Enabling a secure and productive work-from-home experience

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Housekeeping

Q&A:

Submit questions into the Questions box.
We address them at the end of the session.

Presentation:

We will share the presentation with you.

Follow-up session:

Want a deeper session in a certain area,
please submit your request in the Question Box.

Securing your digital transformation

Safe Harbor

Forward-Looking Statements

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In some cases, you can identify forward-looking statements by terms such as "anticipate," "believe," "continues," "contemplate," "could," "estimate," "expect," "explore" "intend," "likely," "may," "plan," "potential," "predict," "project," "should," "target," "will" or "would" or the negative of these terms or other similar words. Zscaler based these forward-looking statements largely on its current expectations and projections about future events that it believes may affect its business. Actual outcomes and results may differ materially from those contemplated by these forward-looking statements. All forward-looking statements in this message are based on information available to us as of the date hereof, and we do not assume any obligation to update the forward-looking statements provided to reflect events that occur or circumstances that exist after the date on which they were made.

Uncertain and unprecedented times with the world shutting down

Health and Safety

#1 Priority. Employees, customers
Social distancing is critical

Economic Activity

Livelihood of millions needs economic activity
Work-from-home playing an important role for businesses

Zscaler's Role

Enable a fast and secure work-from-home experience
Large, serious obligation. Cloud-native architecture helping to scale

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Six requirements for work-from-home (WFH)

1 | **All Applications: external (internet, SaaS) | internal (DC, Azure, AWS)**

6

Security and Compliance

Cyberthreat Protection
Data Protection

2 | **Cloud Identity**

Conditional access

4 | **Rapid Deployment**

All users and locations

3 | **Fast User Experience**

Productive Collaboration
(Microsoft Teams, Zoom)

5 | **Visibility and Troubleshooting**

Troubleshoot user issues

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Legacy infrastructure challenges for WFH

Built for a pre-cloud and mobile world (ad-hoc WFH)

VPN scale issues (months to scale)

Increased business risk

User frustration trying to work

At-Home Workforce

FW / IPS	Global LB
URL Filter	DDoS
Antivirus	Ext. FW/IPS
DLP	RAS (VPN)
SSL	Internal FW
Sandbox	Internal LB
DNS	

DC

Securing your digital transformation

ZSCALER™
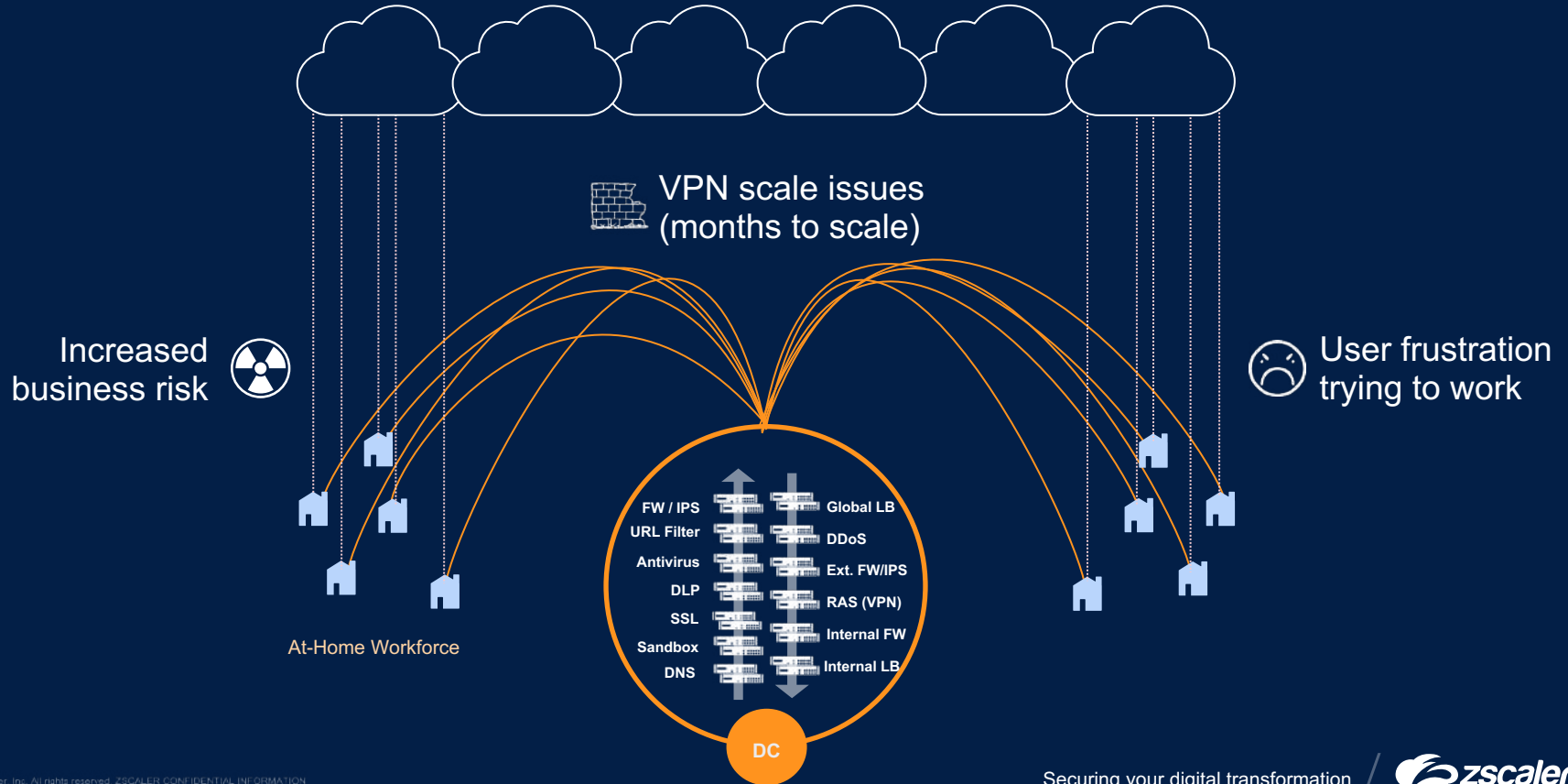
Two cloud architectures to secure WFH

Retro-fit legacy Firewalls/VPN as Virtual Machines in a public cloud
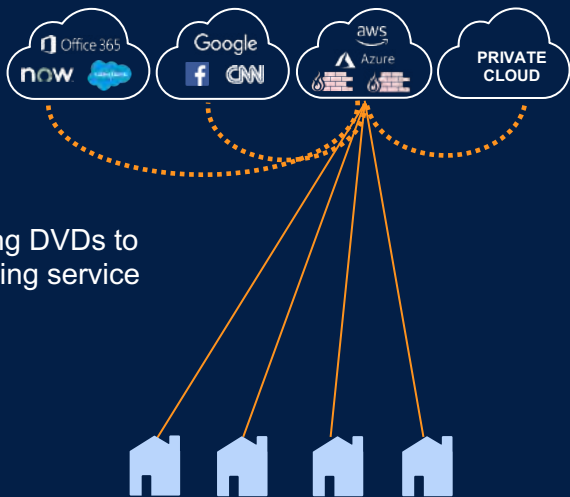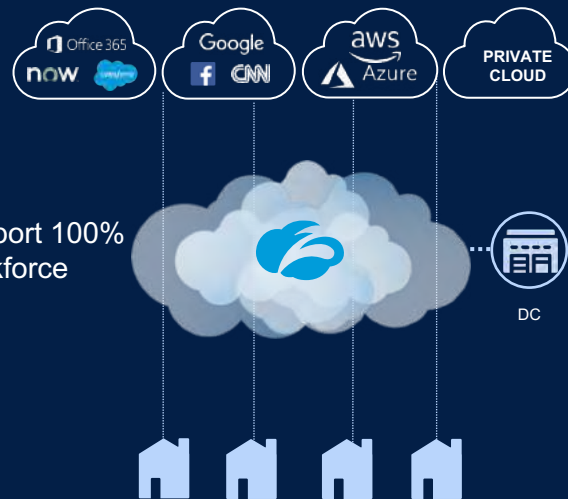

