Lumension
SECURITY

Endpoint Security Value Calculator
User Guide

Endpoint Security Value Calculator Overview

The *Endpoint Security Value Calculator* was designed to allow you to quickly evaluate the potential financial impact of implementing Lumension Security's automated endpoint security solutions within your organization. This flexible, easy to use tool enables you to rapidly evaluate a wide range of scenarios and gather compelling proof of the dramatic impact that Lumension Security's effective application and device whitelisting can have on your bottom line.

Note: the numbers that are provided by this calculator are not promises, but rather provide an estimate of the value that can be achieved through the implementation of effective endpoint security.

Accessing the Endpoint Security Value Calculator

The calculator is available in both streaming on-line and downloadable versions. To view the calculator on-line, please visit: http://www.lumension.com/viewDocument.jsp?id=143107

To download the calculator in PowerPoint format for off line use, please visit http://www.lumension.com/tools.jsp.

Notes: Registration is required to download the offline, PowerPoint version
In order to utilize the download version, the slide must be viewed in Presentation Mode.

Endpoint Security Value Calculator Inputs

The Endpoint Security Value Calculator requires a number of user-defined inputs, which are used to calculate the potential value you can expect from the implementation of an automated endpoint security solution. These inputs are described in the following table.

Input	Description	Range	Default
Total # of Windows-based machines	Total number of machines that you wish to protect.	50 – 10,000	1,000 machines
Average annual fully-loaded cost per IT employee	Average cost, including benefits, of the employees in your IT organization that are responsible for maintaining endpoint security within your organization.	50,000 - 200,000	90,000
Average annual fully-loaded cost per end-user employee	Average cost, including benefits, of the business \employees in your organization that utilize your IT resources.	50,000 - 200,000	90,000
% of computers requiring IT maintenance due to malware infection	% of machines that must be worked on by your IT group each year due to problems caused by malware. **Note:** Yankee Group estimates this to be as high as 85%.	0 – 100%	25%
Average time required to troubleshoot an infected machine	Average time per machine that your IT group must spend to identify and repair the issues caused by malware.	0 – 20 hours	6.0
Average time without computer due to IT maintenance of infected machine	Average length of time that the end-user is not able to be productive due to their machine being worked upon by your IT group to repair damage caused by malware.	0 – 20 hours	8.0
Average time wasted per user on unauthorized applications	Number of hours per week, on average, that your end-users are wasting due to their ability to download and use unauthorized applications while at work.	0 – 3 hours	0.50
# of annual data loss events due to removable media	Estimated # of data loss transactions per year that could occur in your organization due to lack of control over removable media (hard drives, thumb drives, etc).	0 - 150	20
Average incident response cost per event	The average per-event cost required by your IT group to respond and recover from a data loss. **Note:** Ponemon Institute estimates the cost of recovery to be $197 per data **record**, which could equate to tens of thousands of dollars per event.	0 - 10,000	2,000
Estimated external cost per data loss event	The estimated potential impact per data loss event that your organization would face in terms of fines, loss of customers, brand equity reductions, etc. **Note:** The CSI/FBI crime study found that the average cost to an organization from a public data loss event was over $350,000.	0 - 500,000	50,000

Notes: When you first open the calculator, the values are set at pre-defined default settings. These settings provide a realistic sample scenario for an organization with 1,000 Windows machines.

Changing the Default Settings

These are several ways to modify the default settings to input the unique values for your organization:

Use the slider bars next to each input box to increase or decrease the corresponding values within the range described above.

If the range does not include the value you wish to input, you can simply double-click on the appropriate input box and enter a specific value.

All currency-related items can be shown in one of three currencies; US Dollars, GBP or Euros. To view these items in a different currency, simply select the appropriate symbol from the drop down menu located in the upper right hand corner of the blue input area.

Endpoint Security Value Calculator Outputs

As the inputs are adjusted to your desired levels, the calculator will automatically adjust three main value calculation outputs:

