



Zscaler Announces Summit Partner Program

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Focused Investment in Partner Ecosystem to Further Fuel Customer Success in Secure Digital Transformation

SAN JOSE, Calif.--(BUSINESS WIRE)--Feb. 25, 2020-- [Zscaler, Inc.](#), the leader in cloud security, today announced the new [Zscaler Summit Partner Program](#). The new program is designed to help customers and prospects achieve secure digital transformation through the Zscaler Cloud Security Platform by fostering tighter collaboration with partners. The program will create long-term partner growth by expanding opportunities, improving incentives, and providing the training partners need in order to become trusted advisors who help customers accelerate their digital transformation journey.

Succeeding in a mobile and cloud-first world goes far beyond selecting the right cloud service and implementing it. The Zscaler Summit Partner Program takes a more focused, merit-based approach to partner enablement by rewarding partners who technically invest in our joint customers' digital transformation. Zscaler partners must be capable of architecting a solution for customers that supports the changing needs of the modern world and establishes the connection between Zscaler and key alliance partners like CrowdStrike, Microsoft, Silver Peak Systems, and more.

A select set of partners will be invited to the Zscaler Concierge Service, which will grant unprecedented access to Zscaler internal teams and resources. This service will give partners the same world-class training Zscaler uses in customer success, customer experience, pre-sales engineering, and sales enablement to ensure Zscaler partners can make our customers as successful as possible.

"An increasingly distributed workforce, plus the prevalence of cloud and mobile-first strategies, are posing new challenges for security," said Dan Adamany, CEO of AHEAD. "We're excited to accelerate our partnership with Zscaler and help our shared customers integrate a new model of security into their digital transformation efforts."

"Zscaler was the first to market as a true born in the cloud solution in the Secure Access Service Edge space and that is resonating with our clients. We look forward to building a stronger partnership with Zscaler and appreciate their leadership team's focus on revitalizing their channel program to fuel our mutual growth," said Rich Fennessy, CEO of Trace3.

Zscaler is also simplifying channel enablement for new partners who are building their technical excellence with three new tiers - Base Camp, Alpine, and Zenith - to incentivize channel partners to gradually expand their technical expertise, go-to-market excellence and customer success. New partners will be able to work with Zscaler and find all the support they need through a partner portal with self-service across all facets of an opportunity from deal registration to enablement.

"In order to capitalize upon digital transformation, organizations must move applications to the cloud, transform their networks to support the cloud apps, and then transform security to protect the business. The Zscaler Summit Partner Program is designed to train and reward our most strategic partners to drive this success hand-in-hand with our customers," said Al Caravelli, Vice President of Global Alliances and Channels at Zscaler. "By focusing on partners who deeply invest in our customers' success, we can train them the same way we train our own employees while also launching the more traditional self-service model for additional partners."

Organizations that want more information on the [Zscaler Summit Partner Program](#) can visit the Zscaler website.

About Trace3

Trace3 is the premier technology consulting and solutions provider for enterprise and commercial clients. Trace3 empowers executives and their organizations to keep pace within the corporate IT landscape through the transformative power of Innovation. Trace3 provides access to emerging tech from Silicon Valley along with elite engineering that drives end-to-end solutions in cloud, data intelligence, security, and the data center. For more information, visit www.trace3.com.

About Zscaler

Zscaler (NASDAQ: ZS) 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 percent cloud-delivered and offer the simplicity, enhanced security, and improved user experience that traditional appliances are unable to match. Used in more than 185 countries, Zscaler operates a multi-tenant distributed cloud security platform, protecting thousands of customers from cyberattacks and data loss. Learn more at zscaler.com or follow us on Twitter [@zscaler](#).

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Tom Stilwell
Vice President, Global Communications
press@zscaler.com

Source: Zscaler, Inc.

Tom Stilwell
Vice President, Global Communications
press@zscaler.com