Akin to stacking DVDs to build a streaming service

At-home Workforce

- Poor work / collaboration experience
- Limited security
- Large attack surface (external and internal)
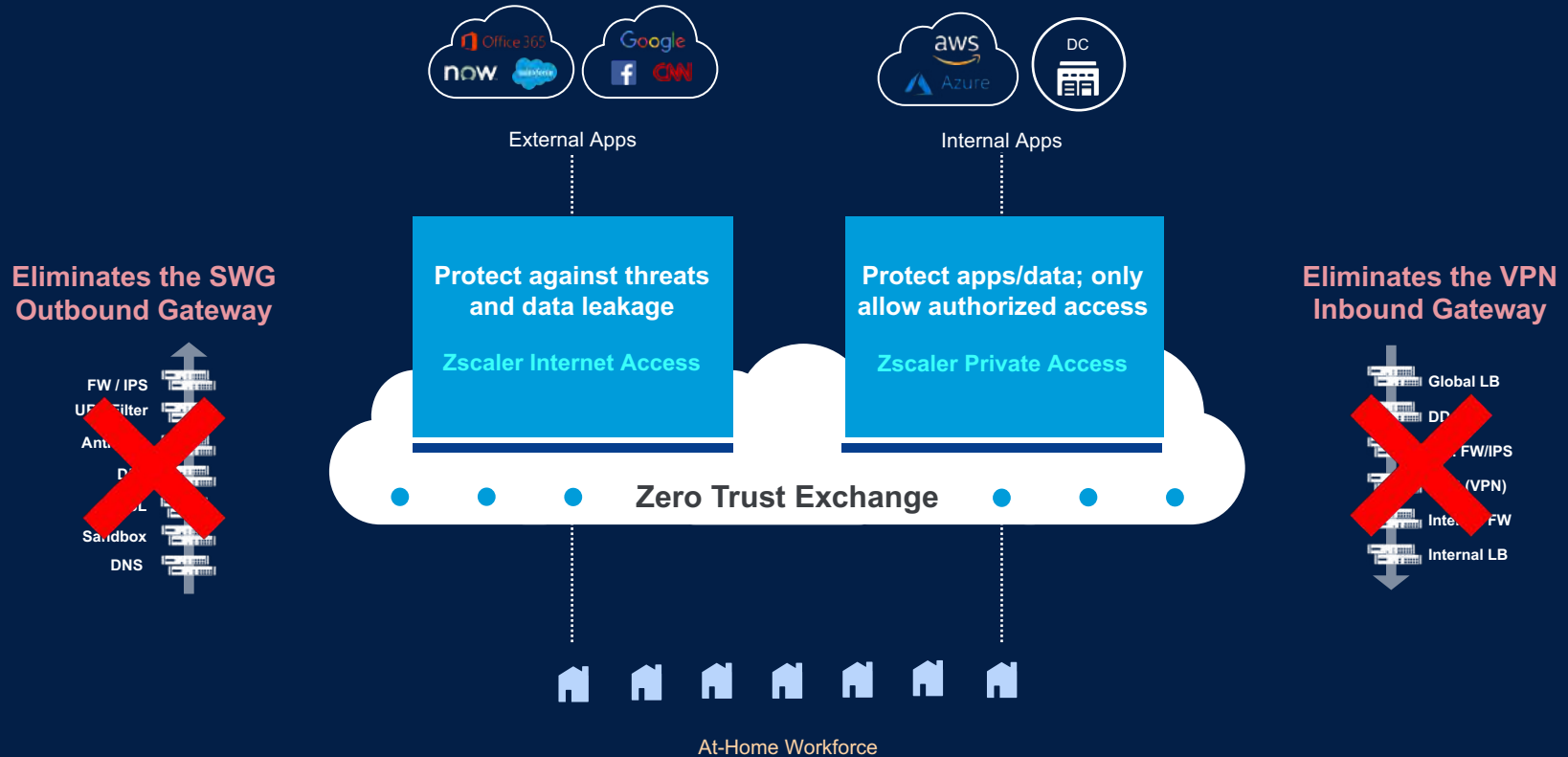
Cloud-native Zero Trust Network Access (ZTNA)
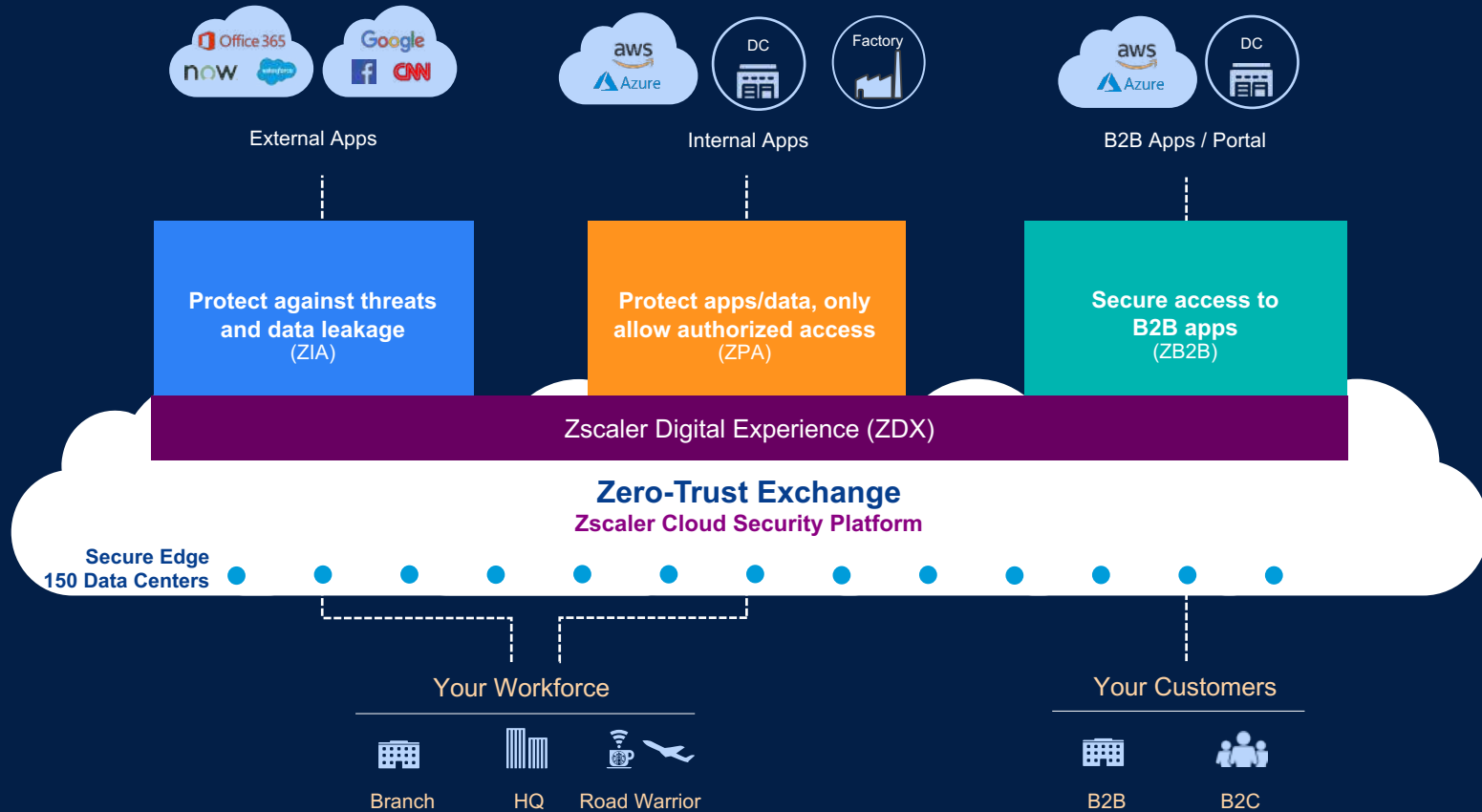

Built to support 100% mobile workforce

DC

At-home Workforce

- Fast collaboration experience
- Full security and data protection stack
- Zero Attack Surface

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ZSCALER™

Zscaler cloud security platform: fast, secure access to all apps

External Apps

Internal Apps

Eliminates the SWG
Outbound Gateway

**Protect against threats
and data leakage**

Zscaler Internet Access

**Protect apps/data; only
allow authorized access**

Zscaler Private Access

Eliminates the VPN
Inbound Gateway

FW / IPS
URL Filter
Anti...
D...
...L
Sandbox
DNS

Global LB
DD...
...FW/IPS
...(VPN)
Inter... FW
Internal LB

Zero Trust Exchange

At-Home Workforce

Securing your digital transformation

zscaler™

Delivering secure, fast and reliable access to apps/data

External Apps

Internal Apps

B2B Apps / Portal

Protect against threats and data leakage
(ZIA)

Protect apps/data, only allow authorized access
(ZPA)

Secure access to B2B apps
(ZB2B)

Zscaler Digital Experience (ZDX)

