



Die Businessstreiber der KTM Netzwerk- und Security-Transformation

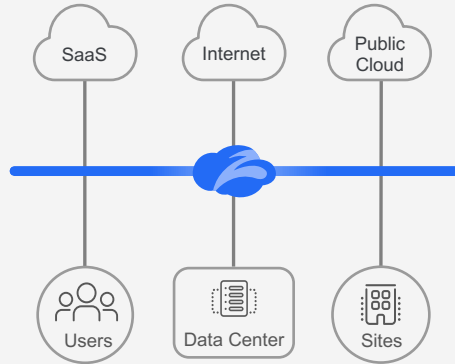
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Zscaler Mission: To Secure, Simplify and Transform Businesses

An innovative approach to securing and accessing data, apps and systems



Delivering a Highly Reliable, Mission Critical, Service at Hyperscale

- Cyber & Data Protection
- Zero Trust Connectivity
- Actionable Business Insights

Secure
Reduce Business Risk

35x Fewer infected machines



Simplify
Eliminate Cost and Complexity

70% Infrastructure Cost reduction

SIEMENS

Transform
Increase Business Agility

1 Day to onboard M&A users

S&P Global

STRONG PUBLIC COMPANY

Nasdaq-100

Index Member (ZS)

\$1.5B+ ARR

>62% Growth YoY (FY22)
Cash Flow Positive



MARKET LEADER

40%+

Fortune 500 are customers

40+ Million

Users Secured



DELIGHTED CUSTOMERS

70+ Net Promoter Score

SaaS Avg: 30

12+ Years of operational excellence



TECHNOLOGY LEADER

World's Largest Security Cloud

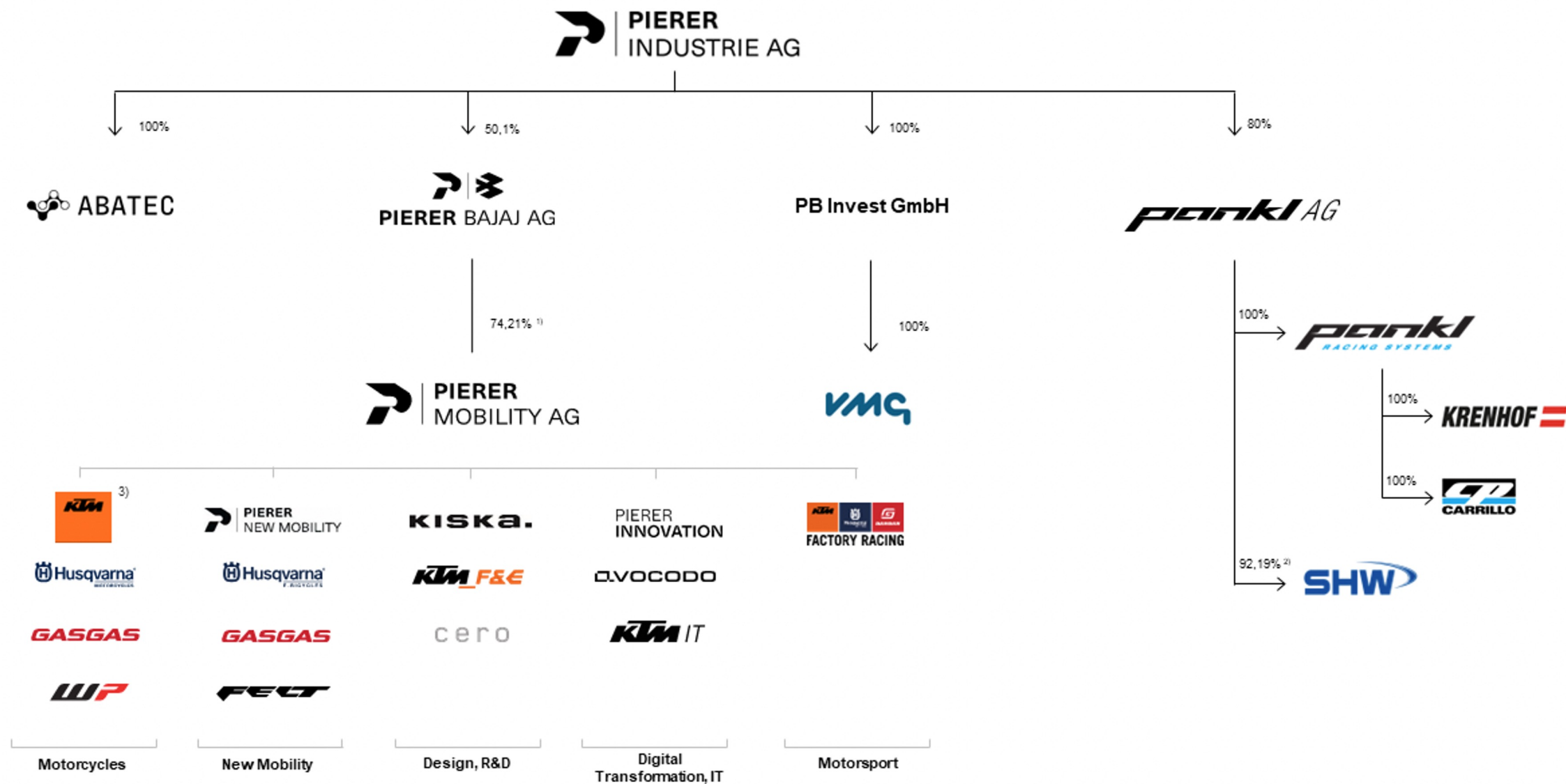
300B+ Daily transactions
20x Google Searches

