

Zscaler Market Research Information





U.S. Government Solutions

Research Brief

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Executive Summary

The need for secure and seamless access to data and applications from any location and device is critical for the Department of Defense (DoD). With the increasing adoption of federal cloud services and the modernization of IT infrastructure, the DoD must ensure that its personnel have secure access to information anytime and anywhere. The increasingly high volume of cloud-based applications and traffic associated with them poses significant challenges that must be addressed to maintain the DoD's operational readiness. Furthermore, the shift toward mobile devices presents new security concerns, as the traditional perimeter defense model is becoming obsolete. The DoD must adapt its cybersecurity strategies to address these challenges and ensure that its networks and systems remain secure and resilient.

Zscaler is well-aligned with these IT challenges and other initiatives in the DoD such as the DoD Zero Trust Strategy, the White House Executive Order 14028 on Improving the Nation's Cybersecurity and NSM-8 (Improving Cybersecurity of National Security, DoD, and Intelligence Community Systems). Zscaler solutions such as Zscaler Internet Access (ZIA) and Zscaler Private Access (ZPA) can provide your organization with the necessary security and access control measures to protect your users and your data. Zscaler's capabilities can help address challenges such as protecting against web-based threats, controlling access to cloud applications, and implementing a zero-trust access model. Additionally, Zscaler's cloud-native architecture and scalability align with the DoD's initiatives for IT modernization and cost savings, enabling the DoD to achieve its mission while improving security posture and reducing complexity.

Zscaler Technology High-Level Overview

Zscaler provides a SaaS Security Service Edge (SSE) that encompasses the largest security cloud on the planet processing over 250 billion transactions per day. Zscaler is an integrated platform of services that act as an intelligent switchboard to secure user-to-app, app-to-app, and machine-to-machine communications — over nearly any device, any network, and any location. Zscaler is responsible for securing more than 120 U.S. federal customers and 450+ of the Forbes Global 2000, including companies such as Siemens who use Zscaler to secure all the traffic of its 350,000 users in more than 180 countries. Zscaler was recognized as a Leader with the highest ability to execute in the 2022 Gartner Security Service Edge (SSE) Magic Quadrant.

Zscaler Federal Webpage: <https://www.zscaler.com/industries/public-sector/federal>

Zscaler Capability Focus

The Zscaler capability focus for this market research is via two core solutions, Zscaler Internet Access and Zscaler Private Access:

Zscaler Internet Access (ZIA) is located in-line between your users and the Internet/SaaS applications, providing threat prevention, access control and data protection. Threat prevention includes an in-line proxy with the ability to decrypt and inspect 100% of all SSL/TLS traffic at scale, protection from malicious web content, a cloud sandbox that blocks zero-day exploits by analyzing suspicious files and holding them until a verdict is reached, and DNS security. Access control includes a cloud firewall across all ports and protocols, URL filtering, bandwidth control and DNS filtering. Data protection enables cloud

Data Loss Prevention that is easily scaled across all users and inside SSL, along with an out-of-band and inline cloud access security broker (CASB). All these capabilities are delivered as SaaS from Zscaler's cloud security platform with the ability to extend portions of an enforcement plane on-premises. This service is currently FedRAMP High JAB Authorized with an IL5 certification in process.

Example ZIA use cases:

- **Secure Web Gateway:** ZIA can provide the DoD with a secure web gateway (SWG) that enables secure web access for all users, whether they are on-premises or off-premises. ZIA can protect users from web-based threats, such as malware, ransomware, and phishing attacks, by blocking access to known malicious websites and analyzing web traffic in real-time.
- **Advanced Threat Protection:** ZIA includes advanced threat protection capabilities that go beyond traditional antivirus solutions. ZIA can analyze web traffic for advanced threats, such as zero-day exploits and advanced persistent threats (APTs) and block them before they can reach your network.
- **Optimized Office 365 Performance:** ZIA provides users with a fast Office 365 and internet experience via local internet breakouts while maintaining the highest level of security for open internet traffic. Key features of the Zscaler Office 365 solution include Zscaler and Microsoft peering, the ability to prioritize Office 365 traffic with bandwidth control and one-click configuration for Office 365.