Zero-Trust Exchange
Zscaler Cloud Security Platform

Secure Edge
150 Data Centers

Your Workforce

Branch

HQ

Road Warrior

Your Customers

B2B

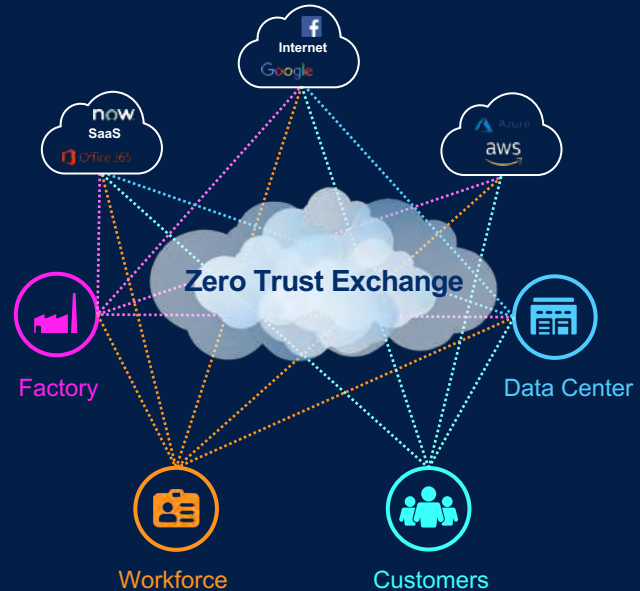B2C

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Work-from-Home accelerating digital transformation

Castle-and Moat
Perimeter defenses
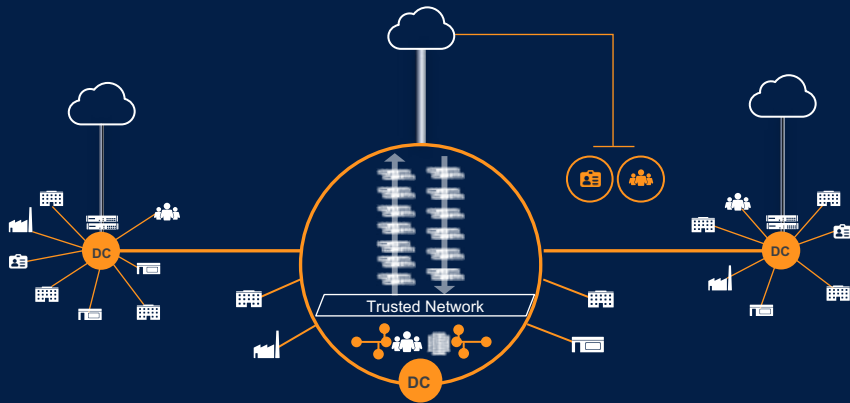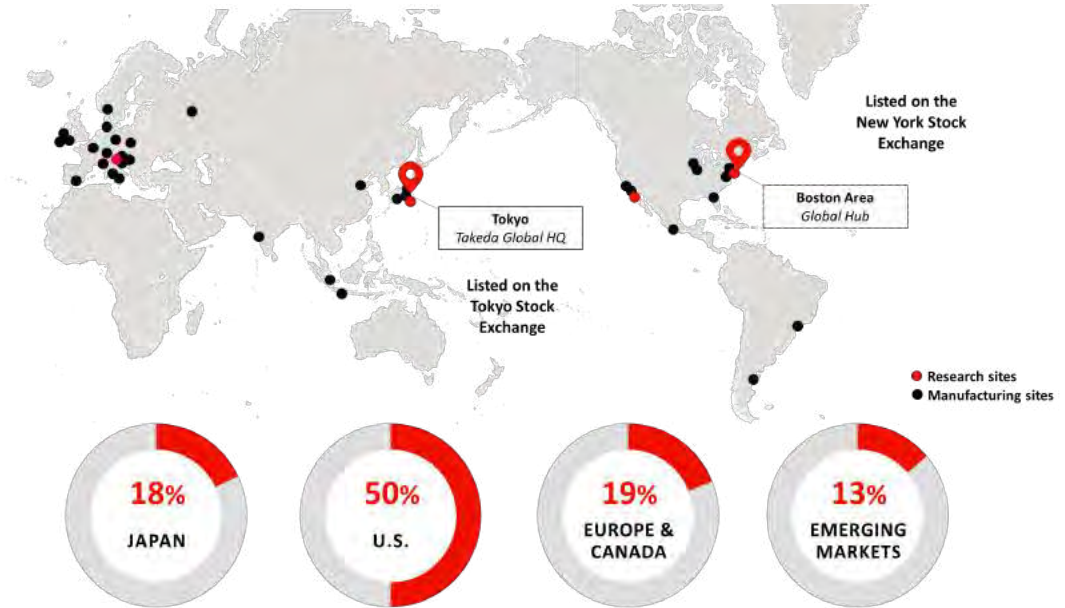
This is the future
Any to any connectivity

Internet

SaaS
Office 365

now

aws
Azure

Zero Trust Exchange

Factory

Data Center

Workforce

Customers

Trusted Network

DC

Securing your digital transformation

zscaler
cloud
alliance

Mike Towers

CSO, Takeda Pharmaceuticals
International

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$36B Annual Revenue
- 70,000 workforce
- 40,000+ third parties

238 YEARS

Better Health, Brighter Future

Listed on the New York Stock Exchange

Boston Area *Global Hub*

Tokyo *Takeda Global HQ*

Listed on the Tokyo Stock Exchange

● Research sites
● Manufacturing sites

18% JAPAN

50% U.S.

19% EUROPE & CANADA

13% EMERGING MARKETS

Digital Transformation Goals

1 **Better security**
Comprehensive security stack with SSL inspection

2 **Consistent user experience**
Identical protection and fast connectivity for internal users and customers from any location

3 **Move from traditional on-prem to cloud-first thinking**

4 **Accelerate M&A**
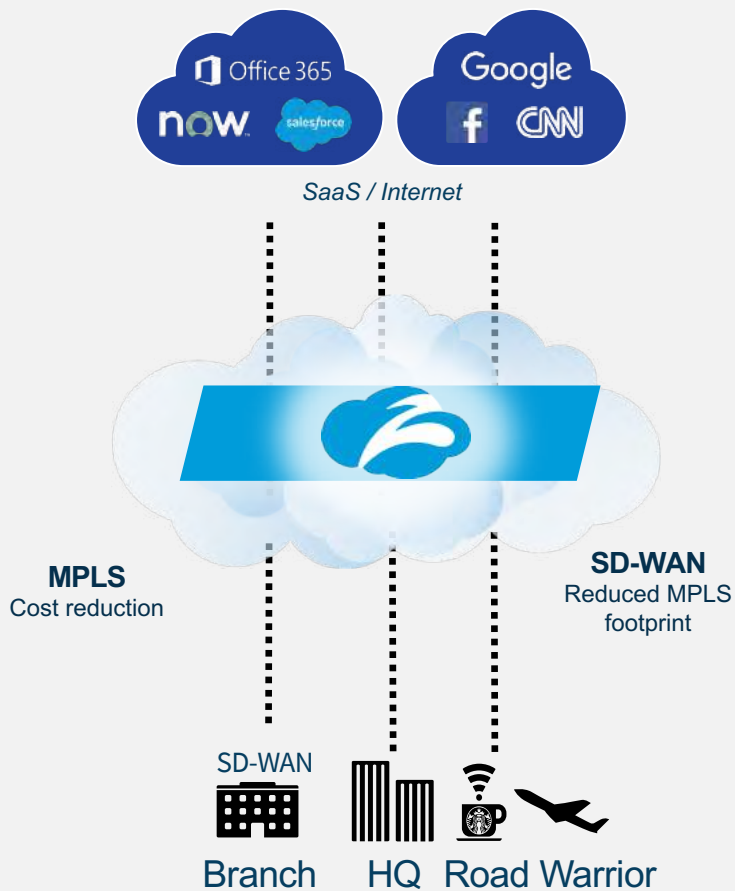Simplify and speed up integration

