zscaler™ | **Cloud Collective**

Customer Content Highlights

A compilation of top-performing success stories

Customer Advocacy releases 100+ case studies, videos, media articles & blogs a year across industries, all approved to share externally! Each quarter, we collect the most impactful assets to help you accelerate opportunities in motion through the power of real-world peer examples. See for yourself—select a quarter below.

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Customer Success Stories for Q4

Customer Advocacy Newsletter

Your quarterly dose of fresh customer content

Welcome to the latest edition of the Customer Advocacy Newsletter! Did you know that in the past three months, 29 new public–facing customer story assets have been published? Read on for highlights and resources to help you find real–world stories to help you end Q4 with a bang!

NEW RESOURCE

Customer Advocacy Hub

Introducing the Customer Advocacy Hub: an interactive PDF where the universe of customer advocacy content is at your fingertips. Bookmark this resource so you can easily access all the public–facing and internal content available to help you incorporate the customer voice into all that you do.

FEATURED IT HERO

Ankit Agarwal from Encora

When most of Encora's 10,000+ users went remote, legacy firewall and VPN appliances couldn't offer the speed or scale to protect them anymore. To ensure business continuity and strengthen cybersecurity, our newest IT Hero Ankit Agarwal chose the cloud native, proxy–based architecture of the Zscaler Zero Trust Exchange.

→ READ MORE

In Q2, we published the first–ever digital Zscaler IT Heroes Comic Book! To continue bringing our customers' voices to life, we've created a physical version of the series. Attendees at Public Sector Summit and RSA are loving it! Next stop for the series: Zenith Live!

Latest Case Studies

NYC Public Schools
Securing Internet and Private Application Access for Over 1 Million Users
→ READ MORE

CAPITEC
Choosing Cloud–Delivered Zero Trust to Replace Legacy VPN
→ READ MORE

probeX
Processing Billions of Transactions and Blocking Millions of Threats at Scale
→ READ MORE

VIDEO SPOTLIGHT

Micron Technology

With 11 manufacturing plants, multiple customer labs and global operations, Micron Technology needed a cloud–based solution that could scale and extend to all those locations as well as employees, suppliers, and customers.

Hear from Chris Harlow, Sr. Technical Manager of IT Security and Nitin Negi, Sr. Manager of Cybersecurity Engineering and Operations at Micron Technology, on how the company leverages Zscaler zero trust to provide a consistent, safe user experience, reduce cyberattacks by a significant margin, and lower operational costs and overhead.

WATCH VIDEO

→ WATCH VIDEO

Guest Authored Blogs

CUSHMAN & WAKEFIELD
Cushman & Wakefield's Roadmap for Consolidating and Simplifying Security with Zscaler
→ READ MORE

OKLAHOMA
How Zscaler's Powerful Integrations Help the State of Oklahoma Efficiently Do More with Less
→ READ MORE

zscaler
Trailblazing Heroes Lead the Charge in Secure Digital Transformation
→ READ MORE

Hot Off the Presses

■ **17 Million Cyberattacks A Day: How Oklahoma Stops 99% of Them**
featuring Michael Toland, CISO at State of Oklahoma
READ ROUTE FIFTY ARTICLE

■ **Zscaler finds enterprise AI adoption soars 600% in less than a year, putting data at risk**
featuring Alex Philips, CIO at NOV
READ VENTUREBEAT ARTICLE

■ **The Future of Cybersecurity is Fighting AI with AI**
featuring Darin Hurd, CISO at Guaranteed Rate
READ THE ECONOMIST ARTICLE

■ **Zero Trust bei Krannich Solar**
featuring Alexis Ladas and Benedikt Hermann, IT Managers at Krannich Solar
READ SILICON ARTICLE

■ **Hosokawa Alpine setzt Cloud–First–Strategie um**
featuring Alexander Kiffe, Operations Director IT at Hosokawa Alpine AG
READ CIO.COM ARTICLE

Does your customer champion have an amazing Zscaler journey? Nominate them for customer advocacy opportunities or encourage them to swing by the Gartner Peer Insights booth at Zenith Live in Vegas. We want to meet them and help elevate their story!

Your customer's success story, secured.

NOMINATE A CHAMPION

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Customer Advocacy Newsletter

New Success Stories to Kick Off Q3

Your Quarterly Dose of Fresh Customer Content

It's the newest edition of the Customer Advocacy Newsletter, your one-stop shop for highlights on the global Customer Success Stories we've released over the last three months!

NEW

IT Hero Digital Comic Book 🦸

The first-ever Zscaler IT Heroes comic book is here! Our customers are the "heroes" of their organization's digital transformation in 12 vividly illustrated stories, each one a compact retelling of the customer's zero trust security journey with a link to the full case study.