12 Years Gartner MQ Leader
in SSE & SWG

100% Renewable energy
DCs, Offices



KTM AG Snapshot



KTM AG Cooperations



CRC
MV AGUSTA COMPANY



PIERER
MOBILITY AG
MAXCOM
A EUROPEAN BICYCLE MANUFACTURER



Transformation with Zscaler Internet Access since 2016

	Q3/23	Q3/22
Total Transactions	2.02 B	1.8 B
Data per User	37.05 GB (+31%)	28.23 GB
Threats Stopped	64.31 K Transactions <0.01% Of Transactions  0.06%  <0.01%	58.52 K Transactions <0.01% Of Transactions  0.06%  0.03%
Policy Blocks	75.16 M Transactions 3.71% Of Transactions  4.21%  4.41%	91.56 M Transactions 5.08% Of Transactions  4.26%  2.78%

 Compared to all Zscaler customers

 Your Peers (Industry is Manufacturing, Geography is Europe and Size is 2001-5000)

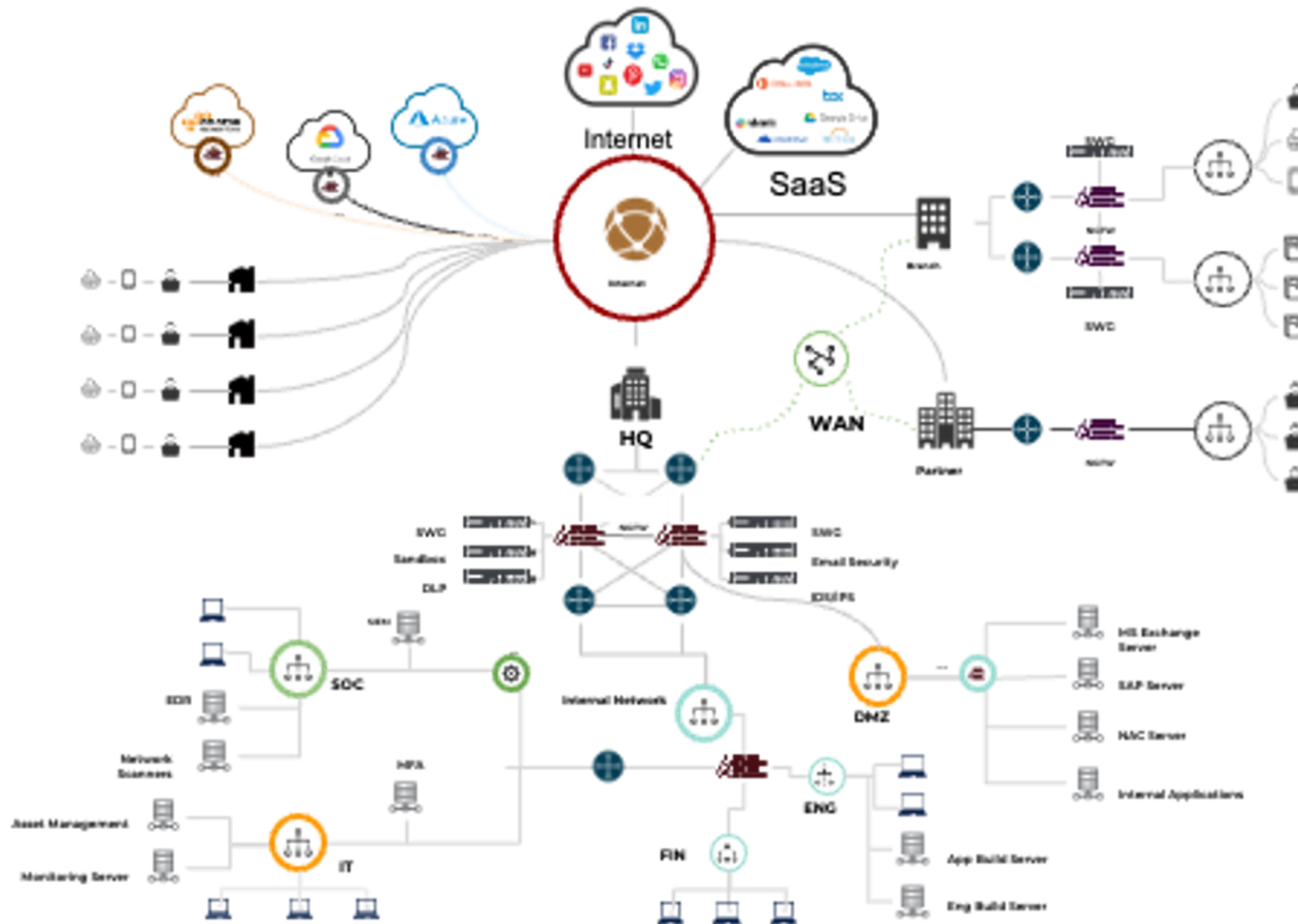
1 **Huge amount of traffic inspected for security**
SSL-Inspection at scale, enforcing policies, guarantee compliance

2 **First form of Zero Trust**
Always-on tunnel to Zscaler, all webtraffic secured

3 **Scalability of the cloud**
31% traffic growth YoY at no extra costs

KTM AG Why change?

Hub & Spoke Netzwerke + Castle & Moat Security



1 Historically grown, rigid & large network

2 Classic network security with firewalls & VLANs

3 Challenges how to implement Zero Trust in complex networks

KTM AG Drivers of KTM's security- & network transformation

1 Agility & Stability

Ziel: Agile IT als Business Enabler bei gewohnt hoher Verfügbarkeit

Herausforderung: Aktuelle Netzwerkarchitektur skaliert unzureichend mit Dynamik und gestiegenen Business-Anforderungen von KTM/Pierer Mobility

Auswirkung

Unzureichende Skalierbarkeit des IT-Teams, aufgrund von Arbeiten auf physikalischem & IP-basiertem Layer (Ziel: Applikationslayer)

Erhöhtes Ausfallsrisiko bei Standortanbindungen via MPLS oder S2S-VPN

Hohe Hardwarekosten bei Setup von neuen Lokationen (Firewalls, Internet, Site-to-site Tunnel, MPLS)

Sehr lange Setup- bzw. Integrationszeiten bei Pop-Up Locations (2 Monate) bzw. M&As (zB MV Augusta, 200 User), 8-9 Monate

