

Changes	Price Book: Effective Feb 15, 2024										Zscaler Confidential										
FY24: Zscaler Price List																					
Zscaler for Users																					

Clarification: Description
Clarified this is for >5000 users

Clarification: Description
Clarified traffic excludes Cloud Workloads

Clarification: Description
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Clarification: Description
Clarified traffic excludes Cloud Workloads, Isolation naming

Clarification: Description
Clarified traffic excludes Cloud Workloads, Isolation naming, SaaS 3rd party apps naming

Clarification: Naming and Description - Isolation naming and additional features available with Isolation Advanced Plus

Product Name	SKU	Pricing meter	List Price (USD)	Description	Included in Edition	Other SKUs Reqd?	Conditions
ZS Test Environment	ZS-TEST-ENV	Per Year	40,000.00	Annual subscription to a Zscaler test environment (1 tenant) for up to 50 users that replicates the entitlements of the production environment (Available for customers with more than 5000 users of ZIA or ZPA)	ZIA-UNLTD-EDITION <i>and</i> ZPA-TFORM-EDITION	Platform SKUs	Max: 1 Quantity
Zscaler Source IP Anchoring	ZS-SIPA	Per User Per Year	15.00	Selectively steer application traffic which needs source IP whitelisting up to 200MB per user per month (measured at a tenant level)	ZIA-UNLTD-EDITION <i>and</i> ZPA-ESS-EDITION and	(ZIA Platform SKUs) and ZT-AAC	Max 200 MB per user per month Min: 50 users
Zscaler Source IP Anchoring - Flex Data	ZS-SIPA-EXTRA-GB	Price Per Year Per GB of monthly	40.00	Annual subscription for 1 GB per month of flex usage of application traffic which needs source IP whitelisting services more than 200 MB per user month (measured at a tenant level)		ZS-SIPA	

Zscaler Internet Access

Product Name	SKU	Pricing meter	List Price (USD)	Description	Included in Edition	Other SKUs Reqd?	Conditions
ZIA Essentials Edition	ZIA-ESS-EDITION	Per User Per Year	72.00	Annual subscription to Zscaler Internet Access cloud platform, including content filtering + inline AV + standard firewall + SSL inspection + Discovery of web applications + Mobile controls & reporting + File Type control + NSS + Cloud App Control + Tenancy restrictions + DNS Control + Advanced Threat Protection (ATP) + Sandbox Std + 0.5 GB per user monthly inline unauthenticated traffic excluding Cloud Workloads	(ZIA-BIZ-EDITION and higher) <i>and</i> (ZS-USER-BIZ-EDITION and higher)		Min: 50 Users
ZIA Business Edition	ZIA-BIZ-EDITION	Per User Per Year	90.00	Annual subscription to Business Edition, including Essentials Edition + Bandwidth Control + SSL Inspection Private Certificate + Correlated Threat Insights + Data Protection Standard (In-line Web - Monitor mode and 2 custom dictionaries, 1 App for SaaS API) + ZDX Standard +1 GB per user for monthly inline unauthenticated traffic excluding Cloud Workloads	(ZIA-TFORM-EDITION and higher) <i>and</i> (ZS-USER-BIZ-EDITION and higher)		Min: 50 Users
ZIA Transformation Edition	ZIA-TFORM-EDITION	Per User Per Year	160.00	Annual subscription to Transformation Edition including Business Edition + Sandbox Advanced + Firewall Advanced + ZS User Premium DC Access + Cloud NSS (for > 1000 users) + User Risk based policy + NSS Log Recovery + ZS Cyber Isolation Standard (100 MB per user, isolation data usage measured at the tenant level) + Encrypted VPN + Deception Standard (for >1000 users) + ZIA Private Service Edge - Virtual (2 units + additional 2 units per 10,000 users, max: 8 units) + 1.5 GB per user for monthly inline unauthenticated traffic excluding Cloud Workloads + 10 TB of one-time retro scan for SaaS API	ZIA-UNLTD-EDITION <i>and</i> (ZS-USER-TFORM-EDITION and higher)		Min: 50 Users
ZIA Unlimited Edition	ZIA-UNLTD-EDITION	Per User Per Year	325.00	Annual subscription to ZIA Unlimited Edition including ZIA Transformation Edition + Data Protection Prime (In-line Web, SaaS API, Unmanaged Devices, DLP for private applications, SSPM and SaaS 3rd party Apps , Advanced Classification and Advanced Incident Management) + ZS Cyber Isolation Advanced Plus + ZS Data Protection Isolation for SaaS Apps Standard + 2 GB per user for monthly inline unauthenticated traffic excluding Cloud Workloads + ZS Test Environment + Priority Categorization + ZIA Private Service Edge - Virtual (32 units) + Source IP Anchoring + Premium Support Plus	ZS-USER-ELA-EDITION		Min: 2,500 Users

