

Guidance notes for Partners (remove before submitting)
This document is provided as a template for your G-Cloud 15 Pricing submission
Partners can either use this template or submit prices in your own format
The document in its current format including Zscaler list prices is Confidential and is provided only to support GCloud 15 submissions. Partners must remove column E "GCloud 15 Partner Price \$: 1 Year Term" and enter
The GCloud 15 Partner prices provided in Column E are in USD and should be converted to GBP - Standard partner discounts apply

Computacenter G-Cloud 15 Zscaler pricing

			Partners to remove this column prior to submitting for GCloud	Partners to enter GBP price they are listing in this column	
Zscaler Platforms					
Product Name	SKU	Pricing meter	GCloud 15 Partner Price \$: 1 Year Term	GCloud 15 Price: 1 Year Term	Description
Zscaler Private Access Platform	ZS-ZPA-PLATFORM	Per User Per Year	120.00		Zscaler Private Access includes SAML authentication and SCIM provisioning support, Secure Private application access, Zscaler Client Connector, Application and Server discovery, Standard Device Posture enforcement, up to 20 App Segments included, App Connectors (as many as required up to system max), ZPA Virtual Service Edge (as many as required up to system max, Software only), Multiple IdP, Log Streaming Service, Source IP Anchoring, Health Monitoring, ZDX Standard, Access to all Zscaler public DCs (excludes China Premium and regulated Middle East DC access), User Portal and Browser access For customers with more than 500 users: Deception Standard Privileged Remote Access Standard for 10 systems (RDP/SSH/VNC, up to 1 GB per systems - pooled across all systems)
Zscaler Essential Platform	ZS-ESS-PLATFORM	Per User Per Year	120.00		Annual Subscription to Zscaler Essentials Platform that includes: - Traffic Forwarding (Client connector, GRE, PAC, Proxy Chaining, IPSEC), - Multiple IDP, Zidentity, API access, Authentication and Forwarding - Internet Access: Secure Internet Access with defense in depth controls including Content filtering, Antivirus, Nanolog Streaming Service (NSS), SSL inspection, SSL Private Certificate, File type control, Bandwidth Control, Internet Access Virtual Service Edge (as many as needed), and 1 pair of Dedicated IP addresses (any one DC) Standard offerings from Product Lines: - Data Protection: Cloud App Control; Shadow-IT discovery; Tenancy Restriction; In-line Web DLP - Monitor mode and 2 custom dictionaries; SaaS API for 1 app - Cyber Threat Protection: Advanced Threat Protection; Correlated Threat Insights; Firewall Standard (10 firewall rules, 64 DNS rules); Guest Wifi using DNS Control; Sandbox Standard (.exe and .dll files only); Cyber Isolation Standard for URLs in Miscellaneous Category (100 MB) - Zero Trust Cloud: Zero Trust for Workloads Standard (Stateful filtering, Access Control Lists, Logging only) includes up to 1 GB of monthly traffic (Internet-bound) for inline Unauthenticated Traffic, Cloud Workloads and/or on-premise DC servers - Digital Experience: ZDX Standard (6 probes) For customers with 500 and more users: - Internet Access: Cloud Nanolog Streaming Service (Cloud NSS); Source IP Anchoring for Private Access users - Private Access Standard: 1 user for every 20 Platform Users; SAML authentication and SCIM provisioning support; Private Application and Server discovery; Standard Device Posture enforcement; up to 10 App Segments; 10 App Connectors; Log Streaming Service (LSS), Health Monitoring, 5 ZPA Virtual service edges (only eligible for customers who have no paid ZPA seats)
Zscaler Platform	ZS-PLATFORM	Per User Per Year	240.00		Annual subscription to Zscaler Platform, includes Zscaler Essential Platform as well as: - 5 additional pairs of Dedicated IP addresses (Total 6 pairs - any Zscaler DC) - Access to all Zscaler public DCs (excludes China Premium and regulated Middle East DC access); - Data Protection: In-line DLP Web for SaaS/Internet, Private and GenAI Apps (excluding prompt capture, prompt classification and isolation for AI/ML apps), and Instance Discovery Report; 10 TB of one-time retro scan for SaaS API; Data Protection incident management including incident receiver (Virtual appliance) - Private Access: Private Access for all Users; 20 app segments, ZPA Private Service Edge (as many as required upto system max); Browser Access, User Portal Standard offerings from Product Lines (in addition to those included in Zscaler Essentials) - Zero Trust Cloud: Zero Trust for Workloads Standard (Stateful filtering, Access Control Lists, Logging only) includes up to 2 GB of monthly traffic (Internet-bound) for inline Unauthenticated Traffic, Cloud Workloads and/or on-premise DC servers - Digital Experience: ZDX Standard (6 probes) For customers with 500 and more users: - Security Operations: Deception Standard, Risk360 with Zscaler data - Zero Trust Branch: One license of ZTB-VM and ZI-SWAN-SMALL for each site, 1 site per 500 users, max:10 sites. - Privileged Remote Access: PRA Standard for 10 systems (RDP/SSH/VNC, up to 1 GB per systems - pooled across all systems)
Data Security					
Product Name	SKU	Pricing meter	GCloud 15 Partner Price \$: 1 Year Term	GCloud 15 Price: 1 Year Term	Description
	ZS-DP-1		60.00		Choose as many options as needed and the pack structure will apply: Email - Annual subscription to inline Email data protection for Exchange and Gmail for outbound Email (does not include inbound email) and Out-of-band Email API for Exchange and Gmail for Email monitoring

