



**Lumension**  
SECURITY

# Vulnerability Management ROI Calculator

## User Guide

v2.0

Monday, September 29, 2008

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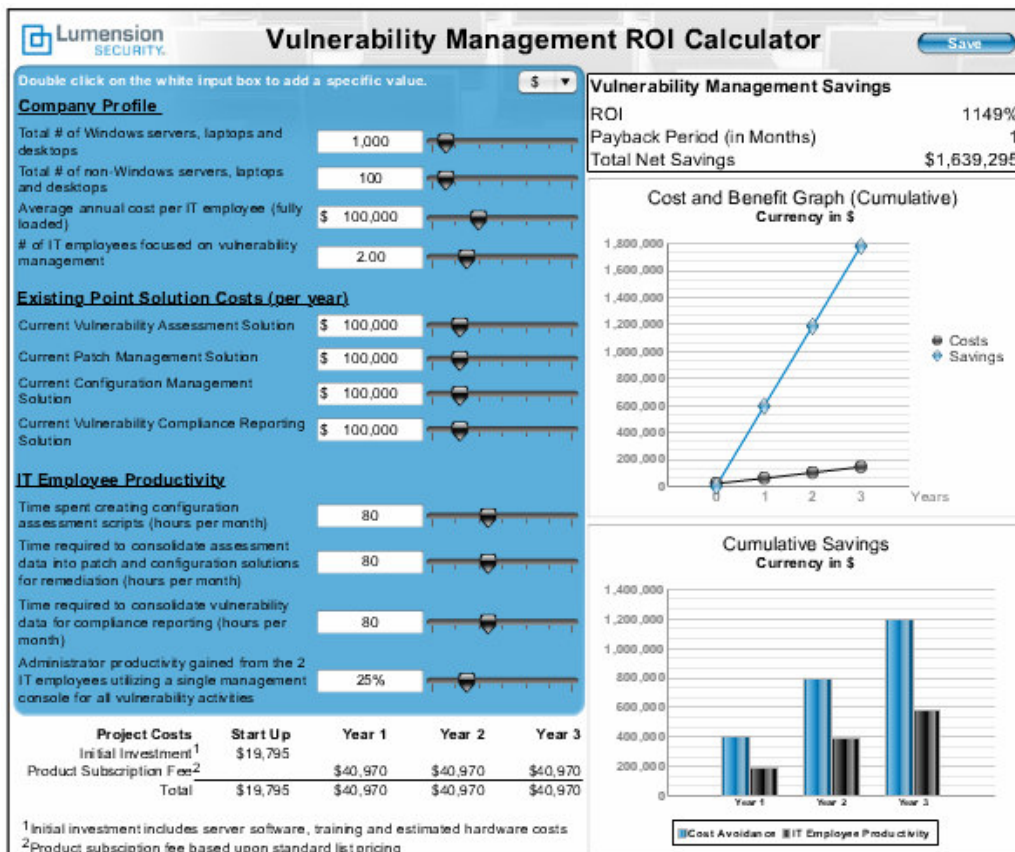
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## Vulnerability Management ROI Calculator Overview

The Lumension Security *Vulnerability Management ROI Calculator* was designed to allow you to quickly evaluate the financial impact of implementing Lumension Security's integrated vulnerability management solution 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 impact that Lumension Security's solution 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 return that can be achieved.



## Accessing the Vulnerability Management ROI 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=143689>

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.



## Vulnerability Management ROI Calculator Inputs

The Vulnerability Management ROI Calculator requires a number of user-defined inputs, which are used to calculate the potential value you can expect from the implementation of our integrated vulnerability management solution. These inputs are described in the following table.

| Input   | Description  | Range               | Default        |
|---|--|---------------------|----------------|
| Total # of Windows servers, desktops and laptops  | Total number of machines that you wish to protect that utilize the Windows operating system  | 0 – 10,000 machines | 1,000 machines |
| Total # of non-Windows servers, desktops and laptops  | Total number of machines that you wish to protect that utilize an operating system other than Windows (i.e. Linux, UNIX, Novell or Apple)  | 0 – 1,000 machines  | 100 machines   |
| Average annual cost per IT employee (fully-loaded)  | Average cost, including benefits, of the employees in your IT organization that are responsible for maintaining Vulnerability Management within your organization.   | 50,000 - 200,000    | 100,000        |
| # of IT employees focused on vulnerability management   | Total # of IT employees focused on vulnerability management roles such as network discovery, inventory and assessment, vulnerability remediation, system configuration, compliance reporting and more.               | 0 – 5 employees     | 2              |
| Current Vulnerability Assessment Solution   | The annual cost of the current point solution used for identifying and prioritizing the vulnerabilities that exist within your network   | 0-500,000           | 100,000        |
| Current Patch Management Solution   | The annual cost of the current point solution used for remediating the software vulnerabilities (operating system and application) that exist within your network  | 0-500,000           | 100,000        |
| Current Configuration Management Solution   | The annual cost of the current point solution used for identifying and remediating the configuration-related vulnerabilities that exist within your network  | 0-500,000           | 100,000        |
| Current Vulnerability Compliance Reporting Solution   | The annual cost of the current point solution used for gathering vulnerability assessment and remediation information into consolidated, enterprise-level vulnerability compliance reports                           | 0-500,000           | 100,000        |
| Time spent creating configuration assessment scripts (hours per month)  | Average number of hours per month that are currently required to create configuration assessment scripts for use in identifying configuration-related vulnerabilities  | 0-200 hours         | 80 hours       |
| Time required to consolidate assessment data into patch and configuration solutions for remediation (hours per month)                 | Average number of hours per month that are currently required to transfer assessment information identified by a point scanning solution into a solution that supports the remediation of the identified assessments | 0-200 hours         | 80 hours       |
| Time required to consolidate vulnerability data for compliance reporting (hours per month)  | Average number of hours per month that are currently required to create aggregate and report on vulnerability management activities  | 0-200 hours         | 80 hours       |
| Administrator productivity gained from IT employees utilizing a single management console for all vulnerability management activities | Estimated percentage increase in productivity that will be experienced through the use of a single administrative console for all vulnerability management functions.  | 0-100%              | 25%            |