2 Zero Trust Strategy

Ziel: Umsetzung eines SASE Konzepts

Herausforderung: Netzwerkbasierter Zugriff auf Applikationen erhöht die Gefahr von Cyberangriffen

Auswirkung

Gefahr von lateraler Bewegung im Netzwerk, aufgrund netzwerkbasierter Policies statt applikationsbasiertem Zugriff

Keine Möglichkeit zur Isolierung von nicht gepatchten Applikationen & Servern

Sicherheitsrisiko durch netzwerkbasierter 3rd-Party-Zugriff über verschiedene Methoden (Site-to-Site VPN, Azure Virtual Desktop)

Keine Möglichkeit der Device-Posture Prüfung für unmanaged Devices (zB MV Augusta oder BYOD)

3 Simplicity

Ziel: Möglichst einfaches, skalierbares und sicheres Netzwerk

Herausforderung: Aktuelles Hub-and-Spoke Netzwerk wird mit zunehmender Dynamik immer komplexer

Auswirkung

Hohe Komplexität & administrativer Aufwand zur Verwaltung von Security-Policies (standortbezogen vs. identitätsbezogen)

Komplexität mit aktueller Hardware (zB keine einheitliche Admin-Oberfläche, Hardware Deployment an neuen Standorten)

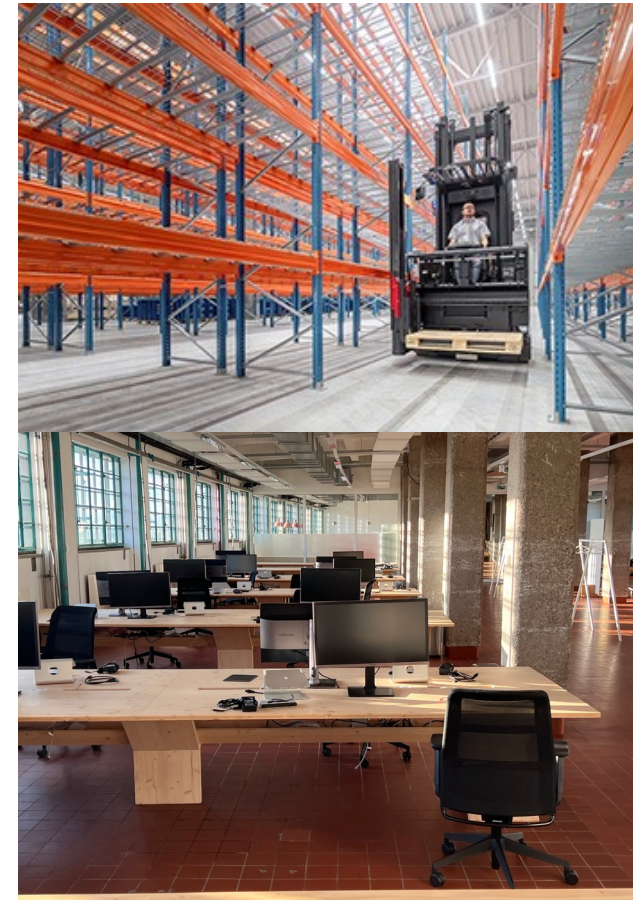
Höhere Kosten aufgrund von Hardware Footprint in Branch-Offices & neuen Lokationen (Logistic, On-site Support)

KTM AG How does it look in reality?