Zscaler Data Protection	ZS-DP-2	Per User Per Year	114.00		Choose 2	Endpoint: Annual subscription to Endpoint DLP. Includes: Data discovery on the endpoint; Print, personal cloud, removable storage and local network shares; Monitoring of end-user activity with dashboards and reports SaaS Security: Annual Subscription to Data Protection - SaaS Security Advanced. Includes Out-of-band CASB for all SaaS Apps (excluding Email - Exchange & Gmail); 1 TB per 1000 users (Max: 20 TB) of historical data scanning; and unlimited forward data scanning; SaaS Security Posture Management (SSPM); SaaS Security for Third party apps Classification and Encryption Advanced: Annual subscription to Classification and Encryption Advanced. Includes: AI-Powered LLM Classification, sensitive file encryption, redaction, watermarking and data classification features including EDM, IDM, OCR Gen AI: Annual subscription to Gen AI data protection including visibility into usage via Gen AI Security Report, prompt capture, prompt classification, monitoring and logging via inline Data Loss Prevention and Isolation for public Gen AI/ML Cloud Apps using Cloud Application Control Policies. Fair Usage: 100 MB per user of monthly Isolation data (measured across all licensed Gen AI users)
	ZS-DP-3		162.00		Choose 3	
	ZS-DP-4		204.00		Choose 4	
	ZS-DP-5		240.00		Choose 5	
Data Protection: In line all apps	ZS-DP-INLINE-ALL-APPS	Per User Per Year	60.00			Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications (excluding prompt capture, prompt classification and isolation for AI/ML apps) and, Data Protection Workflow Automation (adv. incident management), including IR (incident receiver) (Virtual appliance)
Data Protection: DSPM Advanced	ZS-DP-DSPM-ADV	Price Per Datastore per year	1,020.00			Annual Subscription to DSPM Advanced including data discovery & classification of structured, semi structured and unstructured data, data risk management, cloud AI security, data access governance, and compliance for cloud data at rest

