

Where Netskope Wins Against Zscaler

Competitive Battlecard

Offer customers the industry-leading solution to protect and accelerate everything to everywhere.

Top Three Areas Where Netskope Wins

1. Zscaler typically doesn't inspect the most important traffic.

5 of the top 10 apps used to distribute malware are from Microsoft. Zscaler doesn't inspect Office 365 traffic due to latency issues. Whereas Netskope delivers full SSL decryption and inspection of ALL traffic (no bypass of M365 traffic) to address the most significant risk, attack surface, and data exfiltration vectors.

2. When going head to head, Zscaler loses to Netskope in POVs.

Netskope was named a 2024 Leader in the Gartner® Magic Quadrant™ for Security Service Edge (SSE) for the third year in a row. Take a look at the critical capabilities for SSE in comparison to Zscaler [here](#).

Competitor	Secure web and SaaS usage	Consolidate vendors	Connect and secure remote workers	Protect data
Netskope	1	1	3	2
Zscaler	4	4	4	3

Ranking = 1 is highest

Netskope also debuted as a leader in the 2024 Gartner® Magic Quadrant™ for Single-Vendor Secure Access Service Edge (SASE), and Netskope scores the highest out of any vendor in the top three SASE use cases. Read more on the critical capabilities report [here](#). [Note: Zscaler is not named on the Gartner MQ for Single-Vendor SASE.]

3. Netskope is more effective than Zscaler at threat prevention.

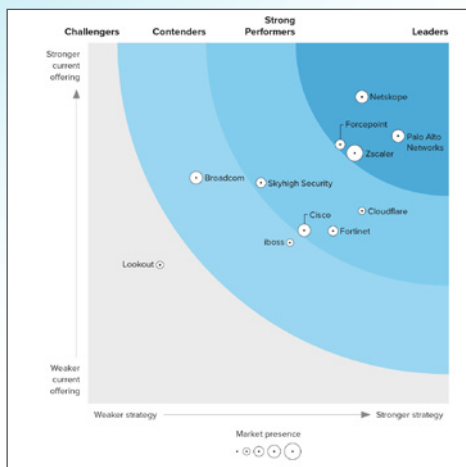
Netskope continues to advance online threat protection capabilities and customers will see the Netskope difference when detecting and blocking malware and phishing attacks vs. Zscaler. Read more on our [latest threat protection and AV-test results](#).

Other Areas Where Netskope Wins

- + Deep application risk scoring and real-time control of cloud applications using predefined activities across thousands of applications and millions of websites with precise data protection:
 - **4x greater** SaaS risk visibility (80k apps/60 criteria)
 - **3x better** inline SaaS apps covered
 - **8x better** granularity of activities
 - **20x more** file types for DLP inspection
 - **30x more** DLP data identifiers
 - **30x more** apps w/ instance detection
- + Full Coverage of all communication channels with advanced data protection and DLP for SaaS, public cloud, web, email (webmail and SMTP) and endpoint.
- + Industry-best 98.64% threat detection efficacy.

Don't just take our word for it

- trust the industry analysts!



Forrester Wave

Security Service Edge
March 2024



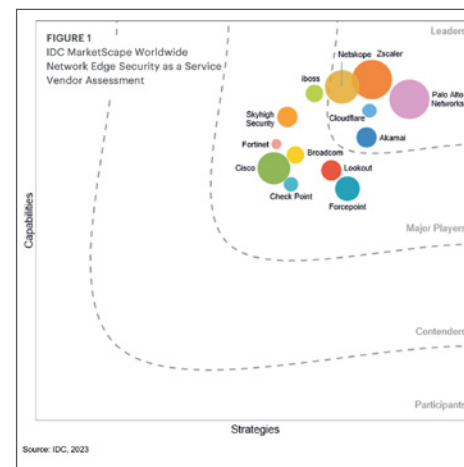
Gartner Magic Quadrant

Security Service Edge
April 2024



Gartner Magic Quadrant

Single-Vendor SASE
July 2024



IDC MarketScope

Network Edge Security
as a Service
June 2023

Contact your Netskope sales team to outshine the competition and deliver overall improvements to your customers' security stack with our industry-leading security and network solutions.

For more resources, visit:

[Partner Portal](#)