	OpenZiti	Tailscale
Model		
Open source	All components	Closed control plane; Linux endpoints open; Win and Mac endpoints closed
Licensing	Optional licensing model (with support and SLAs) to enable developers to use the SDKs to embed secure networking into apps, solutions, hardware.	No (and no SDKs for 3rd parties to embed in their solutions)
# of networks	Unlimited	One network per account
Hosting	Self-hosted (OpenZiti) and SaaS (NetFoundry) options	Self-hosted (Wireguard) and SaaS (Tailscale) options
Pricing	Free for unlimited nodes (NetFoundry SaaS is free for limited nodes)	Pay after reach node limit; no fully free option
Use cases and reach		
App-embedded endpoints	Yes. SDKs enable agentless zero trust, built into the app code.	No
User endpoints	Avail in every OS marketplace	Agents for every OS (avail from most OS marketplaces)
Cloud endpoints	Published in every cloud marketplace with one-click installs.	Available for most clouds. Not published in their marketplaces.
IoT support	Yes	Limited
Run as container in sidecar model	Yes	Yes
Ease of use, security and routing		
Authentication	Certificate based	Forced to use SSO from megacorp SSO providers
Requires open inbound firewall ports	No	No for proxied mode (however proxied mode has poor performance compared to OpenZiti)
MFA	Yes (optional)	No
Certificate authority (CA)	Built-in and support for third-party via RFC 7030	No
HSM integrations	Yes via PKCS #11 (integrate with HSMs, Yubikey, SPIFFE, etc.)	No
Private DNS	Built-in	Built-in
Port forwarding required	No	No
Encryption	E2E, zero knowledge	E2E, zero knowledge
Routing	App-specific multipoint routing- your policy determines which apps use the OpenZiti mesh (e.g. gaming or browsing can go direct, staying off the mesh)	All public routes forced onto Tailscale mesh (config option to force LAN routes off the mesh)
Access control	Attribute based access control	ACL-based
Data plane		
Mesh with mulitpoint routing	Yes	Yes
NAT traversal / proxy nodes	Fabric routers deployable anywhere. NetFoundry fabric routers (hosted OpenZiti) in every major cloud.	Nodes in less than 20 data centers. Mainly Digital Ocean.
Programmable	Yes, programmable and extensible (even in hosted model) with published APIs. Can also build your own.	Hosted fabric controlled by Tailscale. Can add your own nodes but not programmable.
Performance	Direct routes (fabric in 100s of locations)	Backhaul through ~20 sites when there is no direct route
Operations		
Provisionng and management APIs	Yes	Limited
Service success and usage metrics	Yes	Limited