Mergers & Acquisitions
Integrating legacy into progressive organization

Acquired Shire in 2019
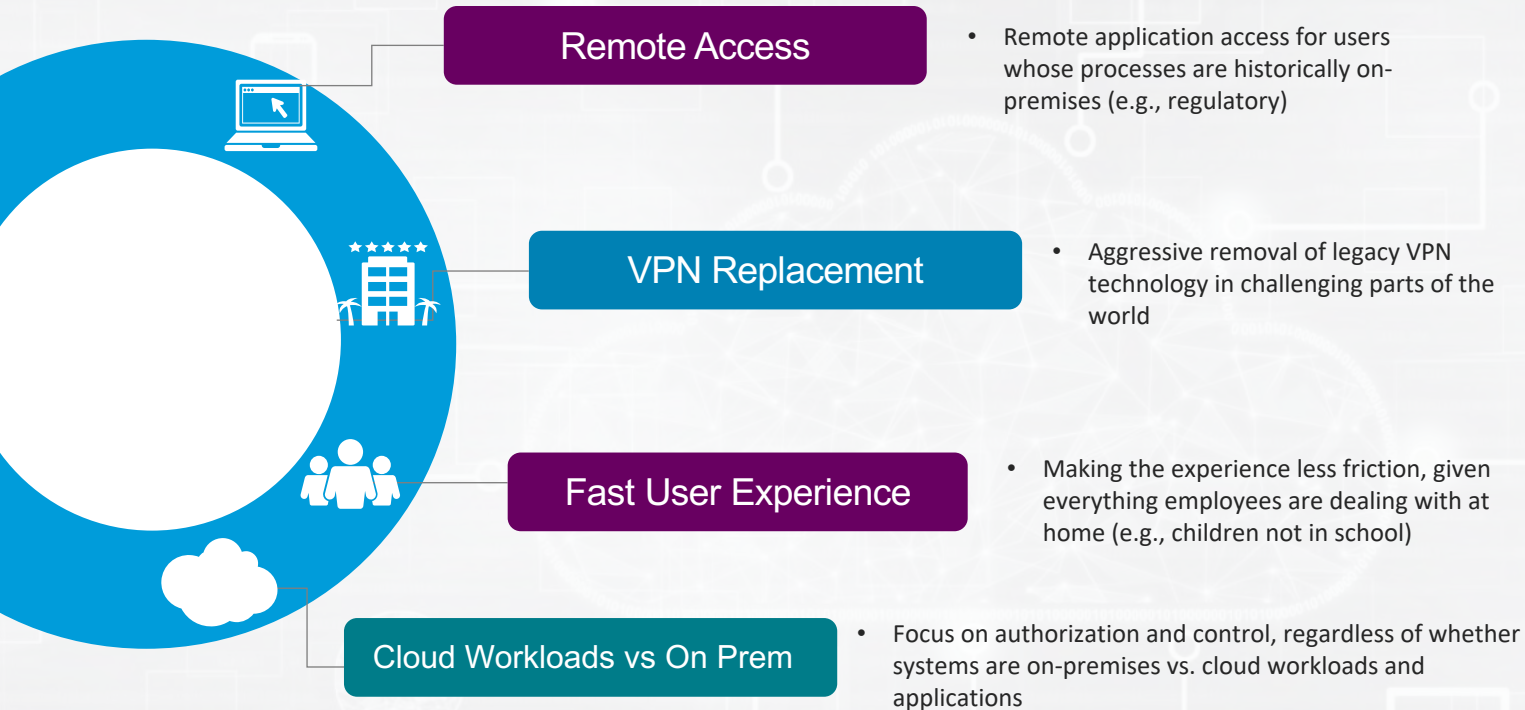- Doubled size of Takeda
- Next Gen Firewalls at 300+ locations

❯❯

Standardized on ZIA. Displaced NGFWs.

ZIA to secure access to external apps
70K Employees. 110 countries. 1 Policy.

- User Experience + Better Security

- Cloud Proxy Architecture (SSL)

- Identical Protection Everywhere

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Better Remote Access

Remote Access

- Remote application access for users whose processes are historically on-premises (e.g., regulatory)

VPN Replacement

- Aggressive removal of legacy VPN technology in challenging parts of the world

Fast User Experience

- Making the experience less friction, given everything employees are dealing with at home (e.g., children not in school)

Cloud Workloads vs On Prem

- Focus on authorization and control, regardless of whether systems are on-premises vs. cloud workloads and applications

Business Value

- Faster application releases

- Save on cost of firewall management & CAPEX
  - 100s of FWs to less than dozens

- CASB controls

- Infrastructure structure savings
  - 300 site WAN networks will become 40

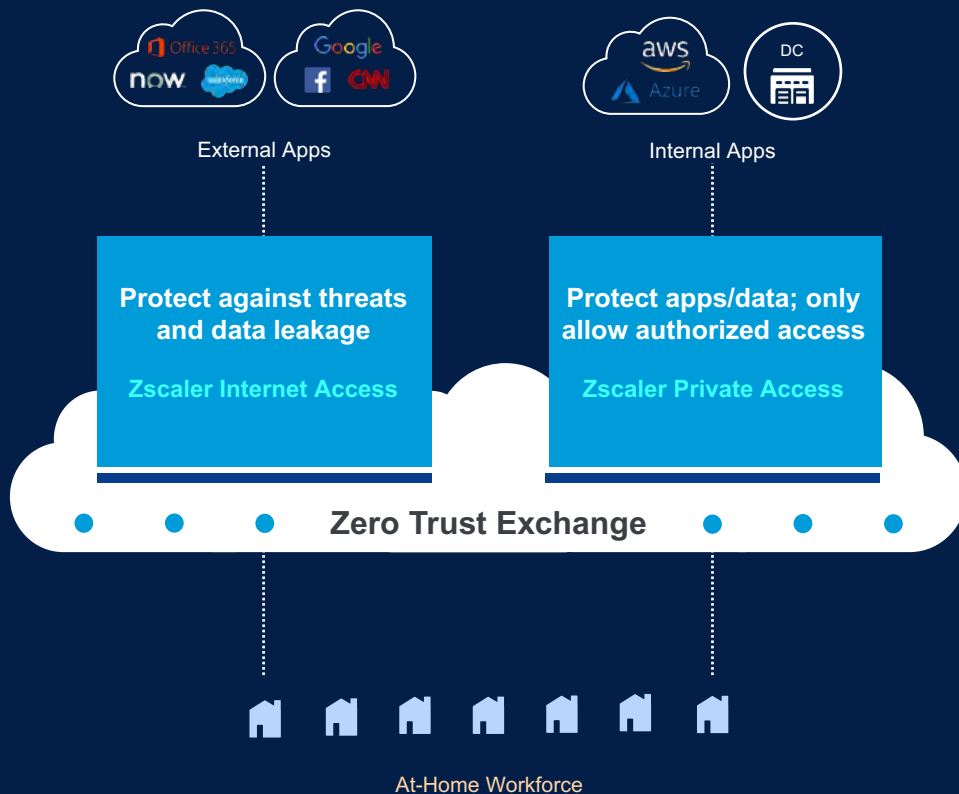- Great user experience with better security

What's Next…

Zscaler B2B
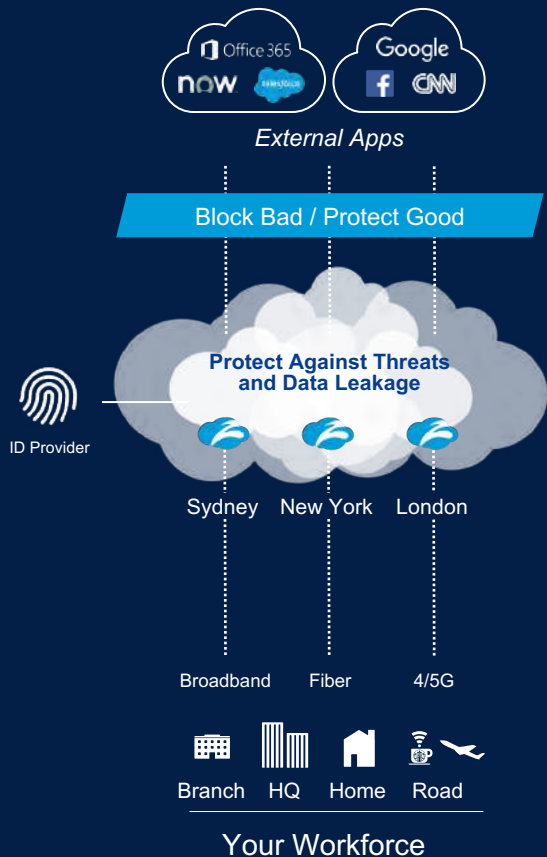Secure B2B access to thousands of third parties

ZDX
Digital experience monitoring and troubleshooting

Zscaler cloud security platform: fast, secure access to all apps

External Apps

Internal Apps

Protect against threats and data leakage

Zscaler Internet Access

Protect apps/data; only allow authorized access

Zscaler Private Access

Zero Trust Exchange

At-Home Workforce

Securing your digital transformation

Zscaler Internet Access (ZIA): Fast, secure access to internet / SaaS

External Apps

Block Bad / Protect Good

Protect Against Threats and Data Leakage

ID Provider

Sydney   New York   London

Broadband   Fiber   4/5G

Branch   HQ   Home   Road

Your Workforce

Platform Services

Threat Prevention
Proxy (Native SSL)
Advanced Threat Protection
Cloud Sandbox
DNS Security

Access Control
Cloud Firewall
URL Filtering
Bandwidth Control
DNS Resolution

Data Protection
Cloud DLP
Exact Data Match
CASB
Browser Isolation

Browser Isolation is ideal for BYOD

Standardization • Simplification • Identical Protection

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Deliver a great O365 and collaboration experience

