

Descaler Program for SSE & SASE Deployments

Frictionless migration from Zscaler to Cloudflare One

Migrate in minutes, not months

Avoid long-term complexity and cost with Zscaler

Pursuing a SASE or SSE architecture is challenging enough, and sticking with the wrong partner for that journey can add complexity, inhibit productivity, and ultimately hold your business back.

The Descaler Program offers a streamlined path to help organizations migrate from Zscaler to [Cloudflare One](#), our SASE and SSE platform.

Existing Zscaler customers who are tired of technical challenges and high costs can take advantage of Cloudflare's resources to de-risk change (*see below*), including a migration toolkit that:

- Exports your current Zscaler settings and policy configurations
- Transforms them to be Cloudflare-compatible
- Migrates them to a new Cloudflare account



Eligibility: Enterprises that use competitive security services from Zscaler, like Zscaler Private Access (ZPA) and Zscaler Internet Access (ZIA).

Ready to start de-scaling?

Request your [consultative workshop](#) today.



Ensuring technical success

Fast track your transition with tools, process, and partners including:

- **Architecture workshops** with Cloudflare experts to build a custom migration plan
- **Technical migration toolkit** to transfer policies and configurations to Cloudflare
- **Onboarding support** from Cloudflare or any of our trusted implementation partners



Ensuring business success

Prove long-term strategic value and cost savings with resources including:

- **Business value modeling** to identify quantifiable benefits of transitioning
- **Pricing flexibility** to provide relief from existing Zscaler contract commitments
- **Zero Trust roadmap assessment** to prioritize use cases over time

CASE STUDY

Applied Systems: US-based insurance technology provider

Challenge:

Managing point solutions from Zscaler and Cisco was complex and costly. Plus, Zscaler blocked critical websites and hurt developer productivity. Even before the Descaler program was launched, the company approached Cloudflare about migrating.

Why Cloudflare:

Replacing Zscaler and Cisco with Cloudflare to secure application and Internet access for 2,500+ users has been “easier to deploy and better for our employees,” according to their CISO.

“By consolidating controls onto Cloudflare rather than the many control planes of multiple-vendor systems, my teams can focus on driving the business forward.”

Tanner Randolph
Chief Information Security Officer (CISO)



[Read the case study](#)

Other 'Descaler Program' customers



Fortune 100 oil & gas company

Challenge: Frustrated with slow, expensive, and unreliable Zscaler deployment

Why Cloudflare:

- Superior speed with broader network coverage for nearly 20K employees
- No custom coding needed to secure app access
- ↑50% cost-efficiency over life of Zscaler contract by switching to Cloudflare



UK-based e-commerce

Challenge: Focus on security consolidation to streamline administration and reduce costs

Why Cloudflare:

- 1 week to migrate all Zscaler policies
- More cost-efficient foundation to consolidate application, network, and workforce security
- Easier setup and more stable performance for 7K+ employees and contractors



Global vehicle parts manufacturer

Challenge: ZIA user looking to avoid long, costly process of rolling out ZPA

Why Cloudflare:

- Impressed with collaborative sales partnership
- Simpler path to replace VPN for 3K+ employees
- Natively integrated WAN offers enhanced flexibility for traffic routing



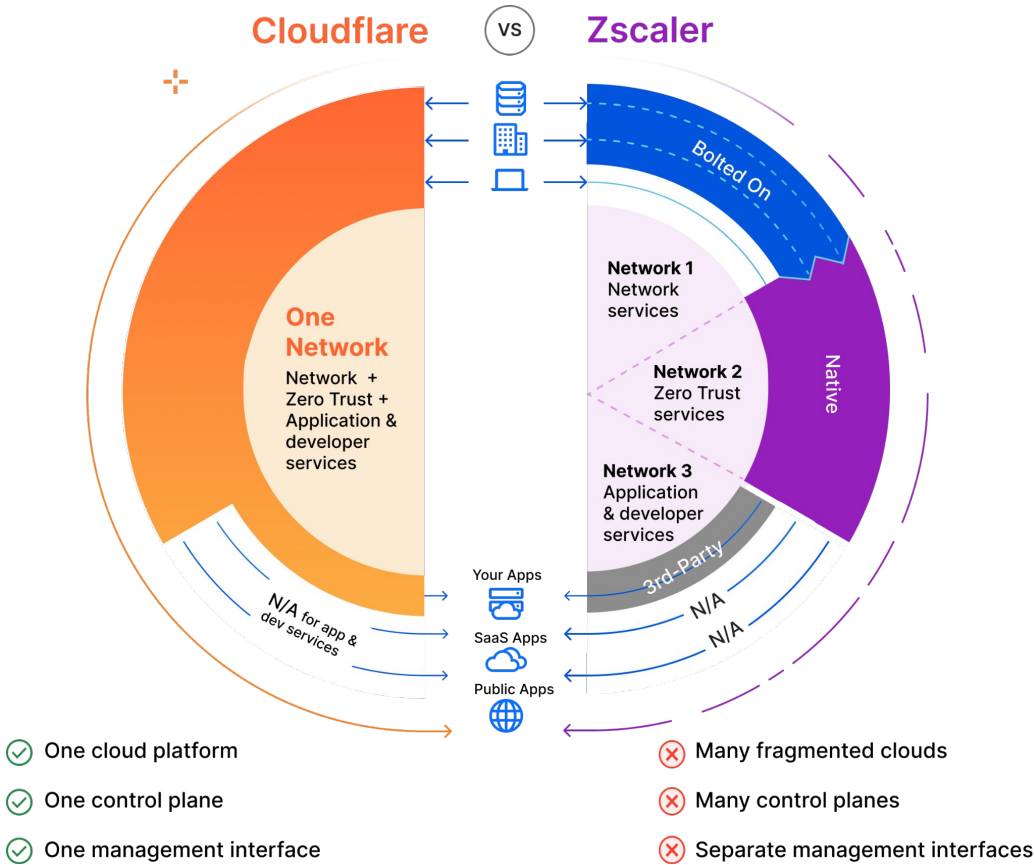
South African engineering firm

Challenge: Inconsistent and unreliable ZPA and ZIA experiences in African countries where they operate

Why Cloudflare:

- Stronger geographic presence in Africa for faster, more reliable experience for 2K+ users
- Single policy manager for ZTNA and SWG
- Integrations across Microsoft ecosystem, including syncs with sensitivity labels for data

Simpler, more agile architecture



Faster protection

38-46%

faster for Zero Trust Network Access (ZTNA)

13-58%

faster for Secure Web Gateway (SWG)

45-64%

faster for Remote Browser Isolation (RBI)

Based on [first-party testing](#) and [third-party testing](#)

Want to continue evaluating Cloudflare vs. Zscaler?

LEARN...

more on our [website](#), [this infographic](#), or [our blog](#)

ENGAGE...

with technical differences [in this solution brief](#)

PROVE...

value by [requesting your Descaler workshop today](#)