

**Channel / VAR Success**

# Zscaler Journey Series

Monthly education benefitting channel partners / customers, insights from the SecureDynamics Comanage 360 health check program.

## A Journey Worth Taking

What happens in a customer's environment after their Zscaler deployment has been successfully completed is more important than everything that came before. Why? Because it's not the past that must be measured, it's the present and the future. So as with any cybersecurity platform, this is about a journey, not specific past events. Still, time and time again, project managers call a rollout complete, resources get reassigned, with the configuration degrading over time. For the lucky few there's a real champion watching over things to drive continued success far over-the-horizon. For many, however, it takes more of a programmatic approach from outside forces (their partners) to help them succeed.

## Experience Counts

Just as Zscaler customers lean on their partners to guide their journey, those partners lean on SecureDynamics to help them procure, deploy, manage, and train in continual pursuit of that shared success.

A key part of this is endeavor is where SecureDynamics provides quarterly customer check-ups with the incumbent partner, ensuring that the journey is on track, measured, and well communicated. This all comes in the form of 3 rapid quarterly mission-critical audits and 1 in-depth health check.

By working with countless partners of all sizes to help validate their customer's success, we have shared insight like no other. Insight that helps drive results and keeps customers from losing the plot to their own zero-trust security and network transformation story.

## Feature Exploration

It's no secret that Zscaler's platform is absolutely feature rich and always being upgraded to new experiences. For this reason, it's critical to take what is absorbed daily from the entire ecosystem and apply that to new opportunities.

The SecureDynamics **Zscaler Journey Series** provides the ongoing monthly learning opportunity for both under [or] improperly utilized features across ZIA, ZPA, ZDX, and Data Protection. And of course all discovery sessions are based on that real-world experience and deep insight provided across a broad spectrum of Zscaler, customer, and partner interactions.

Regardless of your Zscaler partnership level, you will want to make this series a key component of your own Zscaler journey.

“...For the lucky few there's a real champion watching over things to drive continued success over-the-horizon.

Kevin Peterson, CISSP | General Manager, Security Products & Services  
**SecureDynamics**



## About SecureDynamics

SecureDynamics helps partners accelerate adoption and grow wallet-share with best-in-class cybersecurity technologies, tools, and services that generate optimal security outcomes. As the channel's premier Zscaler distributor, SecureDynamics provides the key services and training to ensure partners can:



- Proof-of-Value (POV) enablement, support, and service.
- Ongoing visibility into customer purchases, helping you track opportunities (terms, renewals, potential upsell...)
- Procurement services with special discounts and financing programs that support a customer's purchasing objectives. Backed by accurate quotes with a 1-hour SLA.

### UPSCALE™ for:

- Consulting: Deep, hands-on, deployment experience for Zscaler's major and strategic accounts.
- Crisis response, for those times when a business has been severely impacted.
- Get well situations, where Zscaler TAMs, accounts teams, and the existing VAR have identified a need to engage additional resources.

### Comanage 360™ for:

- Quarterly Mission Critical Audits (MCAs) plus Annual Health Checks (AHCs) with you and your customer. We even track and schedule these for you.
- Access to partner tools, such as our Embark™ Zscaler partner success service, featuring a firewall migration tool.
- Discounted rates across all our services.

All 3 pillars (Procure, Deploy, and Manage) are supported by world-class Zscaler education and training, with the goal of helping the customers, through real-world education, continually outperform in all areas (Cybersecurity, User Experience, Data Protection, and of course, Zero Trust).

## Scheduling



See all of our upcoming sessions at <https://www.securedynamics.net/learn>

## The Zscaler Channel at Full Speed

As can be seen, we are the "Value Added" Zscaler distributor. By providing these great services to the entire channel, the journey becomes increasingly "zero touch" on Zscaler and more integrated across the reseller community, with you as their most trusted advisors.