Product Name	SKU	Pricing meter	List Price (USD)	Description	Included in Edition	Other SKUs Reqd?	Conditions
Sandbox Advanced	ZIA-SANDBOX	Per User Per Year	50.00	Annual subscription to inline Sandbox performing AI-driven quarantine and advanced behavioral analysis + simplified policy management with granular controls + advanced reporting	ZIA-TFORM-EDITION and higher	ZIA Platform SKUs	Match ZIA Platform SKU Qty Min: 50 users
Firewall Advanced	ZIA-FIREWALL	Per User Per Year	50.00	Annual subscription to App Identification + Auto-proxying + Dynamic Risk Based Policy + Dynamic SSL Inspection on any port + DNS Filtering & Security with 1k+ rules + DNS Tunnel Detection + Network and Application Services + Location, User & Application Awareness + detailed logging + IPS Control	ZIA-TFORM-EDITION and higher	ZIA Platform SKUs	Match ZIA Platform SKU Qty Min: 50 users
ZS Cyber Isolation Advanced Plus	ZIA-ISO-ADV-PLUS	Per User Per Year	80.00	Annual subscription to ZS Isolation for Cyber Protection Advanced Plus for internet bound traffic includes URL or Cloud App control or user-risk or device-risk based Isolation, Managed devices, mobile browser support, prevent upload/download, clipboard controls, read-only access, local browser rendering, persistent and customizable end-user notification, persistent URL, cookie persistence, region selection, view-office files, protected storage for file transfer, AI-powered Isolation, Downloaded Flattened File (CDR), Browser in Browser. Includes upto 1.5 GB per user of monthly isolation data (measured across all isolation users)	ZIA-UNLTD-EDITION <i>and</i> ZS-USER-ELA-EDITION	ZIA Platform SKUs	Min: 100 users
Priority Categorization Service	ZSC-PRI-CAT	Per Unit Per Year	50,000.00	Annual subscription to daily (business day) URL categorization for customer's top 100 unknown domains	ZIA-UNLTD-EDITION (1 unit)	ZIA Platform SKUs	Requires Approval
Guest Wifi using DNS Control	ZIA-GWIFI-DNS-CTRL	Price Per Year Per Million DNS Requests monthly	300.00	Annual subscription to DNS Control for securing DNS by resolving DNS, categorizing domains and IPs, identifying tunnels etc. Dimensioned by peak total monthly DNS requests resolved and/or secured. DNS-only traffic, no other data transfer is included via ZIA.		ZIA Platform SKU	Min 10 units
Dedicated Load Balancer Hardware	ZSC-PRIV-LB	Per Unit Per Year	22,000.00	Zscaler Dedicated Load Balancer Hardware to load balance multiple PZENS - 1 Year Mgmt Fee. Requires separate approvals.		ZIA Platform SKUs	Requires approval Requires ZIA Pvt Service Edge. Min 2 units each

