

CASE STUDY

Manufacturing (Automotive Supplier)

Headquartered in Michigan, USA, this global, multi-billion dollar automotive supplier manufactures and markets high-performance systems and components for the automotive industry. The company employs about 20,000 people in over 70 locations spread across 18 countries.

The Challenge

With an increasingly mobile global workforce, ensuring security and applying uniform policy across all users and devices was a critical need. Historically, the company was using two on-premise solutions (Websense and a Squid Linux service) both of which were nearing the end of their contract periods. The company wanted to consolidate the two solutions, and define a consistent global security standard that could be applied across all employees irrespective of locations.

The Solution

The company initially considered on-premise, hybrid and cloud based solutions. After looking at the management overhead, functionality and support capabilities of the three alternatives they decided that a cloud-based solution was the best option. *“A cloud based solution enables us protect all users with one solution, whether they are in our offices or outside our company network. We also didn’t want the costs and management overhead of managing a hybrid environment anymore,”* said the company’s IT Infrastructure Manager.

The company then began evaluating four vendors ranked “Leaders” in Gartner’s Magic Quadrant for Secure Web Gateway - Zscaler, Websense, Cisco ScanSafe, and Blue Coat. The IT team developed detailed evaluation criteria including:

- » Coverage: What is the solution provider’s cloud footprint, specifically in the countries where the company conducted business? Does the solution provider ensure high availability? Does the coverage include on premise and remote users as well as mobile devices?
- » Security and Web 2.0 functionality: Does the solution provide comprehensive security features including protection against advanced threat? Does it provide granular control for Web 2.0 applications like YouTube and social networking sites?
- » Usability: Is the solution integrated with Active Directory and single sign-on solutions? How easy is it to use – both for the IT team and for the end user?
- » Reporting: Does the solution provide comprehensive reporting across all users and devices? Specifically, does it provide easy access to reports required by different teams including HR?

THE CHALLENGE

- Establish and enforce a global policy for internet access
- Provide secure access to the internet for all employees
- Ensure uniform coverage for the growing number of remote users, and mobile devices

SOLUTION EVALUATION

- Cloud based web proxy solution with high availability
- Advanced threat protection, Web 2.0 controls, and reporting functionality

THE ZSCALER DIFFERENCE

- Uniform coverage across on-premise and remote users
- Enhanced end user experience
- Simple deployment; reduced IT overhead

Blue Coat and ScanSafe were quickly eliminated because their solutions required agents, which entailed additional overhead. The company then did a head-to-head comparison of the Zscaler Solution with Websense Cloud service, and Zscaler emerged as the winner. *“Zscaler overall best fit our needs,”* explained the IT Infrastructure Manager. *“It offers better support for mobile devices than the competition, and also provides cost effective pricing”*

The Zscaler Difference

The automotive supplier started its global deployment of Zscaler in Europe beginning with its offices in France and Italy. *“We have been very happy with the Zscaler solution,”* reported the IT infrastructure manager. *“Any issues that arose during implementation were solved to our satisfaction, which is exactly what you want from a security solution. Everything is working as expected.”*

Cost Effective Solution

Zscaler proved to be far less expensive than the company’s two prior security solutions. *“The price of the Zscaler solution is very competitive, and the licensing model is very flexible,”* the IT Infrastructure Manager stated. Additionally, Zscaler simplified ongoing IT operations thus freeing up IT resources to focus on more strategic projects. *“Zscaler is simple to manage and has made our security operations more efficient,”* noted the IT Infrastructure Manager.

Robust Security Coverage

With Zscaler, the company is able to ensure a global security cover for all its users. *“We now have centralized security and access policies for all of our locations worldwide, covering both on-premise and remote users. It doesn’t matter if our employees are on mobile devices, or even if they are directly accessing cloud applications and social media,”* explained the IT infrastructure manager. *“The centralized policies and unified control makes our environment much more secure”.*

Enhanced User Experience

The Zscaler solution provided easy integration with the company’s existing applications. Users now go directly to the Internet, without needing to backhaul to a central location *“Internet access faster, user experience is better, thus improving employee productivity.”* noted the IT infrastructure manager.

“With Zscaler, our Internet traffic goes out straight from our remote locations – not through our central location like in the past. This provides a much better user experience for our remote workers”

– IT Infrastructure Manager

About Zscaler






Zscaler is transforming enterprise networking and security with the world’s largest Direct-to-Cloud Network, which securely enables the productivity benefits of cloud, mobile and social technologies without the cost and complexity of traditional on-premise appliances and software. The Zscaler Direct-to-Cloud Network processes daily more than 10 billion transactions from more than 10 million users in 180 countries across 100 global data centers with near-zero latency. Learn why more than 4,000 global enterprises choose Zscaler to enable end-user productivity, enforce security policy and streamline WAN performance. Visit us at www.zscaler.com.

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