

Reclaim Capital & Reduce Risk with Zero Trust Architecture



Embracing zero trust architecture creates a **cascading phenomenon of cost savings**.

Zscaler eliminates legacy tech debt, freeing leaders to accelerate AI adoption and M&A integration.

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On average, when compared to traditional, appliance-based, network-centric security, Zscaler customers experience:

90%

elimination of appliances

79%

of security staff time freed for value-added work

85%

reduction in successful ransomware attacks

279%

return on investment

See how these customers have achieved **economic value** in one or more of our four pillars.

- OPTIMIZED INFRASTRUCTURE COST
- REDUCED OPERATIONAL COMPLEXITY
- MINIMIZED BUSINESS RISK
- INCREASED BUSINESS AGILITY AND ENHANCED PRODUCTIVITY



Optimized Infrastructure Cost

Retire point products such as firewalls, VPNs, and costly MPLS.

>\$3M

lower networking cost

UNITED ↗

70%

legacy appliances eliminated

SIEMENS ↗

85%

reduction in costs

RODGERS ↗
Our Passion is Building™

90%

saved over legacy solutions

colt ↗

~55%

lower costs and 20K engineering hours reclaimed annually

Careem ↗



Reduced Operational Complexity

Eliminate costly appliance maintenance and point product complexity.

\$875M+

savings from transitioning 110 agencies

OKLAHOMA ↗

\$500M+

immediate savings from 10+ legacy solutions retired

ZUORA ↗

50%

lower networking costs and **hundreds** of firewalls dropped

JOHN HOLLAND ↗

>\$300M

saved and **50%** reduction in time-to-remediation

Main Line Health ↗



Minimized Business Risk

Safeguard intellectual property and corporate data by stopping threats before they strike.

\$6.5M+

annualized savings and **35x** reduction in cyber events

NOV ↗

\$4.25M

risk exposure decrease and risk remediation time cut from **days to minutes**

Inter ↗

\$2M+

annual savings from eliminating **11** point products and **85%** improved security posture

Persistent ↗



Increased Business Agility and Enhanced Productivity

Retire point products such as firewalls, VPNs, and costly MPLS.

20%

lower insurance premiums and M&A integration time reduced from **180 days to 48 hours**

BIQIVT ↗
ELEVATING SCIENCE™

\$700K+

annual savings through BYOD program

DMI ↗

>5min

for global updates (from days previously) and eliminated SVG servers across **60+** plants

SANMINA ↗

30%

surge in productivity and **multimillion-dollar** annual savings

wipro ↗

10X

reduction in help desk calls and **millions** saved by not deploying firewalls and network gear

XPO ↗

Act Fast, Stay Secure.



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.

Explore more stories from Zscaler customers

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Source: Economic Validations: Analyzing the Economic Benefits of the Zscaler Zero Trust Exchange
ESG-Economic-Validation-Zscaler-Zero-Trust-Exchange-Oct-2025.pdf