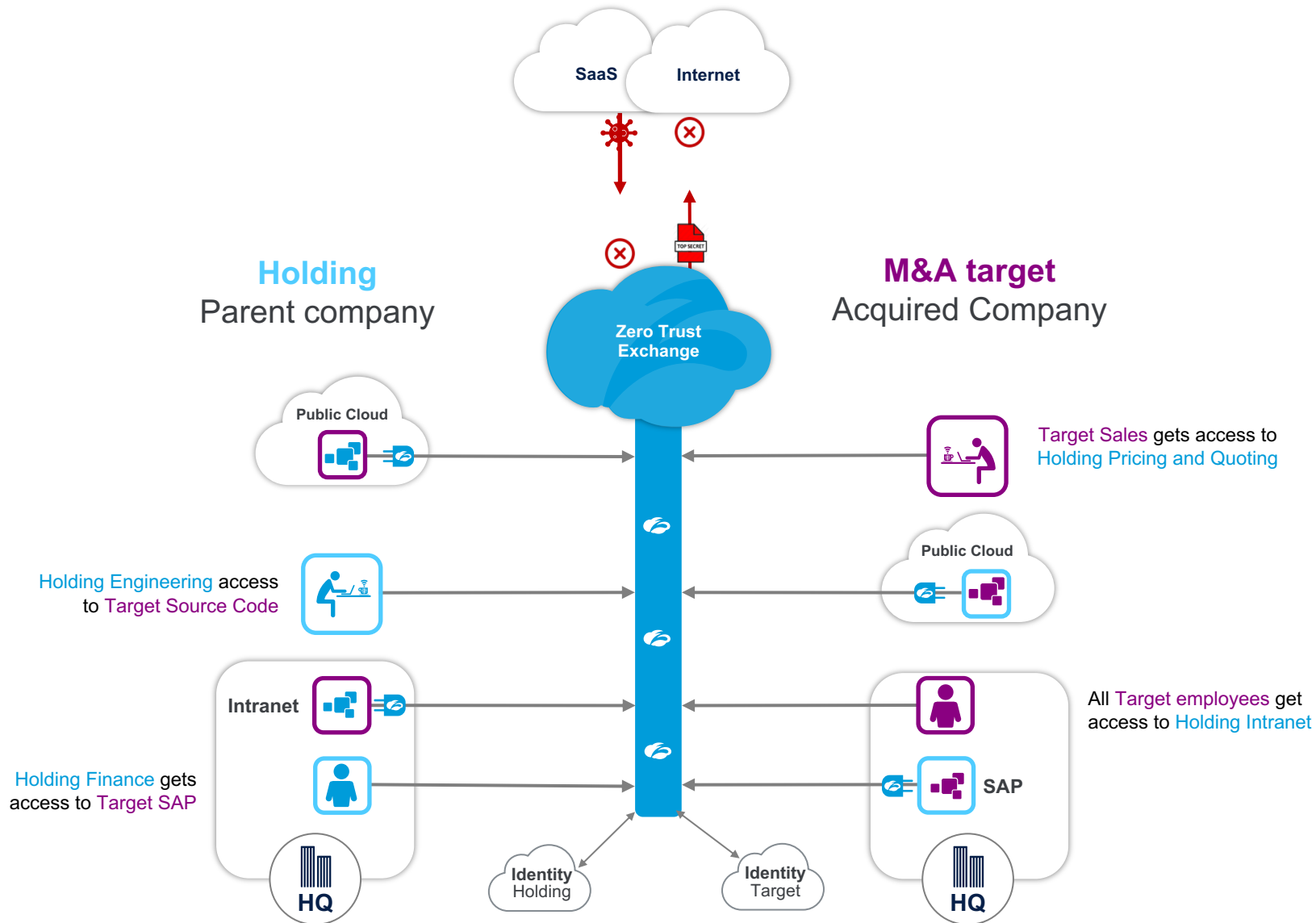
M&A



„pop-up“ locations



KTM AG Possible solution approach - M&A



1

Decreased business risk

Connecting only authorized, authenticated M&A target users & devices directly to apps, never the network

