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Efficiency in Government Delivered with Zero Trust Network Architecture

Reduce costs, accelerate system modernization, and enhance security

Introduction

Government agencies are facing significant challenges stemming from outdated network infrastructures that are costly, inflexible, and unfit for the demands of modern government IT environments. Reliance on systems like MPLS circuits, MTIPS (Managed Trusted Internet Protocol Service), and other hardware-heavy traditional solutions are high cost to the government while providing slow, poor-performing network connections for supporting the mission of the agency. This at a time when agencies are tasked with being more agile and doing more with less, and in light of recent attacks like Salt Typhoon by foreign nation states that leverage these older platforms to conduct their campaigns.

Government modernization initiatives, including those led by the Department of Government Efficiency (DOGE), emphasize the importance of reducing IT costs and transitioning to agile, cloud-scalable, zero trust architectures to improve operational outcomes. By decommissioning costly legacy MTIPS/TIC/WAN circuits and moving to modern, scalable solutions, agencies can drastically cut expenses, improve workforce productivity, and mitigate cybersecurity risks.

Now is the time to rethink government connectivity and security——and Zscaler is here to help.

The High Cost of Legacy Networks

Traditional network architectures like MPLS and older TIC 2.0 platforms are increasingly incompatible with meeting cloud-first missions. These legacy systems:

- Impede workforce productivity with slow, outdated pathways to applications and data
- Expose agencies to evolving cybersecurity risks by failing to adequately inspect encrypted traffic or address sophisticated threats
- Strain IT budgets, forcing agencies to pour resources into maintaining expensive circuits and aging hardware instead of modernizing

Consider the financial impact agencies are currently facing:

- **$90** million annually in MPLS circuit costs (and rising)
- **$306** million over 12 years for outdated enterprise infrastructure
- **$50** billion over 15 years on traditional government-wide connectivity solutions

Because of the reliance on legacy private networks, many agency offices do not have connectivity to the Internet that meets the FCC minimum standard of broadband access of at least 100Mbps. For those that do meet the minimum, they pay excessively for the private network circuits.

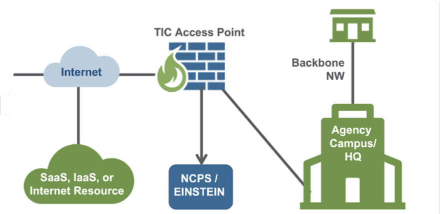
In addition, when the Government shares offices with other agencies, such as in Federal buildings, each agency within the building contracts out for their own network connectivity. This results in multiple redundant circuits in the same building, one for each agency. Oftentimes when different bureaus, components, or departments within the same agency share the same building, they each also contract for their own circuit resulting in one cabinet agency paying 2, 3,4, or more times for the same network.

These inefficiencies represent a critical opportunity for transformation. By phasing out obsolete systems, agencies can deliver on their mission goals faster, cheaper, and more securely.

Journey from TIC 2.0 to Zero Trust Architecture (ZTA)

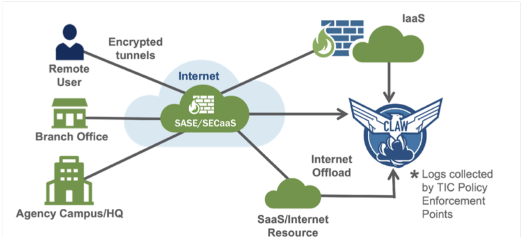
TIC 2.0 – Traditional TIC/Managed Trusted Internet Protocol Service (MTIPS)

- Acceptable architecture to meet TIC 3.0 requirements
- Defined by the Traditional TIC Use Case
- Provides perimeter security by funneling all incoming and outgoing data through TIC Access Points



TIC 3.0 —Secure Access Service Edge (SASE)/ Security Service Edge (SSE)

- Acceptable architecture to meet TIC 3.0 requirements with greater flexibility than traditional TIC2/MTIPS model to account for multiple and diverse architectures rather than single perimeter approach
- Zero Trust Network Access (ZTNA) provided through policy enforcement parity with TIC Access Point



Why Zscaler Is the U.S. Government's Trusted Network Partner

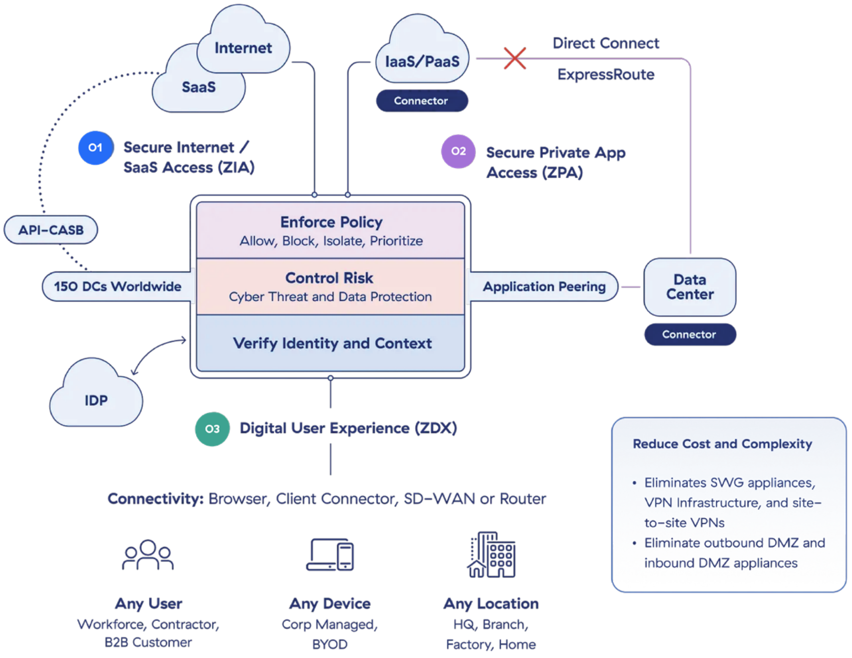
Zscaler is already a proven partner for government organizations navigating modernization efforts. As the industry's leading Cloud Security Service Provider, Zscaler is trusted by 14 of 15 cabinet-level agencies including DHS, DOJ, and GSA, to secure networks, simplify operations, and deliver cost savings. We are securing millions of users across hundreds of institutions at all levels of government.