ZIA Solution Web Page:

www.zscaler.com/products/zscaler-internet-access

Zscaler Private Access (ZPA) provides an organization's authenticated users seamless, secure access to internal/private applications. This service is currently FedRAMP High JAB Authorized and was granted an IL5 DISA P-ATO in October 2021. As ZPA does not place users on the network, it eliminates the ability for unintended lateral movement. ZPA works by brokering an inside-out mutually authenticated certificate-pinned connection between a user and application. For scenarios when a user and application reside nearby on-premises, a ZPA Private Service Edge enforcement plane can be deployed on-premises to expedite traffic management and minimize latency.

Example ZPA Use Cases:

- **Zero Trust Policy Enforcement Point (PEP):** ZPA can enable a zero-trust access model, where users are only granted access to the resources they need, based on their identity and other contextual factors. ZPA can enable secure access to on-premises and cloud-based applications, without the need for network access. ZPA also enables remote workers to securely access applications and resources from any location, without the need for a traditional VPN.
- **Mission Partner and Contractor Access:** Zscaler focuses on providing secure connectivity from user directly to only authorized enterprise applications, never the network. The result is micro-segmented access to applications, that eliminate lateral movement, ensures applications are “dark” to unauthorized external and internal users, and reduces the possibility of DDoS or other internet-based attacks.
- **Secure Cloud Access:** ZPA secures access across public, private and hybrid cloud applications by shifting security from the network to the app, user and device. It eliminates the need for costly security appliances like site-to-site VPNs, scales easily, and delivers a consistent user experience across all locations. Apps hosted in the cloud will be invisible to the internet and unauthorized users.

ZPA Solution Webpage:

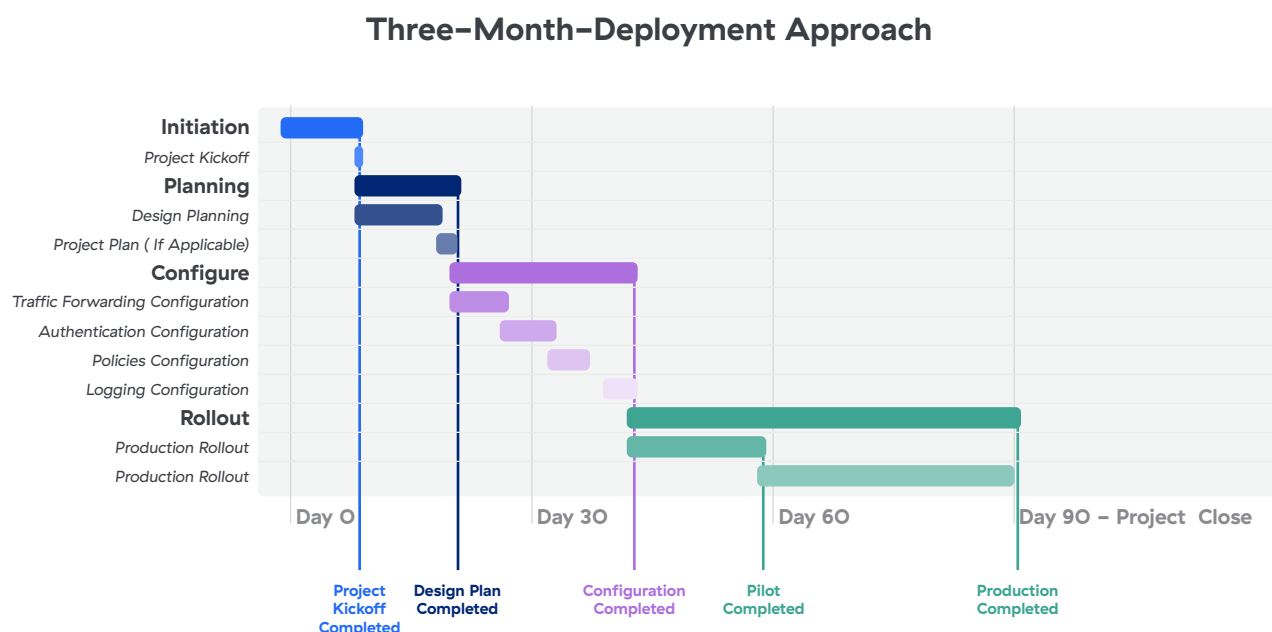
<https://www.zscaler.com/products/zscaler-private-access>

