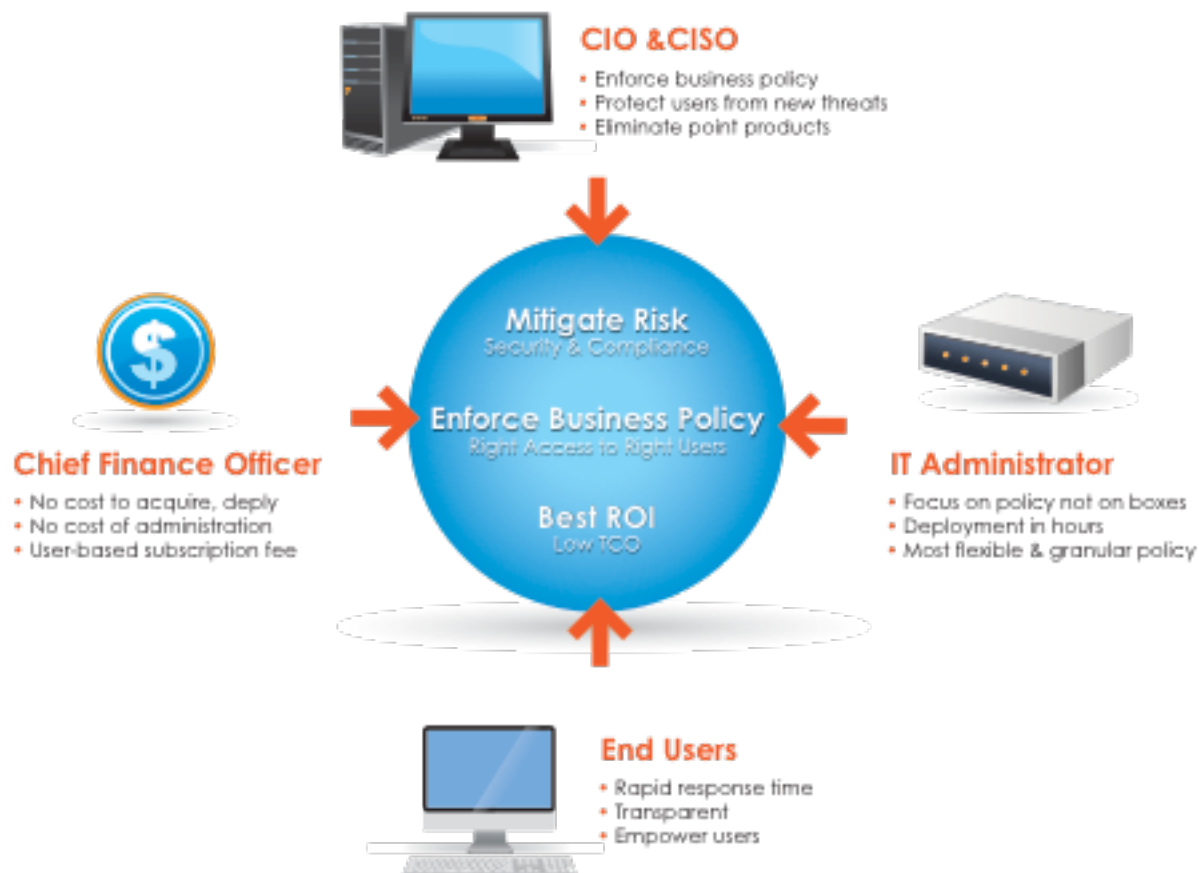
## Zscaler Delivers Low Total Cost of Ownership

### *Enforce business policy and mitigates risk while protecting and enriching user's Internet Experience*

Web 2.0 is part of life but it can cause security risks and liabilities. Blocking user access is not the answer. Deploying multiple point products at each gateway is not practical either. Zscaler service provides benefit to all business stakeholders.

- Enables CIOs and CISOs to enforce business policy and protect users from a range of threats.
- Empowers users with right access to right resources without introducing latency.
- Allows security and network administrators to focus on policy rather than boxes.
- Very attractive TCO (Total Cost of Ownership).

With growing pressure to do more with less, Zscaler enables you to focus on strategic security – the policy and architecture that needs to adapt to the changing web 2.0 world.



*"The return on investment model of Zscaler pretty much makes it a 'no-brainer' compared to first buying and installing a raft of security products and then hiring people to manage them."*

- John Penrod, CISO, The Weather Channel



## About Zscaler

Zscaler was founded in 2007 in Silicon Valley by security industry veteran, Jay Chaudhry, who has founded and funded several successful companies, including CipherTrust, AirDefense, CoreHarbor and SecureIT. Jay joined hands with K. Kailash, scalability guru and former chief architect of NetScaler, where he delivered the highest performing load balancing platform. A hand-picked team of 45 architects, developers and research scientist undertook the audacious task of creating a purpose-built global SaaS network and has delivered the most comprehensive and integrated functionality to secure and manage Internet access.

Zscaler is a global company with support and sales presence in over a dozen key international markets to serve global businesses with local data centers for ultra-low latency. The key team consists of hand-picked executives from leading companies including Cisco, Juniper, SPI Dynamics, VeriSign and Wipro.

With a strong financial backing, the most comprehensive functionality and a global network designed for SaaS, Zscaler is ready to help enterprises and partners consolidate point products, save money and reduce business risk. Zscaler is a trusted and reliable partner with commitment to quality and customer service.

## What Experts Are Saying



*"Gartner selects Zscaler as a 'Cool Vendor' for Technological Innovation in Software-as-a-Service Security."*

*"Zscaler has freed us from the operational chores of managing appliances." Ron Klock, Director of IT, Booth Newspapers*



*InformationWeek selects Zscaler as top Startup 50 companies to watch.*

*"Zscaler's well-designed in-the-cloud service with integrated functionality provides high security and granular control at low TCO." Brian Burke, Program Director for Security Products, IDC*



*"Network World selects Zscaler as top Ten Start-ups to watch in 2009"*

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