These comics were created to honor our customers in a fun and unique way, offer their peers potential solutions, increase traffic to zscaler.com, and drive revenue for Zscaler. Ultimately, they bring our customers' voices to life and can help create buzz about Zscaler in the marketplace.

CLOUD COLLECTIVE

REAL-WORLD JOURNEYS OF IT HEROES

Latest Case Studies

wipro	düsseldorf magdeburg	guaranteed Rate
Blocking advanced threats at scale, bolstering user productivity	Replacing legacy VPN to enable an efficient, modern hybrid workplace	Leveraging a cloud-based zero trust architecture
View Success Story	View Success Story	View Success Story

Video Spotlight

When the world shifted to remote work, Ramsay Health Care needed to find a way to offload their on-premises appliances in favor of a more flexible and secure cloud solution. Today, the company leverages the Zero Trust Exchange to not only keep patient data secure, but also deliver seamless digital experiences wherever users are located.

Watch this video with Julian Zelones, Manager of Security Engineering at Ramsay, to learn what made Zscaler the company's clear choice.

zscaler

Ramsay Health Care

Guest Authored Blogs

zscaler	cebu pacific	zscaler
How the Four Pillars of Zscaler lead to successful customer outcomes	Cebu Pacific Air secures hybrid work with Zero Trust	Immortalizing the heroic journeys of Zscaler customer advocates
Read now	Read now	Read now

Featured IT Hero 🏆

Deneen DeFiore, VP & CISO at United Airlines, dropped her legacy VPN and firewall baggage. Now, Zscaler secures United's 80,000+ hero characters, as well as its entire technology ecosystem, and helps the company deliver industry-leading travel experiences—and the sky's the limit! Watch the full story.

Hot off the Press

- Zscaler Unveils AI-Powered Analytics Across Cyber Risk, Digital Experience, SaaS Usage, And Workplace Trends
- Zscaler Announces Industry-First Zero Trust Innovations To Secure Workloads and Cloud VDI
- Venture Beat: How Enterprises Are Using Gen AI To Protect Against ChatGPT Leaks
- Zscaler Introduces Industry's First Zero Trust SASE, Built On Zero Trust AI

Why stop here? Head to our Customer Stories Library to see all the inspiring examples of how organizations worldwide have partnered with Zscaler to become more efficient, resilient, and secure.

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Your customer's success story, secured.

Nominate Champion

zscaler | Cloud Collective

Customer Advocacy Newsletter

New year, new customer success stories

Ring in 2024 with the latest customer success stories

Welcome to the Zscaler Customer Advocacy Newsletter! We're kicking off 2024 by showcasing the latest and greatest content from our #ZCloudCollective customer advocates.

NEW

New Asset: Customer Infographic

Our customers' success stories are a powerful competitive differentiator. Why not have them do the selling for us?

The Benefits of Zscaler According to Customers highlights compelling stats straight out of our success stories, aligned to our four pillars: cyberthreat protection, data protection, business analytics, and zero trust connectivity. It should be a useful tool across all marketing functions to help accelerate sales cycles and generate more pipeline. Commit these proof points to memory!

Explore the stats and get the full infographic

WATCH

Featured IT Hero 🦸

It's a bird … it's a plane … it's Ash Surti, Chief Digital and Information Officer at Colt Technology Services—our latest IT Hero honoree!

Proxy appliances leave blind spots around encrypted threats, and deploying them can take 18 months or more. Ash Surti and his team at Colt Technology Services knew their business couldn't wait that long.

They deployed the Zero Trust Exchange in just three months —83% faster than their legacy proxy. Now, they get the best of both worlds: a robust security architecture and a superior experience for users, anywhere. Read the full case study.

Latest Case Studies

encora ❋

Blocking threats at scale and improving cybersecurity posture

Read now

mimecast

Increasing business growth and productivity with Zscaler

Read now

AMN Healthcare

Protecting sensitive patient data

Read now

Video Spotlight

With the extreme sensitivity of data in their industry, financial services and insurance companies must ensure their users and data are safe from threats at all times. Learn how Liberty Mutual leverages the Zero Trust Exchange to deliver the most comprehensive protection and an exceptional user experience, anywhere. Watch the video.

WATCH

Guest Authored Blogs

CEnet ⚓

Zscaler helps CEnet transform online learning in Australia

Read now

colt

Exceptional customer experiences begin at home

Read now

SOUTHWEST GAS

How to prepare for a successful Zscaler deployment

Read now

Hot off the Press

- Smarter Government: How New Jersey Courts Began A Journey To Zero-Trust Security
- The 4 Pillars Of The Zscaler Zero Trust Exchange: Customers Share Their Successes
- Why Gen Z Have Become Part Of Lendleases' Plan To Get Workers Back To The Office
- 10 Questions To Ask About Secure Service Edge (SSE)
- Zscaler Partners With Imprivata And CrowdStrike To Announce New Zero Trust Security Solution For Healthcare Organizations

Can't get enough of our great content? You're in luck! Our extensive Customer Stories Library contains inspiring examples of how companies worldwide are partnering with Zscaler to simplify and accelerate their zero trust journeys.