Cyber Threat Protection

Product Name	SKU	Pricing meter	GCloud 15 Partner Price \$: 1 Year Term	GCloud 15 Price: 1 Year Term	Description
Zscaler Inline Cyber Threat Protection	ZS-CTP-1	Per User Per Year	60.00		Sandbox Advanced: Annual subscription to inline Sandbox Advanced performing AI Instant Verdict and advanced behavioral analysis, simplified policy management with granular controls, Sandbox API for up to 3,000 files per month per customer and advanced reporting including Zero Day malicious payload analysis.
	ZS-CTP-2		114.00		Firewall Advanced: 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 and IPS Control
Zero Trust Browser Advance	ZT-BROWSER-ADV	Per User per year	120.00		Annual Subscription to Zero Trust Cloud Browser up to 1.5GB per user/month (Calculated across all licensed users) allowing isolation of internet bound web traffic or private web applications and use of Zero Trust Browser (Client Software). Allows enforcement of last mile controls such as Flattening of files, 3rd party integration with CDR, sensitive data redaction, readonly isolation, watermarking, Clipboard control, File upload/download, Application deep linking, Mic/Cam Control, Print Control, Redaction of Web content based on DLP dictionaries and engines (only if subscribed to web DLP). Integration with File Sandbox (only if subscribed to Advance Sandbox)
Cyber Browser Isolation Unlimited	ZS-CTP-ISO-UNLTD	Per User Per Year	180.00		Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk based and managed devices; Provides 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) and Browser in Browser;

Security Operations

Product Name	SKU	Pricing meter	GCloud 15 Partner Price \$: 1 Year Term	GCloud 15 Price: 1 Year Term	Description
Zscaler Risk Management	ZS-RM-1	Per User Per Year	60.00		Deception Advanced: Annual subscription to Zscaler Deception Advanced includes 50 Network Decoys (additional 50 per 5000 users, up to 300) and 1 Decoy Connector per decoy (up to systems limits). Includes 1 pair of ZPA app connectors (specifically for Deception)
Zscaler Unified Vulnerability Management	ZS-RM-UVM	Per Asset Per Year	60.00		Annual Subscription to 1 Asset for Unified Vulnerability Management Advanced. Includes: De-duplication, contextualization, mitigating controls and correlation of findings; Context for 150+ sources; Closed-loop integration with workflow tools. (standalone or additive to ZS Risk Management packages)
Zscaler Deception Advanced Decoys	ZS-DECEPTION-DECOY	Per Decoy Per Year	2,880.00		Annual subscription to 1 Zscaler Deception Advanced - Application Decoy

Private Access

Product Name	SKU	Pricing meter	GCloud 15 Partner Price \$: 1 Year Term	GCloud 15 Price: 1 Year Term	Description
Zscaler Private Access	ZS-IPA-1	Per User Per Year	60.00	Choose 1	Private Access Segmentation: Annual Subscription to Segmentation. Including: App segments (as many as required up to system max), Segmentation Insights, AI/ML powered Segmentation and Virtual Private Service Edges (as many as required, software only). App Segments import (from structured data files)
	ZS-IPA-2	Per User Per Year	114.00	Choose 2	Private Access App Protection: Annual subscription to Zscaler App Protection (Private Application Protection)

ZPA Clientless Access Platform	ZPA-CLIENTLESS-PLATFORM	Per User Per Year	86.40		Annual subscription to ZPA Clientless Platform that includes Browser Access, User Portal and RDP/SSH for up to 10 systems per ZPA tenant and Google Chrome Enterprise support in ZPA (includes up to 0.5 GB per user - pooled across all users) (Includes 20 App Segments)
ZPA For Legacy Apps (VOIP, S2C, etc.)	ZS-ZPA-VPN	Per User Per Year	60.00		Annual Subscription for supporting VoIP, Server-to-Client, and Network-Connected Applications over ZPA. To accelerate adoption of core zero trust application access via ZPA, legacy network based applications can connect with additional VPN-like functionality in ZPA VPN Service Edge Entitlement Less than 250 users - Customer is entitled to one VPN Service Edge 250 to 500 users - Customer is entitled to 2 VPN Service Edge's 500 users or more - Customer entitled to 3 VPN Service Edges

