Zscaler Further Expands Its Partner Ecosystem to Fuel Cloud-First and Mobile-First Enterprises

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Zscaler increases partnerships to accelerate network and security transformation for enterprises worldwide

LAS VEGAS--(BUSINESS WIRE)--Jun. 26, 2018-- Zscaler, Inc. (NASDAQ: ZS), the leader in cloud security, today announced at the Zenith Live user conference in Las Vegas that it has broadened its partner ecosystem to include new SD-WAN and security partners, arming mutual customers with integrated solutions to drive secure cloud transformation. Zscaler™ also announced new and enhanced Application Program Interfaces (API) integrations from current and new partners. By building these partnerships and programs, Zscaler can offer its customers an expanding array of solutions that advance their cloud-first initiatives.

Fueling branch transformation with additional SD-WAN partner integrations

Zscaler has expanded its SD-WAN partner ecosystem with the addition of Aruba, a Hewlett Packard Enterprise company, CloudGenix, LANCOM Systems, and 128 Technology. As enterprises adopt cloud-enabled architectures and deploy cloud applications and services, routing and securing internet traffic presents a significant challenge. Since hub-and-spoke architectures cannot meet the unique demands of the cloud, many enterprises are turning to SD-WAN to optimize branch-traffic routing, reduce backhauling, and establish local internet breakouts. SD-WAN providers and their customers recognize that the Zscaler Cloud Security Platform is the best architectural fit for securing SD-WAN–enabled networks.

Enhanced integrations provide flexible deployment and management options in securing SD-WAN

In addition to the expansion of the SD-WAN ecosystem, Zscaler partners are enhancing their solutions by providing more flexibility for customers and addressing their unique networking and security needs. Silver Peak has added new capabilities for seamless connectivity through SD-WAN GRE and IPsec tunnels, providing customers with more deployment choices.

“Silver Peak is one of the few vendors we work with that innovates based on our business requirements,” said Dan Morgan, IT Operations Director of Nuffield Health. “Silver Peak gives us the flexibility to choose the connectivity that delivers the performance we need. Together with Zscaler, they have made our cloud transformation faster, more secure, and easier than we could’ve imagined.”

Other SD-WAN partners are implementing API integration with Zscaler to enable zero-touch branch provisioning. On Tuesday, June 26, at Zscaler’s user conference, Zenith Live, Riverbed will demonstrate one-click integration with Riverbed SteelConnect and the Zscaler Cloud Security Platform. This service automates the creation of secure IPsec tunnels that steer all internet-destined traffic to Zscaler for advanced inspection and protection of enterprise data.

“API integration allows us to offer our customers a fast and easy way to secure their internet breakouts by automatically directing all internet traffic to the nearest Zscaler node, which minimizes latency and maximizes security,” said Paul O’Farrell, Senior Vice President and General Manager of Riverbed’s Cloud Infrastructure Business Unit. “A single click enables the integration of Zscaler into the app-defined policy and orchestration engine of SteelConnect and allows an enterprise to set up a secure network across hundreds or thousands of sites quickly, and deliver greater agility and performance to the business.”

In addition to the aforementioned companies, Zscaler has SD-WAN partnerships with Aryaka, Cisco SD-WAN (Viptela), Citrix, FatPipe Networks, InfoVista, Nuage Networks from Nokia, Talari Networks, and VeloCloud, now part of VMware (NSX SD-WAN).

Streamlining security operations by collaborating with best-in-class security partners

Zscaler’s security ecosystem improves the effectiveness of threat mitigation techniques. It facilitates interoperability and streamlines the integration of best-of-breed security products in complex customer environments.

Several security partners have launched API integrations with Zscaler to provide advanced security automation. Phantom, now a part of Splunk and a leader in Security Orchestration, Automation and Response (SOAR), and Anomali, a leading Threat Intelligence Platform (TIP), are new to the Zscaler security partner program.

Examples of API integration use cases, which will be showcased at Zenith Live, include:

- Okta integration with the Zscaler service is compliant with the System Cross-domain Identity Management (SCIM) industry standard, and enhances the existing Security Assertion Markup Language (SAML) identity-based policy enforcement by automating the deprovisioning of users, and thereby reducing TCO and risk.
- McAfee Skyhigh Security Cloud integration with Zscaler CASB API provides closed-loop integrations to automate cloud governance. Zscaler automatically enforces policies to block usage of risky cloud apps as defined within the McAfee Skyhigh Security Cloud.
- Phantom’s integration with Zscaler allows for the automation of incident response processes to ensure risk management is both effective and timely.
- Anomali integration enables customer-specific threat intelligence to be used effectively and automatically along with Zscaler URL filtering and bulk URL recategorization, to proactively defend against targeted attacks.

Together, Zscaler and its partners are delivering comprehensive solutions that protect enterprises far more effectively than solutions available from any single vendor.

