



The value of Zscaler and Microsoft integrated solutions

Zscaler and Microsoft have unique integration solutions that allow companies to address important network transformation issues, as well as help Zscaler and Microsoft teams align on an effective strategy for addressing customer concerns.

Developing a good, working relationship with the Microsoft sales team allows you to:

- **Zscaler enables Microsoft Cloud Application Security (MCAS).** Zscaler provides automated SaaS application log ingestion and blocks unsanctioned application access via automatic policy enforcement to detect and limit Shadow IT. Zscaler also provides application discovery and network utilization metrics for more visibility into network activity.
- **Zscaler addresses Azure Active Directory (Azure AD) alignment.** Identity is very important for enterprise customers, and Zscaler integrates with Azure AD (using SAML, SSO, and SCIM 2.0). The two solutions integrate seamlessly and amplify both cloud-based solutions' benefits. Modernized ZTNA access for legacy applications is the largest enterprise benefit—a crucial advantage for large enterprises that often have 100's (sometimes thousands) of such critical applications. Enabling all-app access extends Azure AD's capabilities and so does Zscaler's new ZPA Private Service Edge, which allows for local access for employees connecting within the corporate network.
- **Zscaler integrates with Azure Sentinel.** Zscaler has a connector available in the Azure Sentinel console. This allows companies to connect ZIA logs with Azure Sentinel and view dashboards, create custom alerts, and improve investigation.
- **Zscaler facilitates local breakouts with ZIA for Microsoft 365.** Many enterprise customers backhaul traffic to a few internet breakouts for security inspection using a hub-and-spoke network architecture. ZIA enables a locally distributed architecture by facilitating local breakouts at virtually every branch office. This directly improves Office 365 application suite performance. Our solution also simplifies IP and URL address administration and meets the recommended connectivity framework. ZIA is a qualified Microsoft 365 Networking Partner Program solution.

Working together, Zscaler and Microsoft can provide strategic solutions that require less work on the part of IT teams:

- **Netskope.** As a common mutual competitor, Netskope is a popular entry point for combined Zscaler and Microsoft solutions. ZIA's integration with MCAS makes it a strong competitive advantage for both Zscaler and Microsoft and our integrated solution simplifies SaaS application discovery and risky application policy enforcement (to detect unsanctioned applications). The proven Zscaler and MCAS solution also works at scale. Netskope struggles in this area.

- **Okta. Okta is another alliance-building opponent.** ZIA seamlessly integrates with Azure AD integration, making it a strong solution with a proven track record¹ for enterprise customers looking for identity authentication and connectivity for all applications (using either HTTP or legacy protocols). Together, Zscaler and Microsoft enable all relevant use cases: M&A, VPN replacement, B2B, and third-party access for all enterprise applications.
- **Cisco.** Cisco's WebEx is another collaborative area. Microsoft is very interested in displacing WebEx with Teams. Zscaler helps the Microsoft Teams application deliver better performance via Microsoft 365 using local internet breakouts. Working together, Zscaler and Microsoft can demonstrate how Microsoft productivity tools coupled with cloud solutions overcome challenges seen in old hub-and-spoke architectures. The solution ensures application performance and user experience.

Zscaler support and expertise

Beyond just solutions that integrate with Microsoft for better transformation strategies, Zscaler also brings a larger network perspective to problem-solving and troubleshooting. Zscaler's technical support services have made it easier for many companies to identify, triangulate, and resolve ongoing issues as they pursue network transformation.

All Fortune 500 companies have complex networks that involve massive interoperability across multiple services. Diagnosing issues and providing answers is challenging. Because Zscaler doesn't simply provide ZIA and ZPA as products, but also as a means of solving networking issues, Zscaler has exclusive insights into how disparate network systems interconnect and function. We can bring this knowledge to bear when assisting large enterprises on their transformation path.

¹ Zscaler is a proven leader in micro-segmentation and networking, and Microsoft is a leader in Identity and Access Management (IAM) in the enterprise segment. Okta wants to establish themselves in this space.