Zscaler is the only Microsoft certified security vendor for Office 365

Microsoft
Recommendation

1 **Egress network connections locally**

2 **Avoid network hairpins for mobile users**

3 **Differentiate Office 365 traffic**

zscaler
Solution

150+ data centers for local breakouts
Peering in global data centers
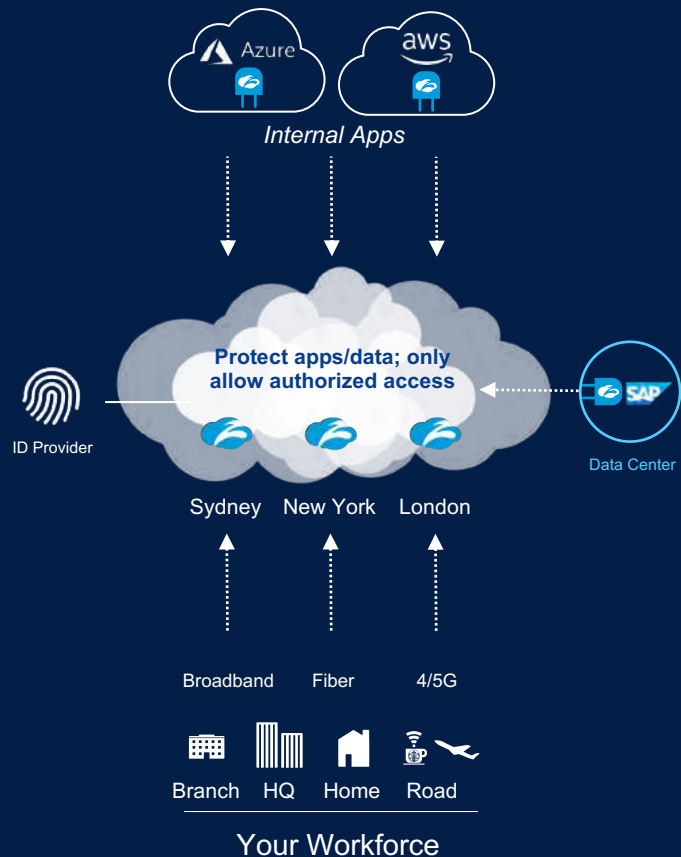
Direct access to Office 365 – no VPN backhaul

Prioritize Office 365 traffic over YouTube / internet traffic

" I'm thrilled to see some of the largest enterprises including Sandvik, Siemens, and GE use **Zscaler and Microsoft to deliver fast and direct access to Office 365**, as well as applications running on Azure.

Satya Nadella
CEO, Microsoft

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Zscaler Private Access (ZPA): Fast, secure access to internal apps

Azure

aws

Internal Apps

ID Provider

Protect apps/data; only allow authorized access

SAP

Data Center

Sydney   New York   London

Broadband   Fiber   4/5G

Branch   HQ   Home   Road

Your Workforce

Platform Services

Zero Trust Network Access

Anti-VPN
Anti-Firewall
Anti-DDoS
Anti-Network Segmentation

Discovery/ Availability

GSLB
Optimal Path Selection
App Health Monitoring
App Discovery

App/Device Access

Browser Access
Web Isolation
Private Service
Edge

Zero Attack Surface • App Segmentation • Zero Trust Network Access

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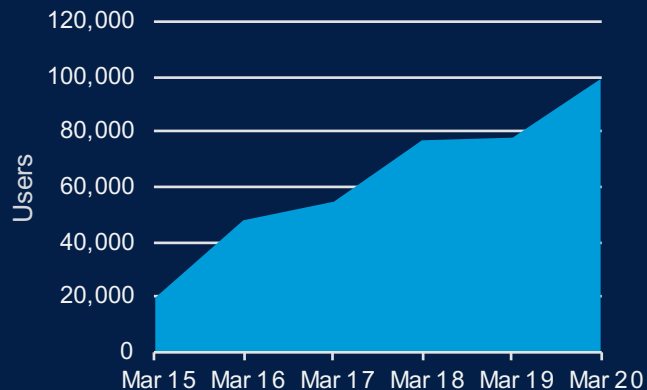
Zscaler can be rolled out in days

Global logistics provider

5K to 20K ZPA users in 1 week
Ramping to 40K users
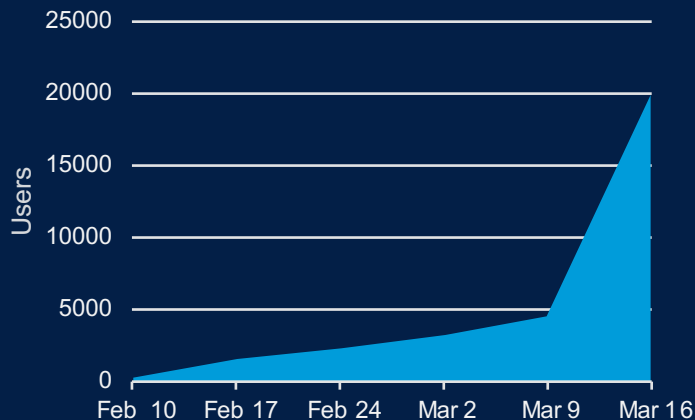
Multinational Conglomerate

Added 80K ZPA users in 2 weeks
Ramping to 300K

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Zscaler protects your WFH users from cyberthreats

Rapid rise of COVID-19 ransomware, phishing, and more

Corona Safety Mask
Trojan

Infection Map App
Ransomware

Corona Test kits
Malicious sites

Uncovered by Zscaler ThreaLabZ
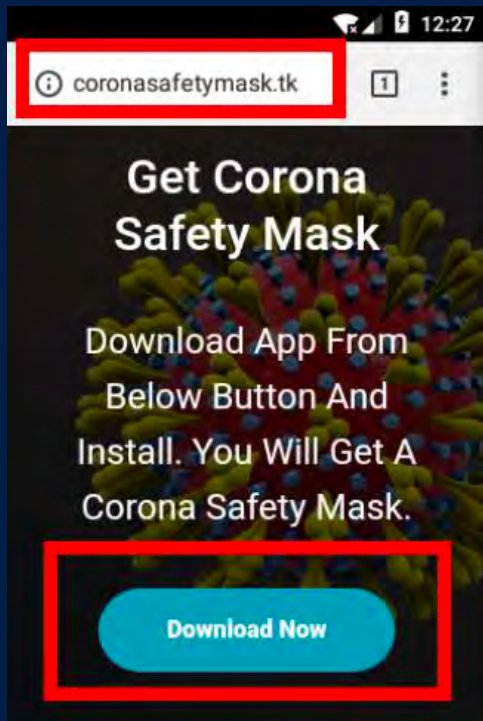
Cloud Effect
Applying AI and ML across 95+ billion daily transactions

120K unique daily updates
Every 15 minutes and on-demand
40+ external threat feeds

100 Million
Threats blocked every day

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ZPA cloud continues to scale

8X increase in global ZPA traffic since January

5x Europe

Milan is now one of the busiest DCs in Europe

12x China

6x Seoul

2x Japan

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How Zscaler is ensuring business continuity of its cloud

24x7 NOC and Customer Service
Fast and timely global monitoring and response – transparency (trust.zscaler.com)

New Data Centers
Can bring up in high-demand regions without on-site presence (Milan)

Reserve Capacity
Room to grow due to multi-tenant architecture and global footprint

Supply Chain
Reserve inventory enables extended operation during a disruption

ISO 27001 Certified — Information Security Management System

AICPA SOC — Formerly SAS 70 Reports — aicpa.org/soc

FR — FedRAMP

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Our Cloud Transformation Journey

Alex J. Philips
CIO

Introduction – Who is NOV?

A leading provider of technology, equipment, and services to the global oil and gas industry

NOV powers the industry that powers the world.

36,000 Employees

635 Locations

66 Countries

$8.45 Billion Revenue 2018 (Fortune 388)

$8.56 Billion Market Cap – NOV (NYSE)

300+ Acquisitions in last 20 years

Thanks to our cloud transformation journey, we were ready for WFH.