Zero Trust Cloud

Product Name	SKU	Pricing meter	GCloud 15 Partner Price \$: 1 Year Term	GCloud 15 Price: 1 Year Term	Description
Zero Trust for Workloads Standard	ZT-WKLD-GB-STD	Price Per Year Per GB of monthly traffic	7.20		Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Standard: Includes Stateful filtering, Cloud Connector and Virtual Branch Connector Monthly traffic measured across all workloads in public cloud, private cloud/on-premises DC and from inline unauthenticated traffic
Zero Trust for Workloads Advanced	ZT-WKLD-GB-ADV	Price Per Year Per GB of monthly traffic	30.00		Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Standard as well as: Internet Access for Workloads: SSL/TLS inspection, Advanced Threat Protection, Cloud NSS, Source IP Anchoring Private Access for Workloads: App Segments, Sub-location, LSS Standard Logging and Reporting Data Protection for Workloads: Inline web (in monitor mode only) Cyber Protection for Workloads: Standard Firewall, DNS control Essential Rules for Workloads: Stateful filtering enforced on Cloud Connector Supports East-West traffic, Bi-directional traffic over AWS Direct Connect, and Ingress traffic from the Internet Includes 10x the GB entitlement of ZIA and ZPA for workloads at no additional cost Monthly traffic measured across all workloads in public cloud, private cloud/on-premises DC and from inline unauthenticated traffic
Zero Trust for Workloads Advanced Plus	ZT-WKLD-GB-ADV-PLUS	Price Per Year Per GB of monthly traffic	45.00		Zero Trust Cloud/DC Advanced as well as, Data Protection for Workloads: Data Protection inline and Advanced classification Cyber Protection for Workloads: Firewall Advanced for Workloads, Sandbox Advanced for Workloads Essential Rules for Workloads: Stateful filtering enforced on Cloud Connector Supports East-West traffic, Bi-directional traffic over AWS Direct Connect, and Ingress traffic from the Internet Includes 10x the GB entitlement of ZIA and ZPA for workloads at no additional cost Monthly traffic measured across all workloads in public cloud, private cloud/on-premises DC and from inline unauthenticated traffic

Privileged Remote Access

Product Name	SKU	Pricing meter	GCloud 15 Partner Price \$: 1 Year Term	GCloud 15 Price: 1 Year Term	Description
Zscaler Privileged Remote Access Advanced	ZS-PRA-ADV	Per System Per Year	576.00		Annual subscription to Zscaler Privileged Remote Access Advanced for SSH, RDP and VNC system with Privileged Capabilities - Interactive Authentication, Clipboard and File Transfer, Time-bound, Emergency Access (with External IdP), Credential Mapping & Injection, Session Recording (10 hours monthly recording per system pooled across tenant systems) and Session Monitoring: OT System Emergency Access (for up to 100 users) (Fair Use limit: App Connectors used for Clientless Access - 1 pair per systems, includes up to 10 GB per system of monthly PRA data, pooled across all systems)

Digital Experience

Product Name	SKU	Pricing meter	GCloud 15 Partner Price \$: 1 Year Term	GCloud 15 Price: 1 Year Term	Description
ZDX Advanced	ZDX-ADVANCED	Per User Per Year	60.00		Annual subscription to ZDX Advanced, Includes: 30 configurable user probes; hop by hop analysis; UCaaS monitoring; Deep tracing (25 sessions); 5 mins Polling interval; 25 alert rules; 14 days of data retention; 10 webhook integrations.
ZDX Advanced Plus	ZDX-ADV-PLUS	Per User Per Year	120.00		Annual subscription to ZDX Advanced Plus including ZDX Advanced as well as: Total 100 probes (max probes per user is 30), Software process monitoring and incident reporting, ZDX Co-pilot Essentials, ZDX Hosted Monitoring: (1 Hosted Monitoring Probe Location per 1,000 users)

