Our technology. Their successes.
Zscaler™ customers are innovators. They include national and global enterprises transforming their industries in everything from automobiles and food products to airwaves and energy systems. When transforming their IT environments, they came to Zscaler.

Here’s a collection of their stories.
Embracing the internet as the new network

Siemens, one of the world’s largest producers of energy-efficient, resource-saving technologies, found that, as more and more traffic was going to the internet rather than the corporate network, it needed to rethink its hub-and-spoke network architecture. To take full advantage of cloud applications like Microsoft Office 365 and platforms like Azure and AWS, Siemens made a decision to move to a direct-to-internet architecture.

With over 350,000 users and more than 30,000 contractors in 2,200 offices across 192 countries, Siemens needed a cloud technology partner with elastic, scalable technology that could accommodate constantly changing requirements. Together, Zscaler and Siemens are supporting the company’s goals of maintaining the highest security, driving down costs, and providing users with high-performance access to apps, anytime, anywhere.

How Zscaler helped Siemens transform:

- Provides a fast user experience for access to applications and workloads in the cloud
- Delivers the best security for inbound and outbound traffic from users to cloud, cloud to cloud, and Internet of Things (IoT) to cloud
- Significantly reduces costs by delivering a modern network architecture built for the cloud
- Gains much higher resiliency with state-of-the-art Zscaler cloud security gateways
With hundreds of retail and corporate locations, AutoNation, America’s largest auto retailer and a Fortune 500 company, was looking for a security solution that would apply consistent and robust protection for internet-bound traffic and the cloud. Routing all traffic through the data center was inefficient and costly, and deploying security appliances at each location would require a significant investment in hardware, a lengthy and complex deployment process, and ongoing maintenance and administration.

When faced with these choices, AutoNation sought out a cloud-based solution that would provide internet access for the retail side of the business while ensuring standardized security across all locations.

AutoNation forwards all its internet-bound traffic to Zscaler for:

- Local breakouts that provide fast and secure internet access without security appliances
- Centralized controls to ease policy management and provide visibility into all traffic
- A fast Office 365 user experience with direct-to-cloud connections
- The ability to easily add new locations and capabilities
- Protection against zero-day threats with Cloud Sandbox behavioral analysis
- SSL inspection for threats hiding in encrypted traffic

“With Zscaler, we were able to bring down our footprint to basically just a router and endpoints for 360 branches.”

Ken Athanasiou
CISO and Vice President
AutoNation
The spirit of Thomas Edison, the founder of General Electric (GE), the company embarked on sweeping change, led by GE’s CTO Chris Drumgoole. They decided to find a better way to connect GE users around the world by replacing the entire corporate network with a direct-to-internet architecture.

GE generates a third of the world’s energy, manages 90 percent of the electrical grids with its software, and powers two-thirds of all commercial aircraft with its engines. With 425,000 active users across 4,000 locations in more than 180 countries, GE processes approximately 3.5 billion transactions daily. The network had become increasingly complex and costly to maintain. Usage demands were mounting, data and applications were moving to the cloud, and the company struggled to keep pace with 50,000 cybersecurity attacks every day.

Zscaler and SD-WAN yielded dramatic results for GE:

- Identical security, whether employees are in the office, at home, or on the road
- No more wasted bandwidth and needless routing to VPNs
- Less time spent configuring command line interfaces (CLIs), creating VLANs, and changing firewall rules
- Annualized savings of as much as $30 million
- Improved performance: a 35% increase in capacity and an 80% reduction in latency

“Our users love this...Their traffic is automatically routed to Zscaler—so we’re safe, and we’re secure. We’ve ended up with a security posture that’s better than we had with a complex network and a user experience that is materially better.”

Chris Drumgoole
CTO, General Electric

There’s a way to do it better—find it. —Thomas Edison
When oil prices took a sharp dive in 2014, so did IT spending at NOV, a global provider of equipment that powers the oil industry. Faced with tough decisions, Alex Philips, NOV’s CIO and CISO, surveyed the company’s IT infrastructure and concluded that upgrading its outdated security appliances would be financially untenable, as would maintaining its legacy MPLS network. NOV began its cloud migration by adopting Microsoft Office 365 and moving internally managed applications to AWS and Azure. With SD-WAN, NOV is establishing local internet breakouts at its 635 locations in 66 countries.

Philips deployed Zscaler Internet Access™ to secure NOV’s new direct-to-cloud architecture. For fast, secure access to internal applications, he turned to Zscaler Private Access™, replacing risky and cumbersome VPN technology.

Transforming the network to stay competitive

Zscaler provides high-performance security for cloud-first NOV:

- Offers an affordable alternative to replacing costly security appliances at every location
- Provides complete security: advanced threat protection, antivirus, sandboxing, and intrusion prevention systems
- Inspects SSL/TLS to secure against threats in encrypted traffic
- Improves mobile workforce productivity and vastly reduces the need to reimagine infected endpoints
- Peers with Microsoft Office 365 to enable rapid access to applications
- Simplifies administration: centralized management console, consolidated logins, one rule set for all users

“Zscaler Private Access is a new mindset. It’s a new way of thinking about how your users access apps. For us, it’s a VPN replacement, and it keeps users off our network as a way of reducing risk.”

Alex Philips
CIO and CISO, NOV

Transforming the network to stay competitive
MAN Energy Solutions, based in Germany, is the world’s leading provider of large-bore diesel engines and turbo-machinery. The company’s engines use cloud applications and IoT technology to power large vessels at sea. To manage hundreds of vessels, MAN’s global workforce needed real-time mobile access to applications running on AWS and Azure.

MAN turned to Zscaler to help modernize its architecture, because the benefits of its cloud migration were being offset by a poor user experience, high MPLS costs, and inadequate security. Zscaler Private Access now provides anywhere, anytime access for the workforce, reducing the need for VPNs and costly MPLS tunnels. Zscaler’s zero trust model enforces stronger security by making applications invisible to unauthorized users, and provides greater control over policies and permissions.

“ We were able to implement a zero trust model [with Zscaler Private Access]...We have implemented our solution so as to reduce our attack surface and replaced traditional approaches with this modern, secure, cloud-first implementation.”

Tony Fergusson
Security Architect
MAN Energy Solutions

**Zero trust: better user experience, reduced risk**

**With Zscaler Private Access, MAN Energy achieved:**

- Double-digit percentage cost reductions by eliminating VPN and software licensing
- Improved network performance through bandwidth controls that prioritize mission-critical traffic
- Strong encryption that protects data and communications transmitted from engineers’ devices to vessels
- Two-factor authentication and granular application and policy controls for each engineer and each customer
- A vastly improved user experience with faster access to applications
- Increased visibility into applications and user activity
The first steps on a cloud transformation journey

Zscaler enables you to shift from a hub-and-spoke architecture to an agile, direct-to-internet architecture by delivering the entire gateway security stack as a service. Take the first step in your transformation journey with Zscaler.

1 | Secure
Up-level security now; make Zscaler your next hop to the internet; no infrastructure changes

2 | Simplify
Phase out point products; reduce costs and management overhead

3 | Transform
Enable local breakouts for internet traffic to deliver a better, more secure user experience
Transform to the cloud with Zscaler if you want to

- Improve security while eliminating the cost and complexity of appliances
- Deliver a fast user experience with secure local internet breakouts
- Secure SD-WAN deployments and minimize MPLS costs
- Migrate to Office 365 and public cloud services like Azure and AWS