SaaS O365

Azure AWS

ZIA

ZPA

Adopted several SaaS apps including O365

Many apps moved to public cloud

1st ZIA rolled out for internet and SaaS access

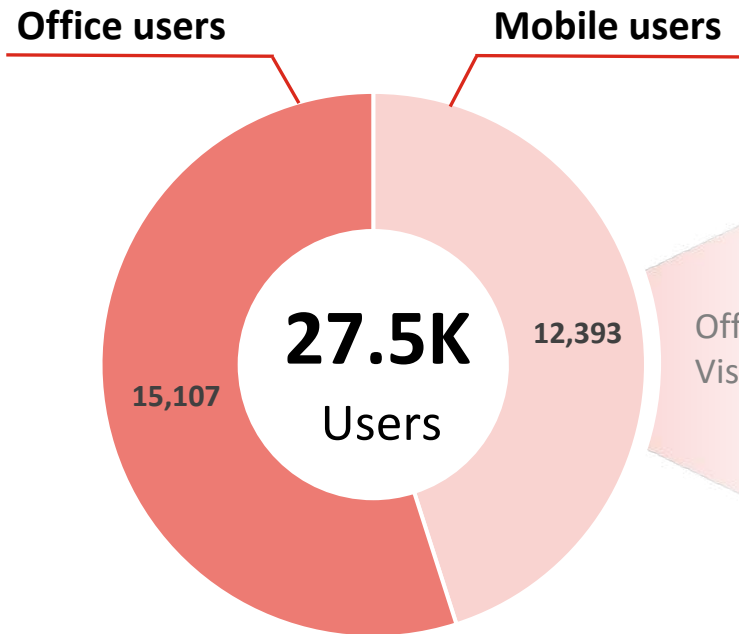2nd ZPA rolled out for private apps

Phase 1: Security Transformation

APPLIANCES TO CLOUD

Direct-to-cloud architecture

Internet | SaaS | IaaS

zscaler™
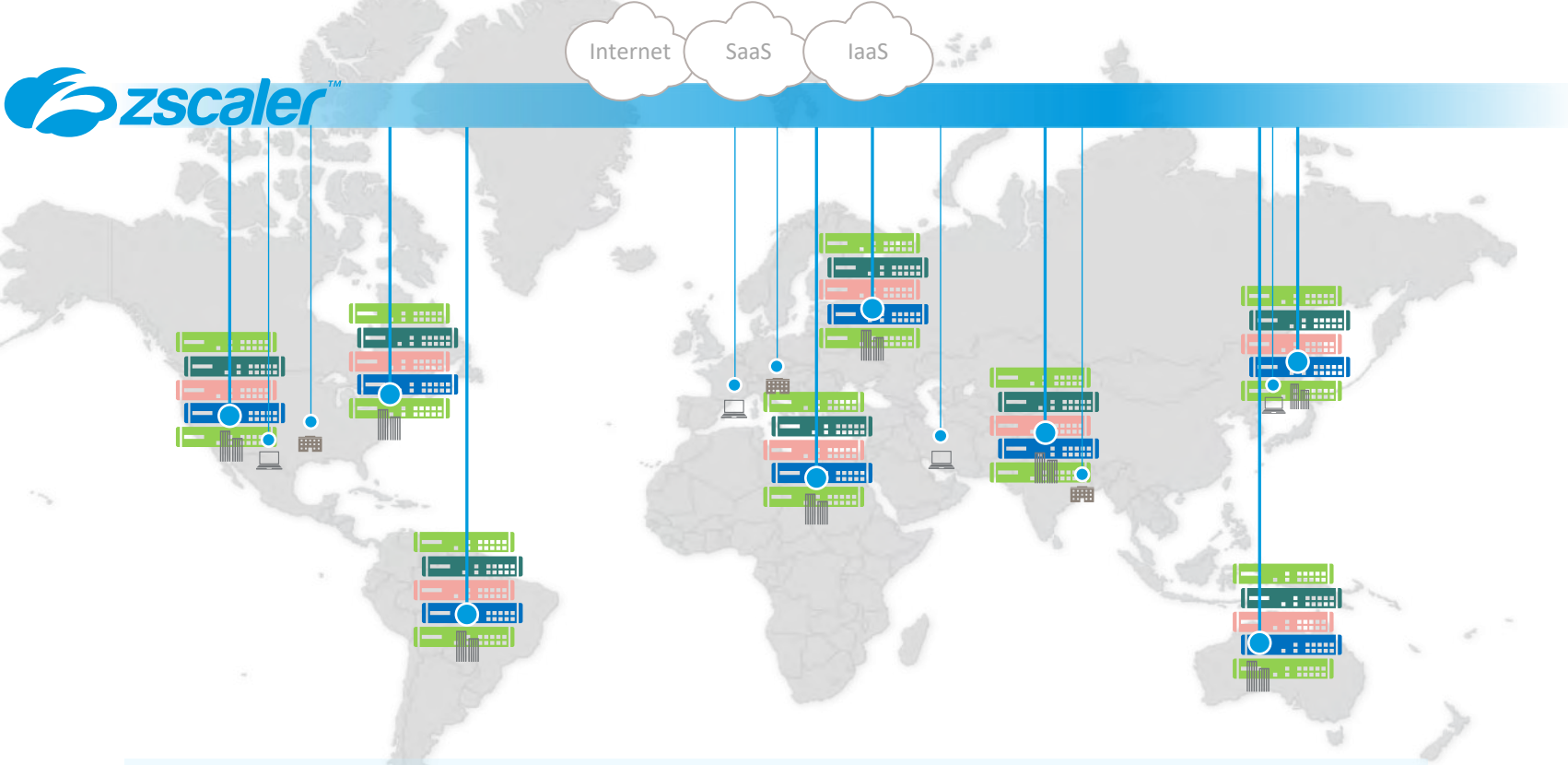
Full security stack as service | Fast user experience | Full SSL inspection

Full protection for ALL users

Office users

Mobile users

27.5K
Users

15,107

12,393

Off-net
Visibility

970.3 TBs processed
(June, July, August)

Mobile users: Advanced threats blocked
(By Transactions)

137.0 K	**Spyware Callback**
27.0 K	**Malicious Content**
6.3 K	**Phishing**
4.7 K	**Crypto Mining**
1.5 K	**Adware/Spyware Sites**
1.2 K	**Cross-site Scripting**
1.0 K	**Suspicious Content**
817	**Browser Exploit**

Computer wipe & reimage

Pre-Zscaler

zscaler™
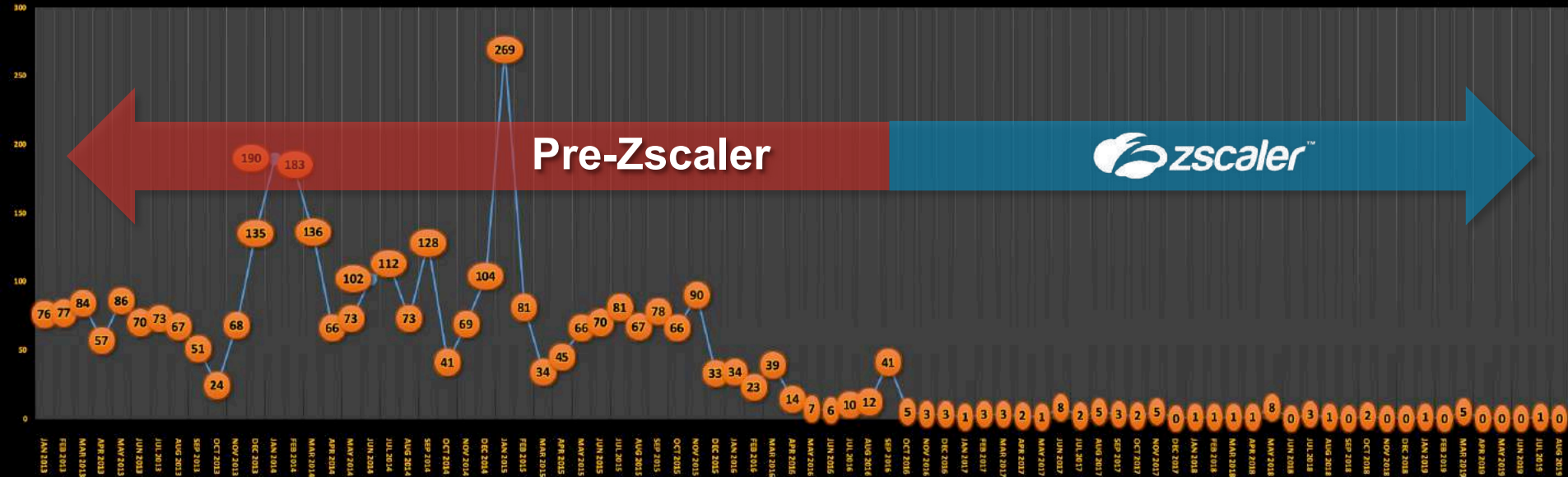
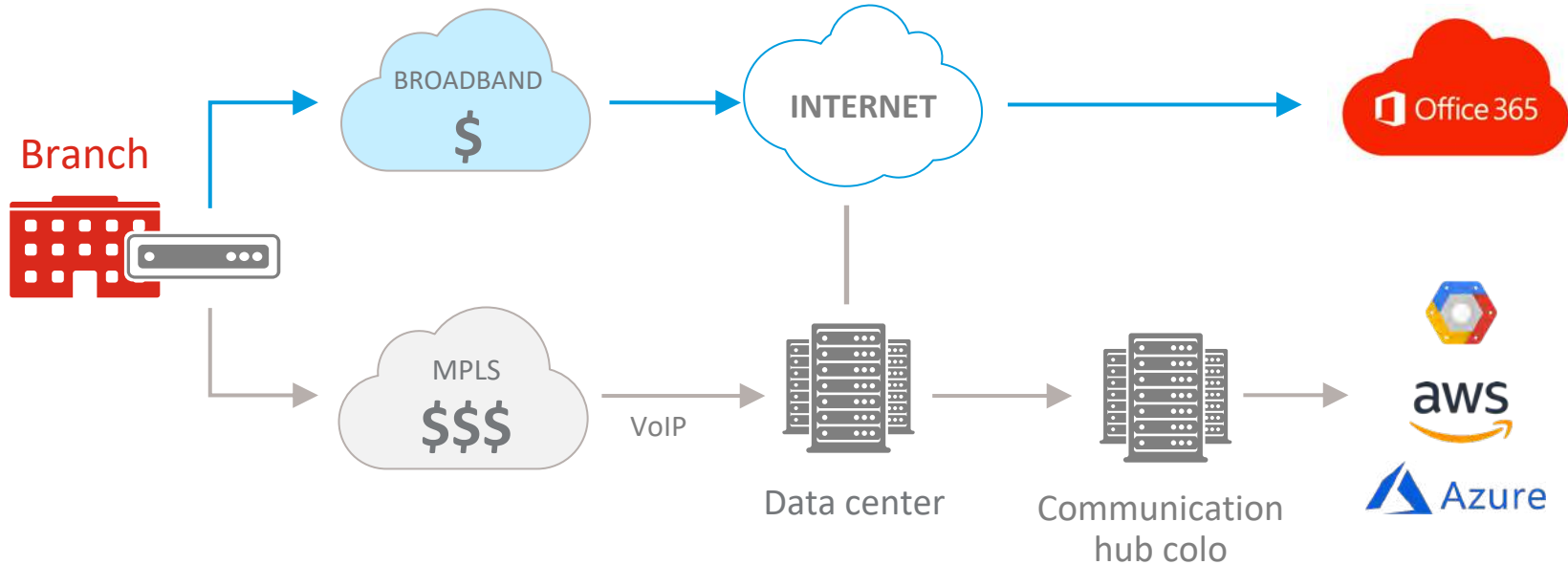**Jan 2013** **Aug 2016** **Aug 2019**