ZIA Private Service Edge - 3 Instance	ZIA-SVC-EDGE-3	Per Unit Per Year	24,000.00	Annual subscription to ZIA Private Service Edge hardware with 3 software instances, integrated load balancer and 1 GigE interfaces. Requires separate approval.		ZIA Platform SKUs	requires approval. Min 2+ in each customer location
ZIA Private Service Edge - 5 Instance	ZIA-SVC-EDGE-5	Per Unit Per Year	48,000.00	Annual subscription to ZIA Private Service Edge hardware with 5 software instances, integrated load balancer and 10 GigE interfaces. Requires separate approval.		ZIA Platform SKUs	requires approval. Min 2+ in each customer location
ZIA Public Service Edge for Premium China Access using CBC	ZIA-SVC-CHINA-MBPS	Per Mbps Per Year	3,600.00	Annual subscription to ZIA Zscaler China Public Service Edge with Premium Access. Bursting above subscribed rates will be billed.		ZIA Platform SKUs	Min: 5 units

ZIA Education Only Offerings

Product Name	SKU	Pricing meter	List Price (USD)	Description	Included in Edition	Other SKUs Reqd?	Conditions
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Zscaler Private Access

Product Name	SKU	Pricing meter	List Price (USD)	Description	Included in Edition	Other SKUs Reqd?	Conditions
ZPA Business Edition	ZPA-BIZ-EDITION	Per User Per Year	140.00	Annual subscription to Zscaler Private Access Business Edition features including ZPA Essentials Edition + User-to-application segmentation (up to 500 application segmentation, up to 50 pairs of app connectors, campus segmentation - 1 pair of ZPA pvt svc edge included for every 5,000 users, max 5), compromised user protection (Deception Standard (for >1000 users)), Enterprise integrations (Health Monitoring) and ZDX Standard, User Portal, Browser-based access, Privileged Remote Access Essentials (RDP/SSH/VNC for upto 10 systems per ZPA tenant, includes up to 10 GB per system of monthly PRA data, pooled across all systems)	(ZPA-TFORM-EDITION or higher) <i>and</i> (ZS-USER-BIZ-EDITION or higher)		Min: 50 users
ZPA Transformation Edition	ZPA-TFORM-EDITION	Per User Per Year	225.00	Annual subscription to Zscaler Private Access Transformation Edition features including ZPA Business Edition + User-to-application segmentation (application segments (as many as required), app connector pairs (as many as required, up to system max), Campus segmentation - 1 pair of ZPA pvt svc edge included for every 2,000 users in the tenant, max 10) + Zscaler Test Environment + ZS User Premium DC Access Compromised user protection (AppProtection, Deception Advanced), Privileged Remote Access Advanced (RDP/SSH/VNC for upto 10 systems, advanced capabilities such as Credential vaulting and injection, includes up to 10 GB per system of monthly PRA data, pooled across all systems) and ZS Data Protection Isolation for Private Apps Standard (100 MB monthly per user, measured across all users in the tenant)	(ZPA-UNLTD-EDITION or higher) <i>and</i> (ZS-USER-TFORM-EDITION or higher)		Min: 500 users
ZPA Unlimited Edition	ZPA-UNLTD-EDITION	Per User Per Year	375.00	Annual subscription to Zscaler Private Access Unlimited Edition features including ZPA Transformation Edition + User-to-application segmentation (Campus segmentation - 1 pair of ZPA pvt svc edge included for every 1,000 users in the tenant, max 50), Compromised user protection (Deception Advanced with up to 500 Decoys), ZS Data Protection Isolation for Private Apps Advanced Plus , Data Protection (Data Protection for Pvt Apps, for Unmanaged Devices, Advanced Classification and Advanced Incident Management) and Premium Support	ZS-USER-ELA-EDITION		Min: 2,500 Users