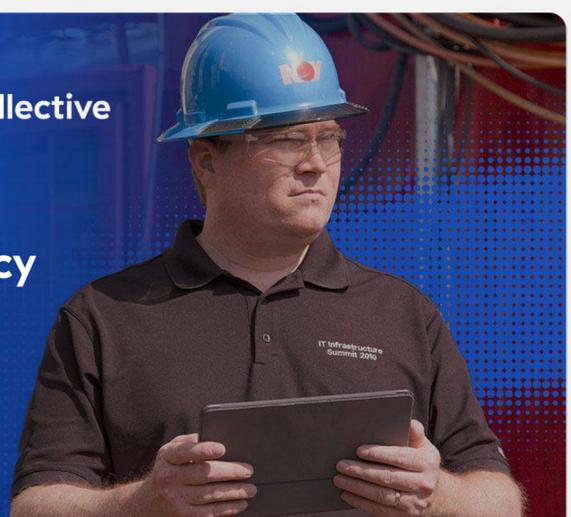Reach new heights with the
Cloud Collective Customer Advocacy Program

Nominate Customer

zscaler | Cloud Collective

Customer Advocacy Newsletter

New Customer Storytelling

Your quarterly dose of customer content!

We have some exciting new customer stories to share and much more! Learn how our global customers leverage the Zscaler Zero Trust Exchange to solve real-world business problems, and what results they achieved. Utilize these stories for your Q3 opportunities.

NEW

Featured Illustrated Case Study

Did you know many of our customers still have traditional security infrastructures, including multiple VPNs, that make the environment complex for both users and IT? We provide secure, effortless work-from-anywhere access to users, including developers and employees of newly-acquired companies.

Learn how Michael Jacobs at Mindbody is **utilizing the Zero Trust Exchange to uplevel security, experiences, and M&A.**

Case Study Slides

With a library of more than 150 approved customer case study slides, leverage storytelling from our customers for meetings and presentations. Search by region: AMS, APJ, and EMEA.

Pro tip: Search keywords such as: "secures connections, lowers cost, AWS" and much more.

Latest Case Studies

Explore our newly-designed Customer Page to learn how we're helping businesses solve critical problems with our Zero Trust Exchange platform. Today's spotlight is Mercury Financial: elevating security posture, maintaining compliance, increasing efficiency, and securing workloads on AWS cloud.

Guest Authored Blogs

MERCURY FINANCIAL

Hydro

NOV

Zscaler and CrowdStrike Integration Protects the Whole Picture

In Our Modern Workplace, Security, and Sustainability Go Hand in Hand

Are You Missing a Critical Component in Your Zero Trust Approach?

Read now

Read now

Read now

Hot off the Press

- Women's Tennis Association Selects Zscaler to Accelerate Secure Digital Transformation
- Encora: Winning Customer and Employee Trust in Uncertain Times
- Zscaler Enhances SSE Solution With Advanced Cloud Resilience Capabilities
- Winners of TMCnet's Zero Trust Security Excellence Awards for 2022 Announced
- New Jersey IT Company Explains Importance of Cybersecurity
- RSA 2023- Zscaler Expert 1:1 & Executive Meetings
- Zenith LIVE is Coming!

Zscaler Cloud Collective – Customer Advocacy Program

We want to hear about your happy and successful customers! The Cloud Collective Program gives you the opportunity to partner with us, nominate customers, and provide introductions so we can showcase our "customer voices" and celebrate their innovation and thought leadership.

Have feedback on what you'd like to see in future newsletters? Please send your comments to customeradvocacy@zscaler.com.

Reach new heights with the Cloud Collective Customery Advocacy Program

Nominate Customer

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Customer Advocacy Newsletter

Q2 Success Stories

Your quarterly dose of fresh customer content

Welcome back to Zscaler's Customer Advocacy Newsletter, Q2 edition! Your one stop shop to browse through all of our latest and greatest customer testimonials.

NEW

Featured Illustrated Case Study

Did you know that traditional VPN services create backdoors, allowing threats to enter and bad actors to move laterally? With Zscaler, employees and users connect directly to the applications they need, never the network, making sensitive data and critical applications undiscoverable to external threats. Learn how Matt Ramberg, VP of IT at Sanmina leverages Zscaler to reach their zero trust goals.

Case Study Slides

Gearing up for your next meeting with a customer or prospect? Browse our catalog of 100+ externally approved customer case study slides to add to your presentation.

Pro tip: You can search the entire deck for keywords such as *"reduce cost, improve user experience, AWS"* and much more to find exactly what you are looking for.