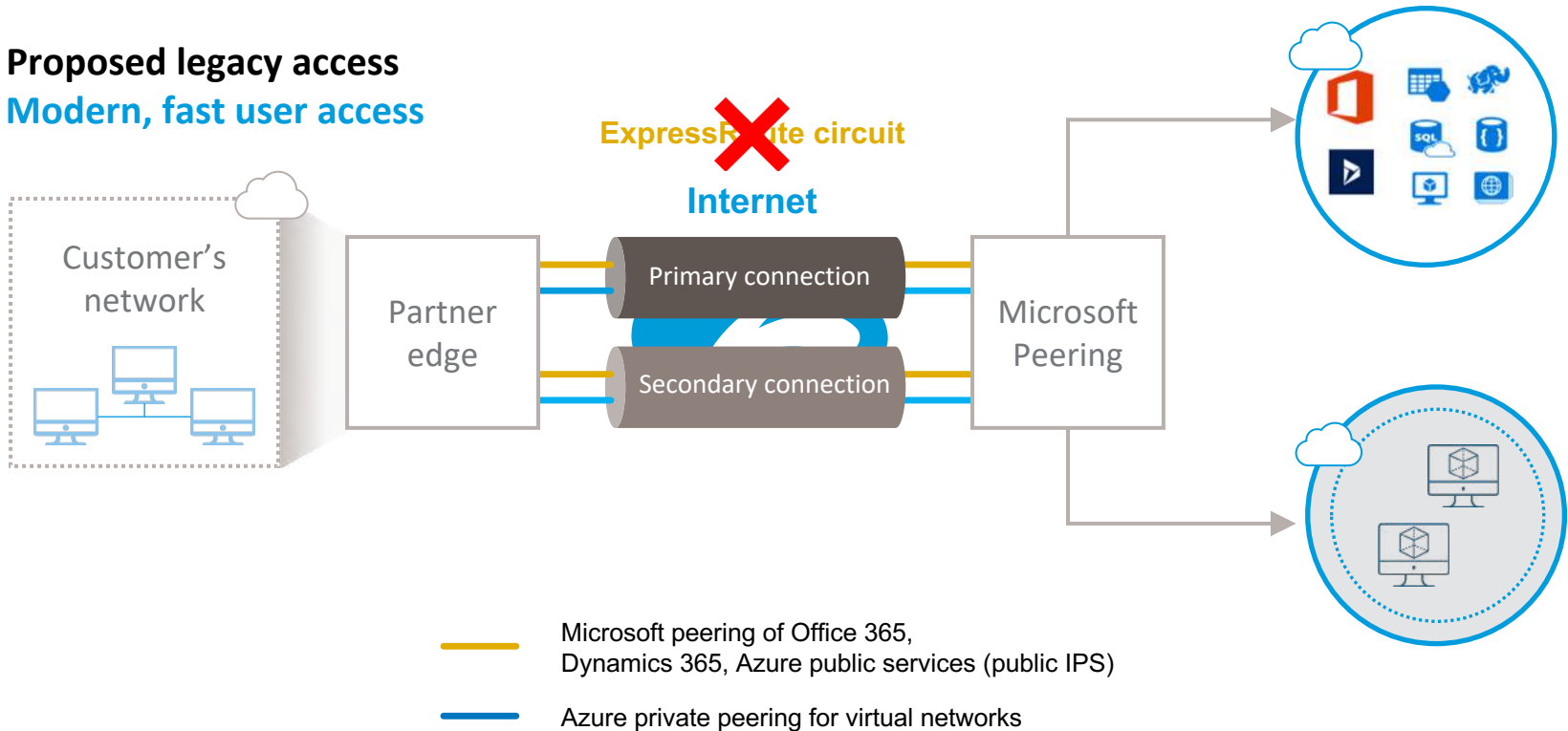# Phase 2: Network Transformation

SD-WAN AND OFFICE 365

Hub-and-spoke to direct-to-cloud (SD-WAN)

Applications: Move to a modern cloud platform

Proposed legacy access

Modern, fast user access

~~ExpressRoute circuit~~

Internet

Customer's network

Partner edge

Primary connection

Secondary connection

Microsoft Peering

—— Microsoft peering of Office 365, Dynamics 365, Azure public services (public IPS)

—— Azure private peering for virtual networks

What were the results?

