Zscaler B2B: Enabling Secure access to information for your customers and suppliers

Dhwanit Shah, Product Manager, Zscaler
So you want to provide access to B2B applications...
But…

61%

Are worried about business customers with weak security accessing private apps

Cyber Security Insiders – “2019 Zero Trust Adoption Survey”
and how do you...

Give suppliers fast, reliable access

Ensure it is agile and scalable

Make it simple to operate and cost effective
Delivering B2B Applications securely – The Legacy approach

Need to go digital because of:
- Scalability
- Agility
- Cost ($)
- Customer Experience
- Maintenance

Does this sound familiar?
Transformation Journey – “Going Digital”

- Scalability
- Agility
- Customer Experience
- Cost ($$)
- Maintenance

Diagram:
- Internet
- Supplier
- App 1
- App 2
- Transit VPC
- Firewall
- DB Connect
- Customer Traffic
Transformation Journey – “Going Digital” … the **wrong** way

You’ve solved one issue, but amplified others

- Scalability
- Customer Experience
- Agility
- Cost ($$$$$)
- Maintenance

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Transformation Journey – The Right Approach

“Going Digital” the right way:

- Scalability
- Agility
- Cost
- Customer Experience
- Maintenance
Zscaler B2B
Secure, Reliable Access to B2B Apps

How it works

1. User types in URL and redirected to their company’s IDP.

2. User portal displays private apps available to authorized user.

3. Closest connector to requested app creates inside-out TLS 1.2 encrypted tunnel over port 443.

4. Broker stitches together apps to user connection in broker location closest to user.

5. Real-time, global visibility into all user and app activity.
Comprehensive Visibility and Reporting

IT Admin Portal

Supplier Acme

Visibility

User Activity
View every log and transaction in real-time and with granular detail

Environment health
Understand connector, app and servers health
Zscaler B2B

Comprehensive Visibility and Reporting

Visibility

User Activity
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Benefits of Zscaler B2B

- **Security and Policy Enforcement**

  - **Reduced Attack Surface**
    - **No Network Access**
      Customers not brought ON your corporate network
    - **Apps are Invisible**
      Only authorized business customers can discover and access hosted applications
    - **Zero Trust Segmentation**
      User to Application Microtunnels
    - **Secure Transport over public internet**
      End to end encryption

- **User Portal**

  - Supplier Acme
  - Supplier Zenith
Benefits of Zscaler B2B

Security and Policy Enforcement

New York London Sydney

Scalability and Agility

Scale of the Cloud
Cloud security service ensures scalability across multiple datacenters

Eases Migration
Applications can be moved across clouds seamlessly
No Static IP

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Benefits of Zscaler B2B

Modernize Legacy Apps

- Modern Authentication
  - Single Sign-On (SSO)
  - Experience

- HTTPS over the Internet
  - HTTP-based web-apps accessed over HTTPS
Try it for yourself within ZPA interactive
Free 7-day Hosted experience
Leveraging Zscaler at Sanmina
“The cloud-delivered security provided by the Zscaler cloud platform has allowed us to rapidly deploy remote access services to employees and third-party vendors at scale…We look forward to extending this approach for our private business apps.”

- Matt Ramberg, VP Information Security, Sanmina
Achieving a “One IT” system goal

- Support integration and visibility on a global basis
- High-performance, consistent and reliable B2B integration capabilities
- Partners have access to information when and where they need it

Zscaler at Sanmina:

- Remote Access for employees - 8K VPN users
- Third-party contractor access (all ports/protocol)
- Suppliers’ access for B2B Applications

Sanmina:

- Founded in 1980
- $7 Billion revenue
- 40,000 Employees

American electronics manufacturing services.
A glimpse at our current set up will SSL VPN

- Secure portal-based applications that facilitate collaboration
- 4-5 hosted applications (hosted on-prem) – not bandwidth intensive
- Plans to expose more internal applications to customers, globally
- Accessed by 1000s of suppliers
- **B2B applications are accessed via SSL VPN**
Sanmina – Motivations to adopt Zscaler

**Security**
- Application servers invisible to public internet
- No DOS mitigation required
- Software defined perimeter

**Agility**
- Faster to move many more such internal apps for external (customer) access
- Introduce TLS encryption for Legacy Apps
- Modernize authentication for Legacy Apps

**Cost & Ops**
- No hardware to maintain
- Seamless transition to cloud
- Native failover capabilities

**User Experience**
- Ensures optimal path between users and apps
- Browser-based access (no agent install)
- Multiple IDP support permitting suppliers to bring their own identities
Please select the ‘Public Device’ option if this is not a machine you use regularly, then enter your Username and password below and click ‘Submit’ to access the system.

☐ This is a public device
☒ This is a private device

Username

Universal Password

Submit

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Recommended Next Steps

• If you’re interested in ZB2B fill out our form - zscaler.com/solution-secure-access-to-your-b2b-applications

• Speak with your team about how Zscaler can help with your B2B applications
In an open forum with Zscaler employees, partners, and customers

Your knowledge and learn from experts in cloud security

The conversation at community.zscaler.com
Thank You