Product Name	SKU	Pricing meter	List Price (USD)	Description	Included in Edition	Other SKUs Reqd?	Conditions
ZPA App Protection	ZPA-APPPROTECTION	Per User Per Year	40.00	Annual subscription to Zscaler AppProtection (Private Web Application Protection)	ZPA-TFORM-EDITION or higher	ZPA Platform SKUs	Min: 50 Users
ZPA PRA Essential Systems	ZPA-PRA-ESS-SYS	Per System Per Year	360.00	Annual subscription to Clientless Access to SSH, RDP and VNC system with Privileged Capabilities - Interactive Authentication, Clipboard and File Transfer (Fair Use limit: App Connectors used for Clientless Access - 1 pair for every 10 systems, includes up to 10 GB per system of monthly PRA data, pooled across all systems)	ZPA-BIZ-EDITION: 10 units	ZPA Platform SKUs	Min: 10 units
Zero Trust App Segments (100 count)	ZT-APP-SEG-100	Per User Per Year	20.00	Annual subscription to 100 ZPA App Segments for subscribed users that enables customers to buy ZPA App segments in addition to those allocated to them per their subscription		ZPA Platform SKUs	Match Platform SKU users
Zero Trust App Segments (500 count)	ZT-APP-SEG-500	Per User Per Year	50.00	Annual subscription to 500 ZPA App Segments for subscribed users that enables customers to buy ZPA App segments in addition to those allocated to them per their subscription	ZPA-BIZ-EDITION	ZPA Platform SKUs	Match Platform SKU users

Data Protection

Clarification: Description - Additional capabilities with PRA, updated data transfer on a per system basis

Clarification: Description - Additional capabilities with PRA, updated data transfer on a per system basis. Updated naming for ZPA Isolation --> ZS Data Protection Isolation for Private Apps

Clarification: Description - Updated naming of ZPA Isolation --> ZS Data Protection Isolation for Private Apps

New SKU: ZPA PRA Essential Systems

Clarification: Included in Edition ZPA Biz includes 500 app segments

Clarification: Description Updated naming of ZPA Isolation to Data Protection: Isolation for Private Apps. Additional features and higher data transfer

New SKU: Endpoint DLP

Product Name	SKU	Pricing meter	List Price (USD)	Description	Included in Edition	Other SKUs Reqd?	Conditions
Data Protection: Isolation for Private Apps: Advanced Plus	ZPA-ISO-ADV-PLUS	Per User Per Year	80.00	Annual subscription to ZS Isolation for Data Protection for private apps includes Includes user-risk or device-risk based Isolation, Unmanaged/Managed devices, mobile browser support, prevent upload/download, print restriction, clipboard controls, local browser rendering, persistent and customizable end-user notification, persistent URL, cookie persistence, region selection, watermarking, view-office files, protected storage for file transfer, browser-in-browser mode. Includes upto 1.5 GB per user of monthly isolation data (measured across all isolation users)	(ZPA-UNLTD-EDITION and higher)	ZPA Platform SKUs	Min: 100 Users
Endpoint DLP	ZS-DP-ENDPOINT	Per User Per Year	48.00	Annual subscription to Endpoint DLP		ZIA or ZPA Platform SKUs	Min : 1000 Users

Zscaler Digital Experience

Product Name	SKU	Pricing meter	List Price (USD)	Description	Included in Edition	Other SKUs Reqd?	Conditions
ZDX M365	ZDX-M365	Per User Per Year	30.00	Annual subscription to Zscaler Digital Experience Advanced for M365; includes pre-defined M365 (Outlook, OneDrive, SharePoint and Teams UCaaS) probes and 2 additional custom probes	ZDX-ADVANCED or higher		Min: 50 Users
ZDX Advanced	ZDX-ADVANCED	Per User Per Year	75.00	Annual subscription to Zscaler Digital Experience Advanced including up to 30 probes	ZS-USER-TFORM-EDITION		Min: 50 Users
ZDX Advanced Plus	ZDX-ADV-PLUS	Per User Per Year	100.00	Annual subscription to Zscaler Digital Experience Advanced Plus including Zscaler Digital Experience Advanced, Total probes to 100 probes (max probes per user is 30), Software process monitoring and incident reporting	ZS-USER-ELA-EDITION		Min: 1000 Users
ZDX Advanced Probes	ZDX-ADV-PROBES	Per Probe Per Year	1,200.00	Annual subscription for additional ZDX probe (Note: Max configured probes per user remains at 100 probes)		ZDX-ADVANCED	