4x cost
reduction on MPLS

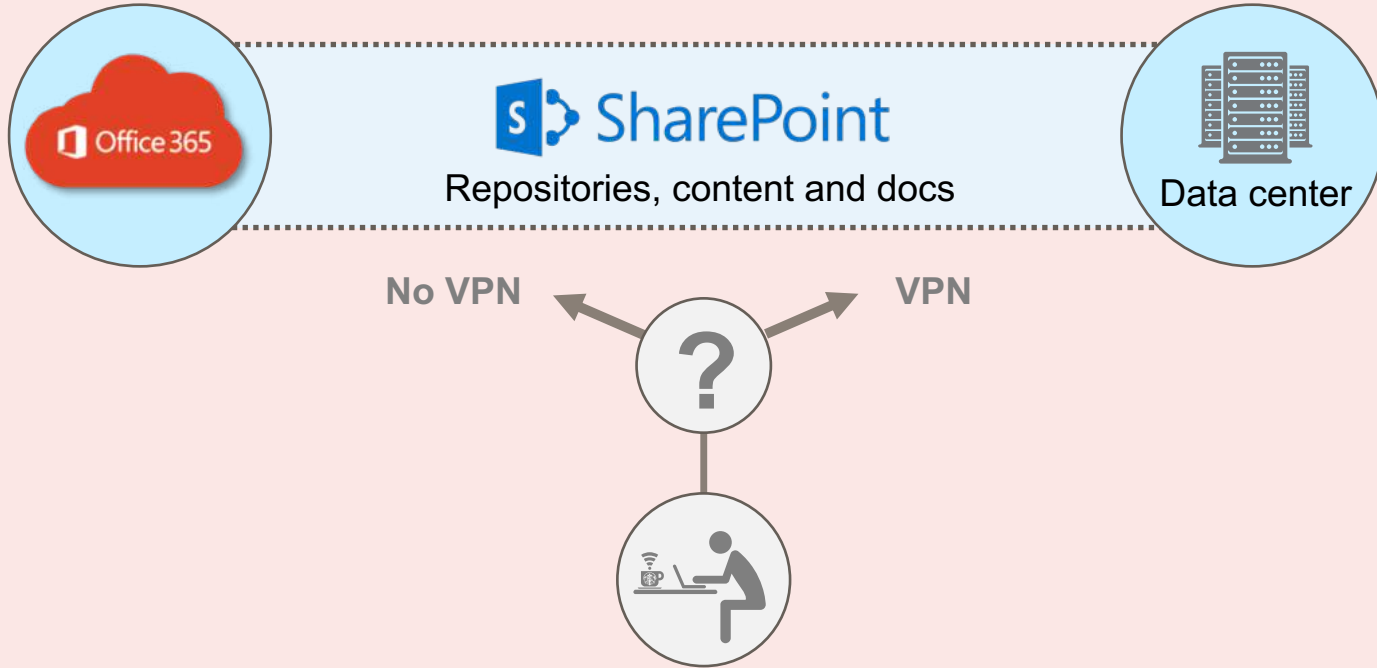**10-20x**
faster user experience

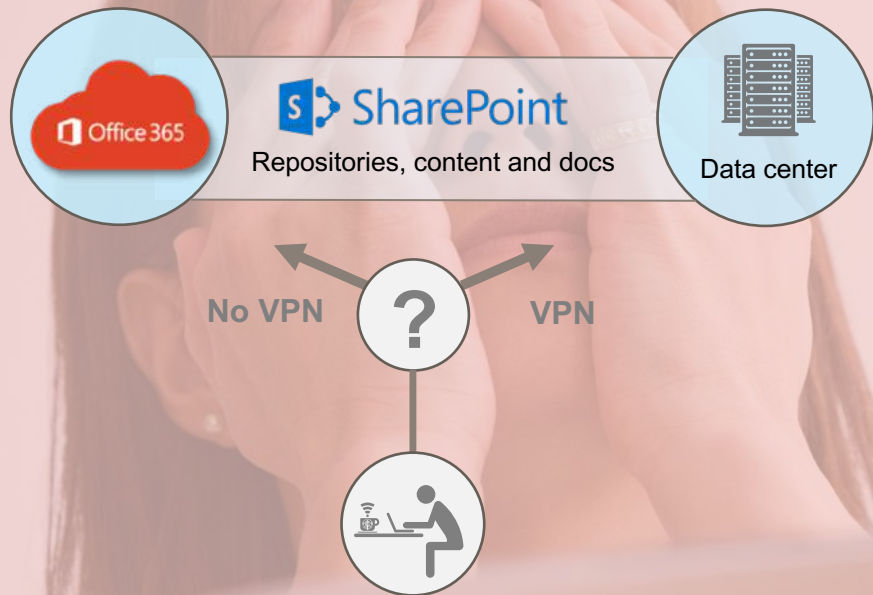**150** local
breakouts

455.1 TB
of **Office 365** traffic
in the last 6 months

NOV

Phase 3: Application Transformation

ZERO-TRUST ACCESS
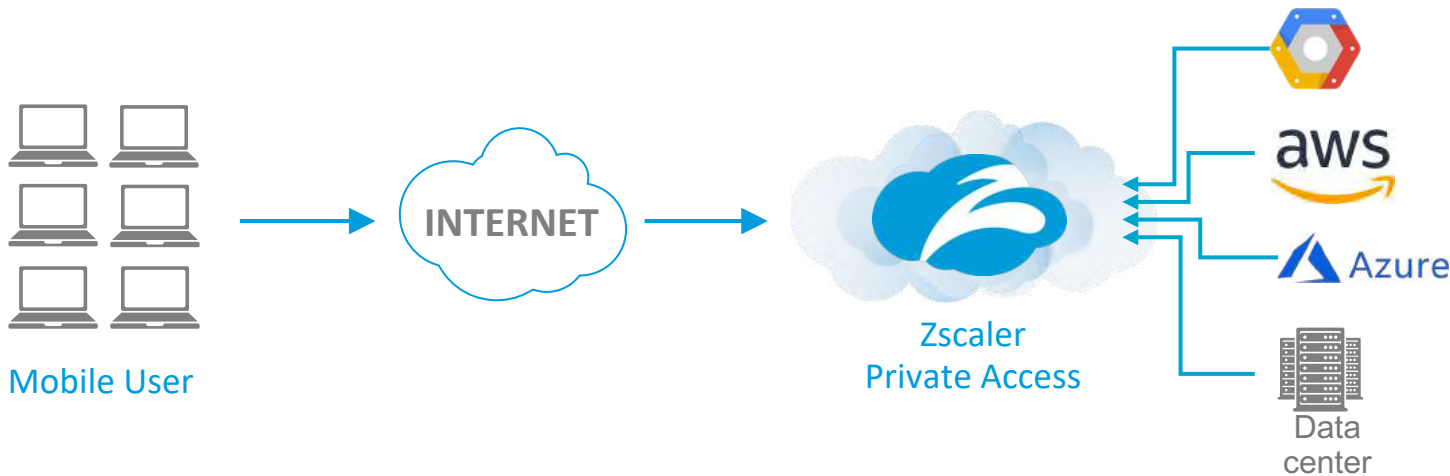
What's inside or outside the network?

It's time to retire that VPN!

User experience
Nobody liked using it!

Cloud and mobility
There is no "on or off" network any more

Increased risk
VPN increases attack surface and lateral movement

A zero-trust approach to access

Users are never on the network (ZTNA)

No more VPN gateways appliances!

Fast experience drives adoption and reduces risk

Over 7,500 private apps discovered and secured

ZPA AT NOV

Over 20,000 users per month

ZPA enabled all NOV users to WFH

> **"** **I shared with my NOV leadership team that all 27,500 users could start working remotely because of Zscaler. They were stunned!**

Prep for COVID-19

- Increased our virtual app connectors memory
- Rolled out ZApp to all of our desktops (especially engineering systems)

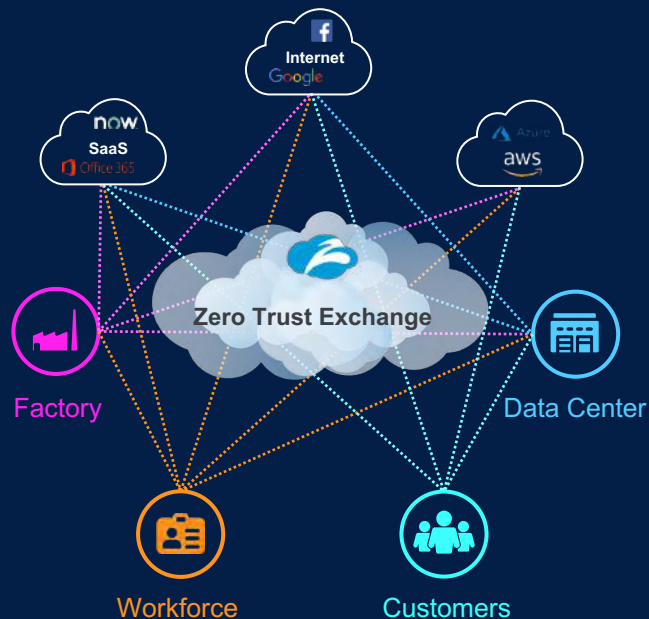## Old on-prem VPN couldn't handle this

- Could handle regional, short-term events like floods, ice storms, hurricanes, etc.
- No way could handle this global calamity
- Due to supply chain disruptions, procuring new hardware would be impossible

Rapid ZPA Deployment

2.5X users added in **10 days**

Users — Day1

Users — Day10
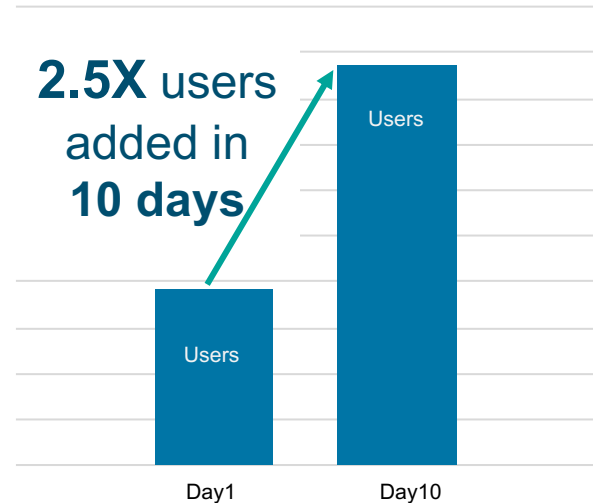
Zscaler: Powering digital transformation

Provide fast, secure, and reliable access to data no matter where it lives

Internet
Google
SaaS
now
Office 365
Azure
aws
Zero Trust Exchange
Factory
Data Center
Workforce
Customers

Market Leader
400 of the **Forbes Global 2000**

Industry Leader
9 years in a row **Gartner MQ Leader**

Global Scale
95B+ **Daily transactions**
150 data centers
10x Google searches

Operational Excellence
10+ years running an **inline security cloud**

80% Faster User Experience

35x Fewer Infected Machines

70% Infrastructure Cost Reduction

GE

NOV

SIEMENS

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Zscaler meets the six requirements for work-from-home (WFH)

1 | **Secure access to: external (internet, SaaS) | internal (DC, Azure, AWS)**

2 | **Cloud Identity**

Deep integrations with cloud identity providers for conditional access

6

Security and Compliance

Cyberthreat protection and DLP across all users

4 | **Rapid Deployment**

Deployable in days (no hardware to buy and deploy)

3 | **Fast User Experience**

Direct access to apps (no backhauling), peering, app prioritization

5 | **Visibility and Troubleshooting**

Real-time visibility by user, device, and app, with remote packet capture

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Q&A

Please complete the survey form

Additional resources: www.zscaler.com/solutions/work-from-home

Daily technical demos at 10am PDT: zscaler.zoom.us/s/108184677

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