

European Energy Trader Accelerates Trading

Accelerates trading with Tufin AI-assisted policy governance

Who they are: A leading European energy trading business, active across power, gas, and commodity markets, running a hybrid estate that spans on-premises firewalls, multiple public clouds, and a large Zscaler SASE deployment.

20K

Zscaler seats under one intelligent policy model ✓

7

Vendor and cloud enforcement points governed consistently ✓

12yr

Partnership scaling from firewalls to agentic governance ✓

INDUSTRY	ESTATE	ENFORCEMENT	TUFIN
Energy Trading & Commodities	Multi-vendor firewalls, multi-cloud, Zscaler SASE	Fortinet · Palo Alto · Cisco · VMware · AWS · Azure · Zscaler	Connectivity Graph · SecureChange+ · SecureApp

The Challenge

Energy trading runs on speed. Traders need connectivity provisioned in minutes, while the security team needs certainty that every change is safe, compliant, and auditable. As the estate spread across Fortinet, Palo Alto, Cisco, and VMware on-premises, AWS and Azure in the cloud, and a large Zscaler SASE deployment, the hard problem stopped being execution and became judgement. With connectivity spanning seven enforcement technologies, no engineer could reliably reason about what a proposed change would actually expose.

Why Now

The organization had already built a mature automation practice with Tufin, including an embedded resident engineer and IPAM integration. The next constraint was not speed of execution but quality of decision: knowing which policy action was correct across a hybrid estate too complex to hold in any one person's head.

Strategic Goals

- Govern connectivity consistently across seven on-premises, cloud, and SASE enforcement technologies
- Replace manual policy judgement with intelligent, risk-aware recommendations
- Onboard 1,500 additional cloud VMs and 20,000 Zscaler seats without creating new operational silos
- Keep provisioning fast enough for a real-time trading business without trading away control

Why Tufin

- Tufin's Dynamic Network Connectivity Graph models actual connectivity across Fortinet, Palo Alto, Cisco, VMware, AWS, Azure, and Zscaler together, so the team sees what a change will expose before it is made rather than after
- Multi-vendor policy intelligence turns that model into risk-aware recommendations, helping engineers choose the right policy action rather than simply executing a requested one
- Governed autonomy lets routine, low-risk changes proceed automatically within defined guardrails, while consequential decisions surface for human judgement with the analysis already attached

Solution Deployed

Tufin governs policy across 400 additional firewall units, 1,500 additional cloud VMs, 500 SecureApp application connections, and 20,000 Zscaler seats. The Dynamic Network Connectivity Graph maintains a live model of connectivity across all seven enforcement technologies, feeding continuous policy validation and intelligent recommendations. Routine changes execute under governed autonomy; higher-risk decisions escalate with the analysis already done.

Business Outcomes

✓ Trading enabled rather than slowed

Connectivity is provisioned at the pace the trading floor requires, with risk assessed before deployment rather than reviewed afterwards. Security stopped being the constraint on commercial speed.

✓ Consistent governance across a heterogeneous estate

Seven enforcement technologies spanning on-premises, multi-cloud, and SASE operate under one policy model, eliminating the vendor-by-vendor silos that fragment risk visibility.

✓ Better decisions, not just faster ones

Policy intelligence surfaces the likely impact of a proposed change across the whole estate, so engineers act on current analysis rather than institutional memory.

✓ Scale absorbed without added complexity

20,000 Zscaler seats and 1,500 cloud VMs came under governance in a single expansion, with no new tooling, silos, or operating model for the team to absorb.

More Secure Together

Zscaler secures how users and workloads reach applications. Tufin governs the policy that decides what should be allowed, and increasingly recommends it. Running both under one intelligent governance model meant a 20,000-seat SASE estate and a global multi-vendor firewall estate could be reasoned about as one network, not seven.

ABOUT TUFIN

Tufin helps enterprises govern and secure connectivity across today's complex multi-vendor networks. As the leader in network security posture management, Tufin provides the trusted control layer organizations need to understand exposure, measure segmentation effectiveness, automate policy changes safely, and maintain continuous compliance across on-premises, cloud, SASE, microsegmentation, and hybrid environments. Built on customer-proven network automation playbooks and the industry's only Dynamic Network Connectivity Graph, Tufin is bringing Multi-Vendor Agentic Network Security to the enterprise, helping organizations move from visibility to governed, AI-driven action.

To learn more, visit www.tufin.com.