The Internet:
The only network you will ever need

Nathan Howe
Principal ZPA Architect, Zscaler
Parallels - My Computing Journey 1989 -> Now
Parallels within the enterprise space

Old World

It started with cloud app adoption...

And that drives Network Transformation...

Which disrupts network security

Hub-and-Spoke to DC

New World

Cloud + DC

Direct-to-Cloud

Network Security

Securing your cloud transformation
Legacy Datacenter

The data center was the center of gravity

Legacy Network

Internal networks were built and optimized to connect users to apps in the datacenter

- MPLS connects 100’s of offices worldwide
- 3 – 6 DCs with a few internet gateways
- VPN to connects mobile workforce (50%)
Consider this yourself

Where are the applications you are actually connected to?

Do you or your users actually care where the applications are?
2018 Internet Minute

- 3.7 Million Search Queries
- 266,000 Hours Watched
- $862,823 Spent Online
- 2.4 Million Snaps Created
- 25,000 GIFs Sent via Messenger
- 38 Million Messages
- 67 Voice-First Devices Shipped
- 936,073 Views
- 187 Million Emails Sent
- 18 Million Text Messages
- 4.3 Million Videos Viewed
- 375,000 Apps Downloaded
- 174,000 Scrolling Instagram
- 481,000 Tweets Sent
- 1.1 Million Swipes

Professional? Private?
But the Internet is an insecure place, right?

How do you secure a network you don’t control?

Can’t build a ‘moat’ around it with firewalls and proxies

How do you protect your users and apps?

A new approach to security is needed

Agnostic
Cloud
Network
Device
Cloud breaks legacy networks and security

The cloud is the new data center

Backhaul Traffic
Branch: MPLS / Mobile: VPN

Natural path
Direct-to-Cloud

But, security is still sitting in the DC

Poor user experience
MPLS backhaul costs
Security risk

NotPetya
Zscaler: Securely transform IT for a cloud world

Business policies connect users to apps from anywhere, over any network

Market Leader 300 of the Forbes Global 2000
Nasdaq: ZS

Global Presence 100+ data centers across 6 continents

Proven Scale 60B+ transactions processed daily
Legacy castle and moat network security

Network security = secure the network to protect users and apps

Perimeter (moat) of appliances to protect the network

And serve as gateways (drawbridges) to go in and out

You controlled: network, apps/data, users
Zscaler: Securely transforms IT for a world of cloud

Zscaler Internet Access (ZIA)
- Full inline inspection to block the bad, and protect the good

Zscaler Private Access (ZPA)
- Connect an authorized user to an authorized internal app

Legacy Network
- Hub-and-Spoke - Private

Legacy Security
- Secure the Network

New Network
- Direct-to-Cloud over Any Network

New Security
- Secure the Network
- Business policies securely connect users to apps

Traffic Forwarding
- Optimal Path:
  - Zscaler App
  - 4G/5G
  - Broadband
  - Satellite
  - Internet Only and Hybrid Branches
  - HQ

Security and Policy Enforcement

MPLS WAN

Zscaler App SD-WAN (GRE/IPsec tunnels)
Securing your cloud transformation

ZIA: Fast, secure, and reliable access to the internet and SaaS
The best approach for Secure SD-WAN and Office 365

Platform Services

Access control
- Cloud firewall
- URL filtering
- Bandwidth control
- DNS resolution

Threat prevention
- Cloud sandbox
- DNS security
- Proxy (Native SSL)
- Advanced threat protection

Data protection
- Data loss protection
- Exact data match
- CASB
- File type controls

Log streaming to your SIEM / SOC

Unprecedented Visibility

Logs only written in memory and forwarded to a logging cluster in a geography of your choice
ZPA: A modern adaption of a historical process

Anyone can call …and they do

Only those authorized are connected

Policies securely connect an authorized user to an authorized app

A modern approach

Remote users never brought on the corporate network

App access without network access

Apps are invisible
not exposed to the internet

Native app segmentation
microtunnels connect an authenticated user to an authorized app

Use Cases

VPN Replacement
Multi-Cloud Access
Third-Party Access
M&A / Divestitures
ZPA in Action
Enterprise Darknet / Black Cloud over the Internet

Application Access
User requests access to app.
User is decoupled from the network
Apps are invisible

Policy Authorization
Apps only visible after user and access requests are validated

Segmentation and Isolation
If allowed, then the user is connected only to the application they requested & nothing more
Modern partner ecosystem for a cloud and mobility
Representative partners

Cloud providers

- SaaS
- Internet Apps
- Multi-Cloud
- Data Center

Better value: Easy deployment & operations

Identity and authentication
- Microsoft
- Okta
- Ping Identity
- OneLogin

Device management | protection
- Microsoft
- MobileIron
- airwatch
- IBM MaaS360

Security and Policy Enforcement

CASB (out of band)
- Microsoft
- McAfee

Security operations
- Splunk
- SumoLogic
- Anomali

Branch (SD-WAN)
- Silver Peak
- CloudGenix

Better value: Easy deployment & operations

Securing your cloud transformation
Securing your cloud transformation

A three-step journey to secure, internet based, IT transformation

SECURE
Up-level security

Cloud

Make Zscaler the next hop to the internet – no infrastructure change

SIMPLIFY
Remove multiple point products

Cloud

Phase out gateway appliances
Reduce cost and complexity

TRANSFORM
Direct-to-Cloud Architecture

Cloud

Enable local Internet breakouts (SD-WAN)
Better user experience / Network savings

MARS
100,000 Users / 85 Countries

UNIFIED
80,000 Users / 48 Countries
How customers use Zscaler

Reduce Business Risk
- Proxy Replacement
- Mobile Protection
- Zero-Day Protection (SSL/Sandbox)
- Data Protection (DLP-EDM)

Local Internet Breakouts
- Secure SD-WAN
- Office 365
- Faster User Experience

Private App Access
- VPN Replacement
- Multi-Cloud Access
- Secure Partner Access
- Zero Trust / Segmentation
- M&A / Divestiture

Securing your cloud transformation
Thank You

Nathan Howe | nhowe@zscaler.com | linkedin.com/in/nbhowe

NEXT STEPS
Visit our booth (#12) / Technical Workshop / Executive Briefing