Other Niche Products

Product Name	SKU	Pricing meter	GCloud 15 Partner Price \$: 1 Year Term	GCloud 15 Price: 1 Year Term	Description
Zscaler China Premium	ZS-CHINA-PREMIUM-MBPS	Per Mbps Per Year	6,000.00		Annual subscription to Zscaler Premium China Access with Internet and Private Access with Duck-Home bandwidth (need to account for bandwidth separately for internet access and private access)
China Premium Plus - Hosted Infrastructure Instances	ZIA-CHINA-PREM-PLUS-INFRA	Per Unit Per Year	96,000.00		Annual subscription to China Premium Plus - Hosted Infrastructure Instances

China Premium Plus - Domestic & International Bandwidth	ZIA-CHINA-PREM-PLUS-MBPS	Per Mbps Per Year	6,600.00		Annual subscription to China Premium Plus includes both Domestic & International Bandwidth (250 mbps bandwidth can be utilized as per requirement)
Cloud HSM	ZIA-SSL-CLOUD-HSM	Per User Per Year	14.40		Annual subscription to SSL inspection with custom certificate - HSM protection; (maximum 4 certificates) [Internet Access]
Zscaler Managed Dedicated IP	ZS-DDCTD-IP	Per IP address pair	30,000.00		Annual subscription to a pair of IP addresses at a single DC managed by Zscaler
Source IP Anchoring	ZS-SIPA	Per User Per Year	18.00		Annual subscription to Source IP Anchoring to Selectively steer application traffic which needs source IP whitelisting up to 200MB per user per month (measured at a tenant level)
Zscaler Test Environment	ZS-TEST-ENV	Per Year	48,000.00		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)
Zscaler Test Environment Essentials	ZS-TEST-ENV-ESS	Per Year	24,000.00		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 fewer than 5000 users)
Priority Categorization Service	ZSC-PRI-CAT	Per Unit Per Year	60,000.00		Annual subscription to daily (business day) URL categorization for customer's top 100 unknown domains
ZPA Customer Certificates	ZPA-CUST-PKI	Per User Per Year	51.00		Annual subscription to enable customer provided certificates and double encryption for Private Access
Zscaler Premium DC Access	ZS-USER-PREM-DC	Per User Per Year	7.20		Annual subscription to access all Zscaler Public Data Centers including locations such as Australia, New Zealand, Dubai 1, South America, Africa, Korea, Taiwan and mainland China (excludes China Premium and regulated Middle East DC access)
ZIA Private Service Edge - 3 Instance	ZIA-SVC-EDGE-3	Per Unit Per Year	30,000.00		Annual subscription to ZIA Private Service Edge hardware with 3 software instances, integrated load balancer and 1 GIGe interfaces. Requires separate approval.
ZIA Private Service Edge - 5 Instance	ZIA-SVC-EDGE-5	Per Unit Per Year	60,000.00		Annual subscription to ZIA Private Service Edge hardware with 5 software instances, integrated load balancer and 10 GIGe interfaces. Requires separate approval.
Dedicated Load Balancer Hardware	ZSC-PRIV-LB	Per Unit Per Year	30,000.00		Zscaler Dedicated Load Balancer Hardware to load balance multiple Private Service Edge Hardware - 1 Year Mgmt Fee. Requires separate approvals.