2

Reduced cost & complexity

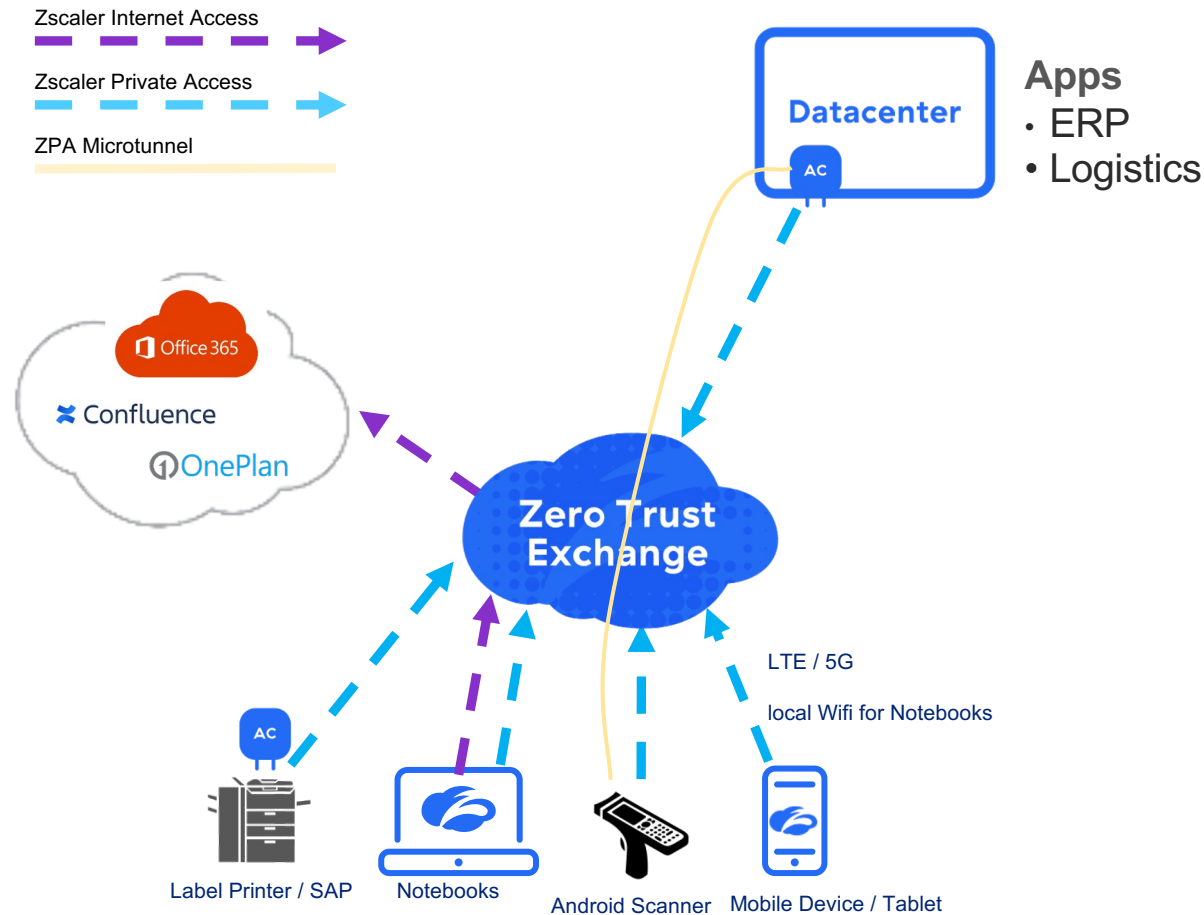
Integration in weeks instead of months, reduced need for MPLS, S2S, network integration

3

Better workforce experience

Users always connect via best path, speedy onboarding process of externals

Possible solution approach - Pop-Up Location



- Decreased business risk**
 Connecting only authorized, authenticated devices & workloads directly to apps, never the network
- Reduced cost & complexity**
 Blueprint for setting-up & decommissioning pop-up locations fast & efficiently, reduced need for MPLS, S2S, network integration, avoid backhaul
- Better connectivity experience**
 Devices & workloads always connect via best path

KTM AG **Key Takeaways - Ask yourself**

Do you experience problems with a historically grown IT infrastructure?

Are you able to provide fast and flexible solutions to your business?

**Did you experience moments in the last year when you thought:
“This needs to work differently and better!”?**