Supporting quotes from new SD-WAN partners:

Aruba, a Hewlett Packard Enterprise company: “Implementing security policies that deliver a seamless experience for branch users accessing the Internet and SaaS applications has historically been a challenge for IT because of the complexity of VLANs and access control in dynamic environments,” said Michael Tennefoss, Aruba’s Vice President of Strategic Partnerships. “Working in collaboration with Zscaler we’ve addressed these issues with features like IKEv2-based traffic tunneling, context-aware user role-based redirection, and deep packet inspection of Zscaler tunnels including Internet-bound flows based on configured policy. And we’ve accomplished this with minimal latency by tunneling branch Internet-bound traffic via the closest Internet exit to Zscaler’s data centers. The result is a best-in-class user experience with flexible policy-based security that can be easily set-up, managed, and modified without burdening IT.”

CloudGenix: “With AppFabric, customers are empowered with agility to operate and manage their WAN using business terms, enabling transparent deployment of Internet connectivity, confident integration of cloud and SaaS, and the best application experience possible to drive productivity as well as new, immersive customer experiences,” said Vijay Sagar, VP of Product Management. “We’re ecstatic to partner with Zscaler to bring a consistent security and threat prevention perimeter to every location in the enterprise. AppFabric and Zscaler combined provides customers with the most agile, secure WAN architecture available today.”

LANCOM Systems: “We are excited to team up with Zscaler in securing WAN connections of today’s cloud-first, globally distributed enterprises by providing a secure software-defined perimeter for local internet breakouts,” said Christian Schallenberg, LANCOM CTO and Member of the Management Board. “LANCOM enables SDN across all active components in a network, i.e. routers and gateways (WAN), switches (LAN) and Wi-Fi access points, via one single, central platform: the LANCOM Management Cloud. This hyper-integrated approach allows enterprise customers to benefit from material cost and time reductions in setting up, managing and monitoring even the most complex network architectures, whilst gaining maximum agility.”

128 Technology: “As enterprises move their applications and infrastructure to the cloud, they are increasingly hampered by antiquated, overburdened, hardware-centric approaches to routing,” said Andy Ory, CEO of 128 Technology. “Enterprises need a fundamentally different approach, relying on service-centric networks that are more secure and help drive business growth. Partnering with Zscaler gives us an opportunity to reach a broad range of enterprises that are turning to SD-WAN-enabled networks and seek an integrated solution to securely move their business to the cloud, while saving bandwidth from tunneling overhead.”

Supporting quotes from security partners:

Anomali: “Anomali gives enterprises visibility into the threats targeting their environments, understanding those threats, and knowing clearly how to respond,” stated Chief Executive Officer, Hugh Njemanze. “By combining this insight with Zscaler’s award winning product suite, this partnership will enhance an organization’s current security posture. We are excited to partner with Zscaler to bring positive change to the ever-changing security landscape.”

McAfee: “At McAfee, we aim to create a world where security accelerates business. To realize the business innovation and growth offered by the cloud, companies need to make sure that their data in any cloud service is secure. The API integration of McAfee Skyhigh Security Cloud with Zscaler will enable customers to protect their data in any cloud service by gaining comprehensive and granular visibility into cloud usage and risk and automating the enforcement of granular governance policies,” said Rajiv Gupta, Senior Vice President of the Cloud Security Business Unit, McAfee.

Okta: “Security in today’s increasingly mobile and cloud world means connecting the right user, to the right application, at the right time. By working closely with Zscaler, our joint customers can readily mobilize their users to accomplish their missions with seamless collaboration and best-in-breed security,” said Ernesto Tey, Vice President, Global Strategic Alliances, Okta.

Zscaler quote:

“We are excited about welcoming these leaders into Zscaler’s expanded partner ecosystem and our continued innovation with existing partners,” said Punit Minocha, VP of business and corporate development. “This growth is a testament to the recognition from customers and partners that Zscaler is an essential vendor in enterprise networking, and our collaboration with industry-leading solutions enables us to provide proven and certified solutions that meet specific customer needs.”

Zenith Live

Information on the conference agenda and keynote speakers can be found here. Information on the streaming sessions of the keynote and general sessions can be found here.

About Zscaler

Zscaler enables the world’s leading organizations to securely transform their networks and applications for a mobile and cloud-first world. Its flagship services, Zscaler Internet Access™ and Zscaler Private Access™, create fast, secure connections between users and applications, regardless of device, location, or network. Zscaler services are 100% cloud delivered and offer the simplicity, enhanced security, and improved user experience that traditional appliances or hybrid solutions are unable to match. Used in more than 185 countries, Zscaler operates a multi-tenant, distributed cloud security platform that protects thousands of customers from cyberattacks and data loss. Learn more at zscaler.com or follow us on Twitter @zscaler.

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