1. The overall estimated *Total Endpoint Security Value* of the scenario:

Endpoint Security Value Summary

Total Endpoint Security Value $1,917,476

2. A *Cost and Value Graph* showing a comparison of the value of the scenario versus the cost of implementation over time:
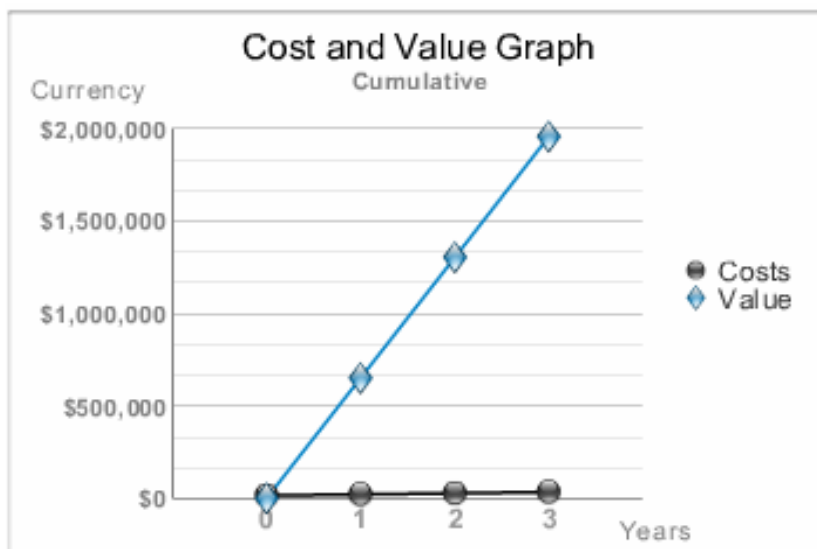
3. A *Cumulative Value* graph showing the cumulative value gained from each of the three main input categories (IT Productivity, Data Loss Impact, and End-User Productivity) over time:
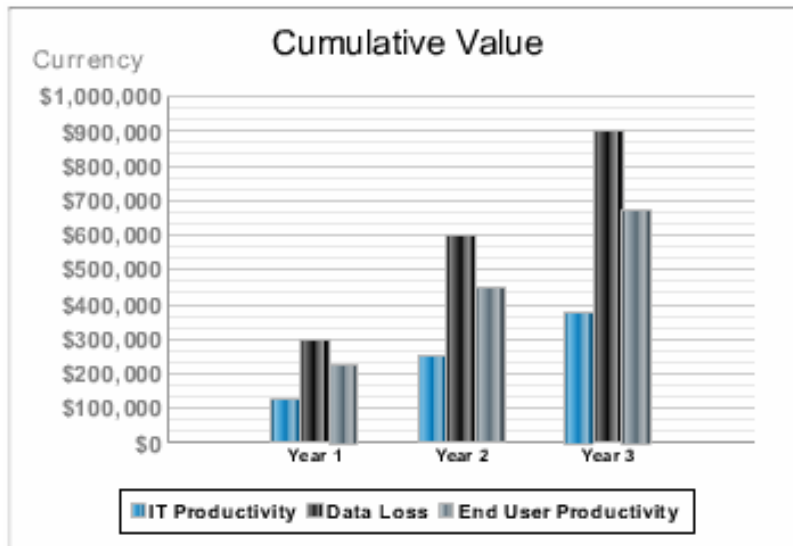
Interpreting the Results

IT Productivity Gains:

The IT productivity value, represented in the blue bar on the *Cumulative Value* graph, consists of the benefit received by a reduction in IT support costs. By leveraging the Application Control component of the Lumension Security Sanctuary Suite, your organization would no longer fall victim to malware, thus eliminating the IT time spent repairing infected machines.

Step 1 – determine the total # of machines to be worked on in a given year
(% of computers requiring IT maintenance due to malware infection) x (total number of laptops desktops and servers)

Step 2 – determine the average cost to repair a single machine
(average time required to troubleshoot an infected machine) x ((average annual fully-loaded cost per IT employee) / 2000 hours per year)

Step 3 – calculate the total *IT Productivity Value*
(total # of machines to be worked on in a given year) x (average cost to repair a single machine)

Data Loss Impact:

The Data Loss Impact value, represented in the dark gray bar on the *Cumulative Value* graph, consists of the benefit received by the avoidance of costly data loss events due to removable media. By leveraging the Device Control component of the Lumension Security Sanctuary Suite, your organization will no longer fall victim to intentional data theft or accidental data leakage via

unmanaged peripheral devices, thus eliminating the internal response cost to recover lost data and the exponentially larger costs of paying fines, losing customers and other impacts of a public data loss.

Step 1 – determine the total annual incident response cost to deal with data lost to peripheral devices
(# of annual data loss events due to removable media) x (average incident response cost per event)

Step 2 – determine the total annual external cost due to data loss events on removable media
(# of annual data loss events due to removable media) x (Estimated external cost per data loss event)

Step 3 – calculate the total potential *Data Loss Impact*
(total annual incident response cost to deal with data lost to removable media) + (total annual external cost due to data loss events on removable media)

End User Productivity Gains:

The end-user productivity value, shown in light gray on the *Cumulative Value* graph, consists of two productivity gains. First, by leveraging the Application Control component of the Lumension Security Sanctuary Suite, your organization would no longer fall victim to malware, thus eliminating the time that end-users are without a computer due to IT maintenance of malware infections. Second, Application Control eliminates the ability for end users to download unauthorized software.