Latest Case Studies

MOL Group Accelerates Expansion and Maturity

View Success Story

Verisk Increases Modern Workplace Productivity

View Success Story

Protegrity Boosts Its Protection of Billions of Users' Data

View Success Story

Video Spotlight

Hear from Ken Collins, Sr. Dir. of Information Security at Sunbelt Rentals, about how the Zscaler Zero Trust Exchange delivers a centralized policy framework that ensures secure access for mobile devices, servers, and workstations anywhere.

WATCH

Guest Authored Blogs

Three Ways Zscaler Protects Organizations from Data Loss

Read now

How Mobility ADO Battles the Bad Guys with AI-powered Threat Detection Technology

Read now

Porsche Informatik Modernizes Europe's Largest Automotive Retail Group with Zscaler

Read now

Hot off the Press

- Zscaler's longest standing customer, the Arc Mid-Hudson, advances security capabilities for mobile healthcare workers and patient data
- Zscaler achieves carbon neutral status and establishes new goal to reach net zero by 2025
- CSO Online: How SSE became a critical component of the New Jersey Judiciary's strategic roadmap
- Zscaler advances enterprise data security with industry-first zero configuration data protection

Are you in search of even more customer proof points? Check out our redesigned Customer Page to view all of our success stories by industry, region, product, solution and more!

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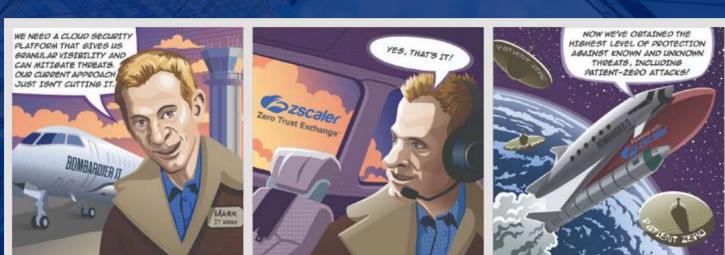# Customer Advocacy Newsletter

New success stories
to kick off Q1

Your quarterly dose of fresh customer content

Welcome to the inaugural Zscaler Customer Advocacy Newsletter! We're
excited to showcase our new and unique Customer Success Stories in one
convenient location.

NEW

IT Hero Series

When customers share compelling success stories, others get
inspired to kick off their own zero trust journeys. To celebrate
our outstanding Customer Champions, we're introducing the IT
Hero Series, a fun set of illustrated narratives featuring our
strongest advocates. Check out our first honoree: Mark
Ferguson, CISO at Bombardier!

Latest Case Studies

Delivering the culture of
confidence in
cybersecurity

Read now

Improving security
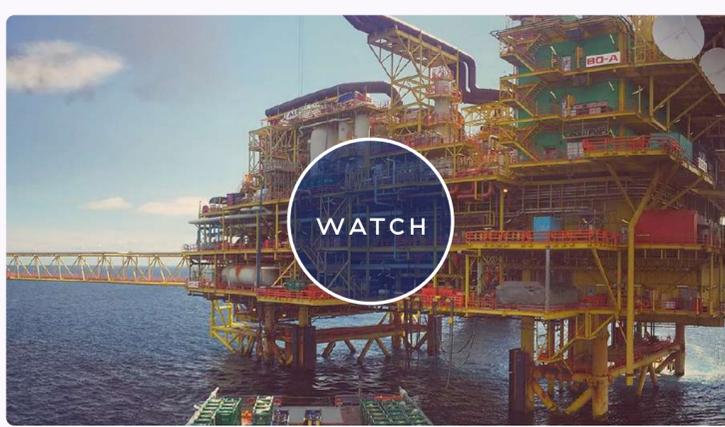posture and enhancing
user experience

Read now

Boosting enterprise data
security by over 90%

Read now

Video Spotlight

NOV, a leading supplier of technical equipment and services
for the oil and gas industry, with over 27,000 employees and
thousands of users worldwide, needed secure, reliable access
—anytime, anywhere, on any device. To improve security and
simplify IT and employee operation, NOV began their secure
digital transformation journey with Zscaler.

WATCH

Guest Authored Blogs

Lessons learned for
companies looking to
modernize security and
business

Read now

Learn 6 steps for
speeding M&As with
the Zero Trust
Exchange

Read now

How to position your
business to become a
digitized leader in your
industry

Read now

Hot off the Press

- GCN: Judiciary's zero trust foundation secures remote
access
- The Register: Mergers and acquisitions put zero trust to the
ultimate test
- Oklahoma: Zscaler platform continues to improve with new
defense and support solutions
- Zscaler launches Canberra co-located data centre
- Coats to power IT and OT security with Zscaler zero trust
exchange for industry 5.0 transformation

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extensive Customer Stories library contains inspiring examples
of how companies worldwide are partnering with Zscaler to
simplify and accelerate their zero trust journeys.

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