



Zscaler Corporate Backgrounder

Headquarters: Zscaler, Inc. 2620 Augustine Drive, Suite 245 Santa Clara, CA 94054

Company:

Zscaler provides in-the-cloud security services to enable businesses to enforce business policy and mitigate risk, while providing every user with a rich Internet experience from any place and on any device. Zscaler delivers twice the functionality at half the price through a globally deployed in-thecloud service.

Zscaler was founded by security industry veteran, Jay Chaudhry, who has funded and founded several successful companies, including CipherTrust (acquired by Secure Computing), AirDefense (acquired by Motorola), CoreHarbor (acquired by USI/AT&T), Air2Web, and SecureIT (acquired by VeriSign). Jay joined hands with a team of NetScaler engineers led by K. Kailash, former chief architect of NetScaler/Citrix and scalability guru, who designed and delivered the highest performing load balancing platform. In addition, the key team consists of hand-picked developers and executives from security and networking companies including Cisco, Juniper, CipherTrust, Wipro, VeriSign and SPI Dynamics.

Market Opportunity:

Most of today's security products—such as firewalls, VPN, IDS/IPS—protect corporate networks and servers from threats coming from the Internet. Newer threats infect end-users accessing Internet resources by using bots, phishing, and malicious active content, all of which subsequently infect corporate networks. Other than deploying caching and URL filtering products, corporations have done very little to inspect user-initiated traffic and protect their users.

In addition, Web 2.0 applications such as social and business networking create both opportunities and challenges for today's organizations. They help create communities of interest for marketing, but can also create risks when users inadvertently download malicious content, or create liability when employees publish inappropriate or confidential content on blogs and social networks. Road warriors and smartphone users further exacerbate this problem—their access to the Internet often bypasses all security controls.

Current solutions require the acquisition, deployment, and management of at least half a dozen point products at each Internet gateway—an expensive and impractical proposition. Zscaler's in-the-cloud service or Software-as-a-Service (SaaS) for the Internet-bound traffic is the best way to provide secure and managed access to users.

Our solution:

As SaaS has been made popular by companies such as Salesforce.com, NetSuite, and Google/Postini, many security appliance vendors are claiming to have a SaaS solution by placing their existing appliances in data centers. These products are designed to protect a single gateway of a single customer and are not suitable as a SaaS service. Zscaler has created a new standard for in-the-cloud security service that is multi-tenant and delivers high-performance without introducing latency.

Zscaler is deploying its infrastructure in multiple data centers around the globe. Web traffic leaving the customer's firewall is automatically redirected to one of its data centers, where user policy is enforced. Web pages returning from the Internet are inspected to ensure that only clean traffic is returned to the user.



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Our functionality:

Zscaler provides four areas of integrated, best-of-breed, and comprehensive functionality:

- ◆ **Secure** — In addition to signature-based anti-virus and anti-spyware, Zscaler offers protection against advanced threats such as bots, malicious content, phishing and peerto- peer networks. Zscaler's architecture provides inspection at 40 times the speed of most competitive products, ensuring full protection without introducing the latency that afflicts current solutions.
- ◆ **Manage** — In addition to offering standard URL filtering, Zscaler empowers organizations to provide managed access to Web 2.0 applications—such as social networking, blogging, streaming, Webmail, and IM—through flexible and granular policies. Zscaler uses proprietary, patent-pending, dynamic content classification (DCCTM) to identify applications and control them. Its single-scan, multi-action (SSMATM) technology ensures accurate application identification without introducing latency.
- ◆ **Comply** — Zscaler detects and protects against data leakage through the HTTP channel (including Webmail, IM, file uploads) to enable regulatory compliance and secure company-sensitive information.
- ◆ **Analyze** — Massive amounts of storage are required to retain Web logs from outbound Internet traffic. Due to the lack of good tools, organizations cannot use these logs to have visibility of traffic or perform investigations. Using patent-pending NanoLog™ technology, Zscaler has reduced storage requirements by a factor of fifty, provides rapid log retrieval and offers forensics capabilities. This is the only cost-effective and practical solution for organizations to retain and analyze web logs.

Our customers:

Our customers include both small and large enterprises. Medium to large corporations with dozens of Internet gateways want a comprehensive and simple solution that eliminates the need to deploy dozens of traditional point products. Small businesses want to cut the costs of managing and updating traditional solutions by eliminating the need to hire IT staff.

Management:

[Jay Chaudhry](#), Founder and Chief Executive Officer

[K. Kailash](#), Founder and Chief Technology Officer

[Anuj Grover](#), Chief Financial Officer

[Divakaran Mangalath](#), Vice President, India Operations

[Mike Matthys](#), Vice President, World-Wide Service Provider Operations

[Michael Sutton](#), Vice President, Security Research

[Manoj Apte](#), Director of Product Management

[David Scott](#), Director of Customer Support

Investors:

Zscaler is privately held with investments from founders, Jupiter Ventures, and SYS Ventures.

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