Support

Product Name	SKU	Pricing meter	GCloud 15 Partner Price \$: 1 Year Term	GCloud 15 Price: 1 Year Term	Description
Zscaler Support offering	ZS-SUPPORT	% of List Price	20%	20%	Zscaler Support Essentials: Annual subscription to Zscaler Support: (No Onsite Support included in any offering) Support capabilities are automatically upgraded based on support spend; customers can spend additional \$ to meet minimums and upgrade support coverage/levels - Support Essentials: 24/7 support Zscaler Support Plus: Annual subscription to Zscaler Support: (No Onsite Support included in any offering) Support capabilities are automatically upgraded based on support spend; customers can spend additional \$ to meet minimums and upgrade support coverage/levels - Support Plus: 24/7 Support: Operational Engagement (Critical Incident Contact; Monthly Support Case Reviews); Product Operationalization (Adoption Planning; Quarterly Operational Reviews; Annual Business Continuity Plan, Annual Health Check, Annual Service Resiliency Audit) <u>Minimum SKU Spend required</u> Zscaler Premium Support Advanced: Annual subscription to Zscaler Support: (No Onsite Support included in any offering) Support capabilities are automatically upgraded based on support spend; customers can spend additional \$ to meet minimums and upgrade support coverage/levels - Support Plus: 24/7 Support: Operational Engagement (Critical Incident Contact; Monthly Support Case Reviews); Product Operationalization (Adoption Planning; Quarterly Operational Reviews; Annual Business Continuity Plan, Annual Health Check, Annual Service Resiliency Audit); Strategic Planning (Customized Training Plans, Biannual Architecture Review; Annual Security Policy Review) <u>Minimum SKU Spend required</u> Zscaler Premium Support Advanced Plus: Annual subscription to Zscaler Support: (No Onsite Support included in any offering) Support capabilities are automatically upgraded based on support spend; customers can spend additional \$ to meet minimums and upgrade support coverage/levels - Support Plus: 24/7 Focal Support: Operational Engagement (Critical Incident Contact; Monthly Support Case Reviews); Product Operationalization (Adoption Planning; Quarterly Operational Reviews; Annual Business Continuity Plan, Annual Health Check, Annual Service Resiliency Audit); Strategic Planning (Customized Training Plans, Biannual Architecture Review; Annual Security Policy Review, Enhancement Request Review & Prioritization) <u>Minimum SKU Spend required</u>

Professional Services & Training

Product Name	SKU	Pricing meter	GCloud 15 Partner Price \$:	GCloud 15 Price	Description
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
Deployment Services - Essential	ZCES-DEP-ESS	Per Unit	8,000.00		Remote Deployment Services – Essential (Hands-On & Advisory): 1 Professional Services Consultant; No PM; architecture and deployment plan, and limited implementation support for Zscaler Platform Products. Includes: 15 Education Credits. Targeted for customers with fewer than 2,500 users.
Deployment Services - Essential Plus	ZCES-DEP-ESSPLUS	Per Unit	16,000.00		Remote Deployment Services – Essential Plus (Hands-On & Advisory): 1 Professional Services Consultant and 1 Project Manager; standard project plan architecture and deployment plan, and limited implementation support for Zscaler Platform Products. Includes: 20 Education Credits. Targeted for customers with 2,500 users to 5,000 users.
Deployment Services - Advanced	ZCES-DEP-ADV	Per Unit	32,000.00		Remote Deployment Services – Advanced (Hands-On & Advisory): 1 Professional Services Consultant and 1 Project Manager; project plan, architecture and deployment plan, and limited implementation support for Zscaler Platform Products. Includes: 30 Zscaler Education Credits. Targeted for customers with 5,000 users to 10,000 users.

Deployment Services - Enterprise	ZCES-DEP-ENT	Per Unit	72,000.00		Remote Deployment Services – Enterprise (Hands - On & Advisory): 1 Professional Services Consultant and 1 Project Manager;project plan, architecture and deployment plan, and limited implementation support for Zscaler Platform Products. Includes: 40 Education Credits. Targeted for customers with 10,000 users and 40,000 users.
Deployment Services - Enterprise Plus	ZCES-DEP-ENTPLUS	Per Unit	136,000.00		Remote Deployment Services – Enterprise Plus (Hands-On & Advisory): 1 Professional Services Consultant and 1 Project Manager; project plan, architecture and deployment plan, and limited implementation support for Zscaler Platform Products. One (1) onsite trip include (max 3 days onsite) Includes: 50 Education Credits. Targeted for customers with 40,000 users or more.
Zscaler Education Credits	ZCES-EDU-CREDIT	Per Credit	300.00		Credit for either of the following
Zscaler Education - On-site Training	ZCES-EDU-ONSITE	Per Unit	7,250.00		1 Day of Onsite (customer Premise) Training for up to 12 students. Full price includes instructor