The Economic Value of the Zero Trust Exchange

How Zscaler reduces IT costs for customers

Times of economic uncertainty present organizations the opportunity to seek new solutions that reduce costs and position them for future success. With the shift to the cloud and the adoption of work–from–anywhere having put pressure on legacy networking and perimeter–based security, there's no time like today to transform.

Embracing a zero trust architecture

Rather than accepting the shortcomings of perimeter–based architectures, companies can reduce cost and risk through a zero trust architecture powered by the Zscaler Zero Trust Exchange, the world's largest security platform. With Zscaler:

- Apps sit behind the Zero Trust Exchange to **stop discovery and eliminate the attack surface**

- All traffic is inspected inline, **preventing compromise** and data loss in real time

- Users connect to apps directly rather than the network, **which isolates threats and keeps them from moving laterally**

Internet
IaaS/PaaS
SaaS
Zero Trust Exchange
IaaS/PaaS

Cutting costs with Zscaler

Our one–of–a–kind architecture empowers Zscaler to deliver superior economic value than yesterday's perimeter–based architectures in six key ways:

1	Optimized technology costs
2	Increased operational efficiency
3	Accelerated M&A time–to–value
4	Improved security posture
3	Enhanced user experiences
6	Decreased carbon footprint

Typical value achieved with Zscaler

Optimized technology costs
Zscaler eliminates point products and capital expenditures on infrastructure with a comprehensive, SaaS security platform. Fast, secure connectivity removes the need for MPLS networks that require complex switching and routing.

90%
reduction in appliances

50%
improvement in PUE

Decreased carbon footprint
As a multitenant, cloud-delivered platform powered by 100% renewable energy, Zscaler enables customers to eliminate their hardware appliances and their corresponding power consumption.

Increased operational efficiency
Zscaler provides a complete platform that consolidates siloed tools, automates repeatable tasks, and reduces the time spent managing security, freeing IT to focus on strategic initiatives.

74%
time freed for FTE admins

Economic benefits of the Zero Trust Exchange*

$5.2M
in recovered productivity

Enhanced user experience
Zscaler provides direct-to-app connectivity, eliminating backhauling and enhancing productivity. Integrated digital experience monitoring provides end-to-end visibility to ensure issues are resolved quickly.

Accelerated M&A time-to-value
Zscaler significantly accelerates the onboarding of new users and applications, while minimizing the risk associated with managing separate network infrastructures and access policies in all stages of the M&A transaction.

40%
savings in M&A costs

85%
less ransomware

Improved security posture
Advanced threat protection powered by AI and ML reduces breaches and their associated costs—ransoms, downtime, fines and fees, customer churn, etc. Customers can minimize the attack surface, stop lateral threat movement, and prevent compromise and data loss.

To learn more, read our **white paper.** It goes into further detail about how the Zscaler Zero Trust Exchange can reduce IT costs for your organization.

Savings based on Zscaler customer experiences. Organizational results may vary.

⊘zscaler™ | Zero Trust Everywhere