Ensuring Success: Zscaler Federal Professional Services

The Zscaler Federal Professional Services organization is responsible for assisting in the deployment and adoption of Zscaler's FedRAMP-certified cloud offerings in support of Systems Integrators, the Defense Industrial Base sector, and U.S. Government agencies. Our federal team is comprised of Project Managers, Consultants and Architects that are driven by the mission of protecting critical US infrastructure and

Governmental agencies, and the team are all U.S. Citizen, CONUS-based only. These Zscaler resources will work with you to scope your deployment, maintain consistent and open communication with your teams and work together to drive defined outcomes.

Zscaler can be deployed at the pace of the mission, however, below is an example three-month deployment approach timeline:



Additionally, Zscaler Academy is a powerful online resource that can be leveraged, with free training courses available as part of your Zscaler subscription. Here is the Zscaler Academy webpage with role-based learning journeys, zero trust certified architect certification, product knowledge, and more: customer.zscaler.com/page/zscaler-academy

Pricing, Licensing and Procurement Path

Zscaler Internet Access (ZIA) and Zscaler Private Access (ZPA) are both licensed per user per year.

Note that Zscaler offers volume discounts at 1,000+ users.

Zscaler does not sell direct to the government but leverages a distributor model via Carahsoft and a Federal Secure Supply Chain (FSSC) team of partners. Only Zscaler FSSC partners can quote and sell our FedRAMP Authorized services, and final pricing would be provided by an authorized Zscaler partner.

Below are example Zscaler Government Procurement Contracts available via Carahsoft:

- GSA 2GIT: 47QTCA21A00OR – Mar 31, 2021– Mar 30, 2026
- GSA Multiple Award Schedule (MAS): GS–35F– O119Y – Dec 20, 2011– Dec 19, 2026
- GSA Multiple Award Schedule Contract (MAS): 47QSWA18DOO8F – Aug 22, 2018– Aug 21, 2028
- NASA SEWP V: NNG15SCO3B/NNG15SC27B – May 01, 2015– Apr 30, 2025
- ITES–SW2: W52P1J–20–D–OO42 – Aug 31, 2020– Aug 30, 2025 with additional option years available
- Department of Defense ESI BPA Contract #N66OO1–19–A–O12O – Sep 06, 2019– Jul 14, 2023 with additional option years available
- Complete list available here: carahsoft.com/zscaler/contracts

Zscaler Solutions are also available via the AWS Marketplace (AWSMP). Procuring through the AWS Marketplace could help streamline AWS customer procurement, consolidate your IT spend with Zscaler & AWS, and potentially help your organization meet your EDP commitments with AWS by procuring Zscaler via the AWSMP.

Zscaler looks forward to partnering with your team for a successful IT modernization journey! Please don't hesitate to reach out to your Zscaler Account Manager or the Zscaler Carahsoft Team at: Zscaler@carahsoft.com and (571)–662–4320.

Thank you!



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About Zscaler

Zscaler (NASDAQ: ZS) accelerates digital transformation so that customers can be more agile, efficient, resilient, and secure. The Zscaler Zero Trust Exchange protects thousands of customers from cyberattacks and data loss by securely connecting users, devices, and applications in any location. Distributed across more than 150 data centers globally, the SASE-based Zero Trust Exchange is the world's largest inline cloud security platform. Learn more at zscaler.com or follow us on Twitter @zscaler.

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Thank you for downloading this Zscaler Research Brief! Carahsoft is a distributor for Zscaler solutions available via GSA, NASA SEWP, DoD ESI and other contract vehicles.

To learn how to take the next step toward acquiring Zscaler's solutions, please check out the following resources and information:



For additional resources:
carah.io/zscalerresources



For upcoming events:
carah.io/zscalerevents



For additional Zscaler solutions:
carah.io/zscalersolutions



For additional Cybersecurity certified solutions:
carah.io/cybersolutions



To set up a meeting:
zscaler@carahsoft.com
(866)-421-4683



To purchase, check out the contract vehicles available for procurement:
carah.io/zscalercontracts