Zscaler's zero trust architecture eliminates the need for expensive legacy hardware and private circuits, enabling agencies to transition seamlessly to scalable, cloud-based solutions.

How Zscaler Transforms Government Networks

- **Significant cost savings:** Replace expensive private MPLS circuits with high-speed ISP connections and eliminate legacy point products for drastic reductions in IT spend.
- **Improved Performance:** Agency offices get improved high-speed broadband connections like users except at their home to deliver the mission of Government faster and more efficiently.
- **Zero trust cybersecurity at scale:** Protect agency data with real-time encrypted traffic inspection that blocks visibility from compromised ISPs and neutralizes emerging threats, while maintaining privacy and control.
- **Cloud-optimized scalability:** Move away from rigid telco-managed hardware and embrace flexible, software-defined solutions that scale with evolving mission needs. Our partnerships with industry leaders like CrowdStrike and Okta further extend security and operational capabilities.

Zscaler for Users comprises three areas of functionality to reduce risk, improve productivity, and lower cost and complexity.


Internet
SaaS
IaaS/PaaS
Connector
Direct Connect
ExpressRoute
01 Secure Internet / SaaS Access (ZIA)
02 Secure Private App Access (ZPA)
API-CASB
Enforce Policy
Allow, Block, Isolate, Prioritize
Control Risk
Cyber Threat and Data Protection
Verify Identity and Context
150 DCs Worldwide
Application Peering
Data Center
Connector
IDP
03 Digital User Experience (ZDX)
Connectivity: Browser, Client Connector, SD-WAN or Router
Any User
Workforce, Contractor, B2B Customer
Any Device
Corp Managed, BYOD
Any Location
HQ, Branch, Factory, Home
Reduce Cost and Complexity
• Eliminates SWG appliances, VPN Infrastructure, and site-to-site VPNs
• Eliminate outbound DMZ and inbound DMZ appliances

01 Secure Internet & SaaS Access (ZIA)

Provide users with fast, secure, and reliable internet and SaaS access while protecting against advanced threats and data loss.

02 Secure Private App Access (ZPA)

Connect users seamlessly and securely to private apps, services, and OT devices with the industry's only next-gen zero trust network access (ZTNA) platform.

03 Digital User Experience (ZDX)

Monitor digital experiences from the end user's perspective to optimize performance and rapidly fix application, network, and device issues.

Agency Success Stories: Proven ROI with Zscaler

Government organizations that have adopted Zscaler's zero trust platform report measurable improvements in costs, security, and efficiency. These outcomes help agencies not only meet their own IT modernization goals but also provide critical data points to justify optimization initiatives to DOGE and other oversight bodies.

Results Delivered Across Government Missions:

- **85% reduction in security gaps** through advanced threat detection and encrypted traffic inspection.
- **50% faster onboarding,** enabling secure access to mission-critical systems in half the time.
- **50% reduction in labor support costs** by simplifying operations and decommissioning legacy hardware.
- **Increased workforce productivity** through enhanced connectivity with faster, more reliable network performance.
- **Savings of $306 million over 12 years** by implementing scalable zero trust solutions.
- **Tens of millions saved annually** by eliminating MPLS circuits in favor of cost-efficient ISP connections.

These transformations demonstrate how Zscaler's cloud-native solutions are directly aligned with the operational imperatives for modernization, optimization and cost reduction.

Aligning with the DOGE's Mission with Data-Driven Outcomes

The Department of Government Efficiency (DOGE) has encouraged agencies to take a hard look at legacy IT infrastructure. As the team evaluates opportunities to streamline spending on infrastructure, decommission outdated circuits, and transition to cloud-first environments, Zscaler has emerged as a trusted partner in providing the tools and proven ROI that government IT leaders need to meet DOGE's guidelines.

How Zscaler supports government IT leaders and DOGE goals:

- **Reduced costs across networks:** Phasing out MPLS and other private circuits allows agencies to save tens of millions in IT spending while improving connectivity and performance.
- **Enhanced cybersecurity:** Zscaler's zero trust architecture eliminates security bottlenecks by inspecting encrypted traffic in real time, protecting agencies from ISP compromise or data breaches.
- **Increased agility for the government's workforces:** Modern, high-speed internet-based solutions improve productivity and help agencies meet today's mission-critical demands.
- **Reduce Complexity:** Eliminate or reduce legacy point solutions with modern, highly integrateable cloud-based solutions.

By equipping government CIOs, CTOs, and IT decision-makers with actionable data and well-documented savings, Zscaler enables them to present clear, compelling cases to DOGE and other stakeholders—including CFOs and mission leaders.

The Secure, Simplified Path to Government IT Modernization

The transition to modern, zero trust network architectures is critical to optimizing operations, improving security, and meeting the demands of cloud-first government workforce connectivity. By embracing Zscaler's FedRAMP authorized solutions, government institutions are better positioned to modernize their infrastructure for a more secure, efficient, and productive future.

Now is the time to act: modernize agency connectivity, eliminate legacy infrastructure costs, and deliver better outcomes for citizens and your workforce. Contact us today to learn more about transitioning your agency's legacy systems to Zscaler's zero trust platform.

zscaler™ | Experience your world, secured.™

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**.