Zero Trust for Workloads

Product Name	SKU	Pricing meter	List Price (USD)	Description	Included in Edition	Other SKUs Reqd?	Conditions
ZIA Workload Essentials	ZIA-WKLD-ESS	Per Workload Per Year	84.00	Annual subscription to ZIA Workload Essentials that includes workloads for Global access, authentication, Cloud Connector +Content filtering+ Full inline threat inspection of all SSL traffic + Advanced Threat Protection + Standard Firewall, DNS control for Workloads + Source IP Anchoring + Standard Logging and Reporting + Granular cloud application controls. 4 GB of monthly traffic per workload. Usage is measured across all servers. additional usage requires the Additional Data SKU	ZIA-WKLD-ADV		min: 100 workloads
ZIA Workload Advanced Security	ZIA-WKLD-SEC	Per Workload Per Year	50.00	Annual subscription to Advanced Firewall for Workloads + Use private intermediate root certificate for SSL inspection 4 GB of monthly traffic per workload. Usage is measured across all servers. additional usage requires the Additional Data SKU	ZIA-WKLD-ADV	ZIA-WKLD-ESS	Match workload count of ZIA-WKLD-ESS
Data Protection for Workloads	ZS-WKLD-DLP	Per Workload Per Year	50.00	Annual subscription to In-line Web, Advanced Classification for workloads 4 GB of monthly traffic per workload. Usage is measured across all servers. additional usage requires the Additional Data SKU	ZIA-WKLD-ADV	ZIA-WKLD-ESS	Match workload count of ZIA-WKLD-ESS
ZIA Workload Advanced	ZIA-WKLD-ADV	Per Workload Per Year	150.00	Annual subscription to ZIA Workload Advanced that includes ZIA Workload Essentials and workloads for Premium DC access, Encrypted VPN+ Use private intermediate root certificate for SSL inspection + Test env + Advanced Firewall for Workloads + Cloud NSS, NSS Log Recovery + In-line Web, Advanced Classification. 4 GB of monthly traffic per workload. Usage is measured across all servers. additional usage requires the Additional Data SKU	None		min: 100 workloads