Step 1 – determine the annual end-user productivity loss due to machine down time
(average time without computer due to IT maintenance of infected machine) x ((average annual fully-loaded cost per end-user employee) / 2000 hours per year) x (% of computers requiring IT maintenance due to malware infection) x (total number of laptops desktops and servers)

Step 2 – determine the annual end-user productivity loss due to time wasted on unauthorized applications
((average time wasted per user per week on unauthorized applications) x 50 weeks per year) x ((average annual fully-loaded cost per end-user employee) / 2000 hours per year) x (total number of laptops desktops and servers)

Step 3 – calculate the total *End-user Productivity Value*
(annual end-user productivity loss due to machine down time) + (annual end-user productivity loss due to time wasted on unauthorized applications)

Project Costs:

The project costs are comprised by the sum of the estimated initial investment that is required to implement the solution (both in terms of hardware and initial product implementation), the ongoing yearly subscription costs of the Lumension Security Sanctuary Suite, and the estimated ongoing administrative costs to manage the solution.

Estimated Initial Investment

o   (estimated hardware cost) + (estimated implementation cost)

Category	Level	US Dollar	Euro	GBP
Estimated Hardware Cost	<500 machines	$5,000	€4,343	£2,449
	501-5,000 machines	$12,000	€10,423.20	£5,877.60
	>5,001 machines	($7,500+ ($5,000 x (total # of machines / 5000)))	(€6,514.50 + (€4,343x (total # of machines / 5000)	(£3,673.50+ (£2,449 x (total # of machines / 5000)))
Estimated Implementation Cost	((total # of laptops desktops and servers) / 250) x (average annual fully-loaded cost per IT employee) / 2000 hours per year x 8 hours per day			

Annual Product Subscription Fee

o   (total number of laptops desktops and servers) x (per seat cost based upon standard subscription pricing)

Note: Multi-year discounts enforced. Please contact your Lumension Security Representative at 1 888 725 7828 for detailed pricing information.

Estimated Annual Administration Fee

o   (total # of servers, desktops and laptops x .5) x (1/6) x (average annual fully-loaded cost per IT employee / 2000 hours per year)

Total Endpoint Security Value:

The overall value of your endpoint security scenario is the difference between the total 3-year values of the three impacts identified above (IT Productivity Gains, Data Loss Avoidance and End-user Productivity Gains), less the 3-year cost to purchase and implement the Lumension Security Sanctuary Suite. For more details on the costs of our various endpoint security solutions, please contact your Lumension Security Representative.

Saving your Scenarios

If you would like to save a particular scenario for viewing at a later time, simply click on the ⬤ **Save** button in the upper right hand corner of the calculator to open a menu with the following three options, Save, Load, or Delete:
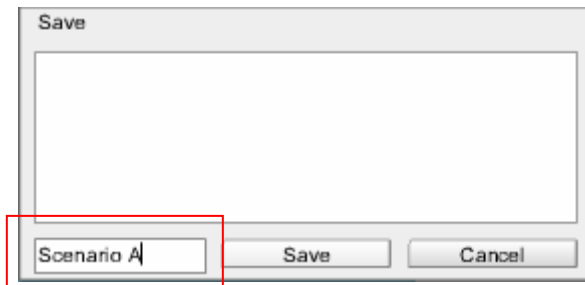
Save	Save the current settings for future viewing
Load	Re-load a previously saved scenario

| Delete	Delete a previously saved scenario

Save:

Click on the *Save* button to open the following panel, where you can enter the name of your scenario in the box (in this case 'Scenario A'), and click the Save button to store the scenario for future use.


Load:

To load a saved scenario, simply click on the *Load* button to open the following panel, where you can select the scenario you wish to load by clicking on the appropriate name in the upper portion (in this case 'Scenario A'). Once selected, simply click the *Load* button and the calculator will re-appear with all of the values adjusted to reflect the saved scenario.
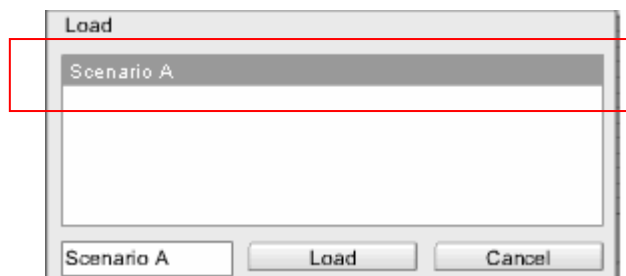
Delete:

To delete a saved scenario, simply click on the *Delete* button to open the following panel, where you can select the scenario you wish to delete by clicking on the scenario name in the upper portion (in this case 'Scenario A'). Once selected, simply click the *Delete* button in the box and the saved scenario will be removed from your list.
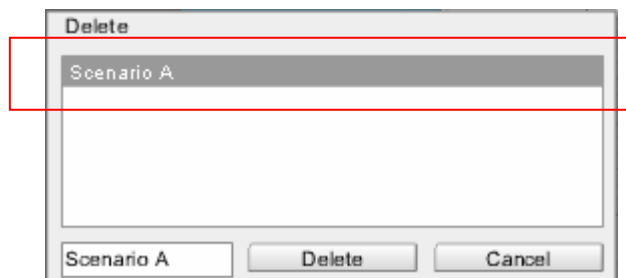
Lumension Security

15880 N. Greenway-Hayden Loop, Suite 100

Scottsdale, AZ 85260

www.lumension.com

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