Support, Professional Services & Education

New SKU: Resident Consultant - 12 months - Onsite	Product Name	SKU	Pricing meter	List Price (USD)	Description	Included in Edition	Other SKUs Reqd?	Conditions
	Premium Support	ZCES-SUP-PREM	% of List Price	15%	Annual Premium Support Services (No Onsite Support Included)	ZCES-SUP-PREM-PLUS or higher	Platform SKU required	
	Premium Support Essentials	ZCES-SUP-PREM-ESS	% of List Price	18%	Annual Premium Support Services (No Onsite Support Included) with 24/7 Support & 8/5 TAM (pooled) coverage (Local Time Zone) with monthly TAM engagement		Platform SKU required	Meet Min Spend requirements
	Premium Support Plus	ZCES-SUP-PREM-PLUS	% of List Price	15%	Annual Premium Support Services (No Onsite Support Included) with 24/7 Support & 8/5 TAM coverage (Local Time Zone)	ZIA-UNLTD-EDITION <i>and</i> ZPA-UNLTD-EDITION	Platform SKU required	Meet Min Spend requirements
	Year 4 Uplift	ZCR-UPY4	% of Net Price (Year 3 Price)	5%	Uplift for Year 4, adds 5% premium over the Year 3 price		Platform SKU required	No discounting
	Year 5 Uplift	ZCR-UPY5	% of Net Price (Year 4 Price)	5%	Uplift for Year 5, adds 5% premium over the Year 4 price		Platform SKU required	No discounting
	Quick Start for ZIA	ZCES-PRO-QUICK-ZIA	Per Unit	5,100.00	Deployment based on predefined scope, no customization for quick deployment of ZIA; Must meet eligibility requirements to quote			
	Quick Start for ZPA	ZCES-PRO-QUICK-ZPA	Per Unit	5,100.00	Deployment based on predefined scope, no customization for quick deployment of ZPA; Must meet eligibility requirements to quote			
	Deployment Services - Essential	ZCES-DEP-ESS	Per Unit	7,800.00	Remote Deployment Services – Essential, architecture and deployment plan, Education Credits = 10. This services for this SKU shall be rendered by a certified deployment partner		Platform SKU required	max 10% discount. Services expire 90 days from PO
	Deployment Services - Advanced	ZCES-DEP-ADV	Per Unit	26,000.00	Remote Deployment Services – Advanced, Lite Project plan, architecture and deployment plan, Education credits = 10		Platform SKU required	max 10% discount. Services expire 90 days from PO
	Deployment Services - Enterprise	ZCES-DEP-ENT	Per Unit	68,000.00	Remote Deployment Services – Project Plan, architecture plan, config guidance and deployments plan, Education credits = 20		Platform SKU required	max 10% discount. Services expire 180 days from PO
	Deployment Services - Enterprise Plus	ZCES-DEP-ENTPLUS	Per Unit	136,000.00	Remote Deployment with two 3-day onsite consulting – Project plan, architecture plan, config guidance and full implementation support, Education credits = 40		Platform SKU required	max 10% discount. Services expire 180 days from PO
	Zscaler Professional Services 360 Lifecycle	ZCES-PRO-360	Per Year	360,000.00	Retainer Model of 2 resources with 80 hours a month + Education Credits = 30, Zscaler Education - On-site Training = 2 units (i.e. 2 Days of Onsite)		Platform SKU required	
	Resident Consultant - 6 months	ZCES-PRO-RES-6	Per Unit	180,000.00	Resident Consultant available up to forty (40) hours a week; not to exceed one hundred and fifty (150) hours per month and not to exceed nine hundred (900) hours during a six (6) month period.		Platform SKU required	
	Resident Consultant - 12 months	ZCES-PRO-RES-12	Per Unit	360,000.00	Resident Consultant available up to forty (40) hours a week; not to exceed one hundred and fifty (150) hours per month and not to exceed eighteen hundred (1800) hours during a twelve (12) month period.		Platform SKU required	
Clarification: Description Added minimum hours required	Resident Consultant - 12 months - Onsite	ZCES-PRO-RES-12-ONSITE	Per Unit	420,000.00	Resident Consultant available up to forty (40) hours a week; not to exceed one hundred and fifty (150) hours per month and not to exceed eighteen hundred (1800) hours during a twelve (12) month period.Will be reflected as 14 Months to allow up to 2 Months for staffing		Platform SKU required	Onsite option needs approval and has 1 month
	Services - Designated Remote Resource	ZCES-PRO-DRR	Per Unit	50,000.00	Designated Zscaler Expert for a block of 160 hours to be consumed within 90 days of activation. Not to exceed 54 hours per month. Can be activated anytime during 1 year of purchase. Consulting time consumed in 2 hour minimum increments. Includes: Education Credits = 5 credits		Platform SKU required	max 10% discount. Services expire 1 year from PO
	Custom Services - 1 Hr	ZCES-PRO-SVC-CUST	Per Unit	330.00	Scope as defined per Custom SOW on an hourly basis; minimum is 16 hours; signatures required		Platform SKU required	Signed Zscaler SOW at the time of PO
	Professional Services Credits	ZCES-PRO-CREDITS	Per Unit	300.00	Professional Services Credits. See detailed "Prof Services - Credit Schedule" for credits required for different services		Platform SKU required	

Notes:

All prices are for 3 year terms

A “user” is defined as a unique individual employee or contractor who may use up to 3 devices.

Effective August 1, 2019, minimum order is \$5,000 ACV.

Discount Category Details: Category A

Category S

Category B

Category C

Category D

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Prices may increase annually

ALL PRICES ARE IN US Dollar (\$)

Standard subscriptions with contractual discounting (typically user based or workload based)

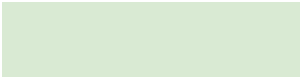
Standard subscriptions with contractual discounting (typically non-user or non-workload based)

Limited discounting; maximum 20% discount

Limited discounting; maximum 10% discount

High cost items, generally non-discountable

Non-discountable



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