**Notes:** When you first open the calculator, inputs are set at pre-defined default values. These settings provide a realistic scenario for an organization with 1,000 Windows-based machines and 100 machines utilizing an operating system other than Microsoft Windows. Default currency inputs are based upon US dollars.



## 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.

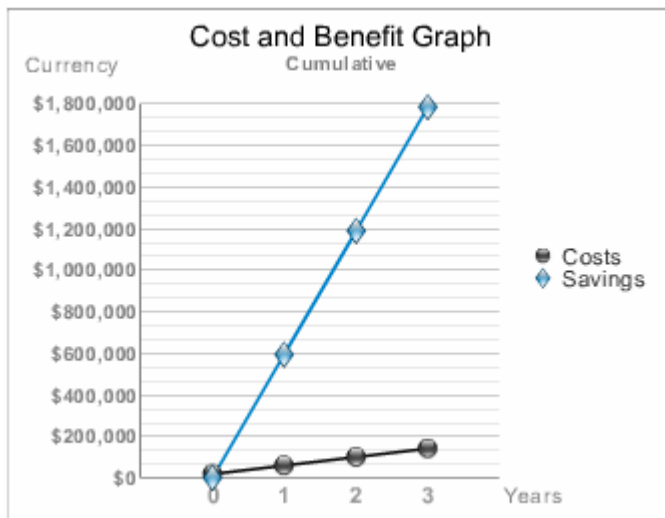
## Vulnerability Management ROI Calculator Outputs

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

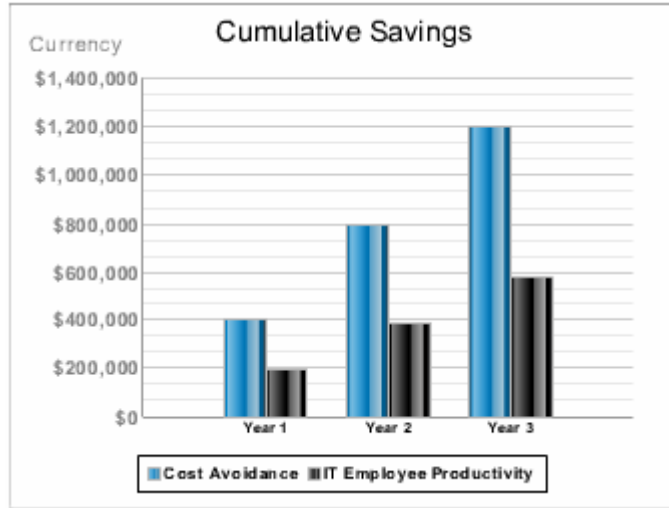
1. The overall Vulnerability Management Savings for your scenario (including ROI, payback period in months and cumulative savings):

| Vulnerability Management Savings |             |
|----------------------------------|-------------|
| ROI                              | 1149%       |
| Payback Period (in Months)       | 1           |
| Total Net Savings                | \$1,639,295 |

2. A *Cost and Benefit Graph* showing a comparison of the savings experienced from the scenario versus the cost of implementation over time:



3. A *Cumulative Savings* graph showing the annual savings from IT productivity gains and product cost reductions over a three year period:



## Interpreting the Results

### **Existing Point Solution Cost Reduction:**

The point solution cost savings, represented by the blue bar on the *Cumulative Savings* graph, consists of the benefit received by not having to purchase multiple point solutions to perform all of the required vulnerability management functions.

#### Calculation:

Cost of Current Vulnerability Assessment Solution + Cost of Current Patch Management Solution + Cost of Current Configuration Management Solution + Cost of Current Vulnerability Compliance Reporting Solution

### **IT Employee Productivity:**

The IT productivity value, represented in the blue bar on the *Cumulative Savings* 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.

#### Calculation:

Step 1 – determine the total cost of preparing configuration assessment scripts (for organizations that currently use configuration assessment solutions that do not support the download of open-standards assessment templates from organizations such as NIST)

$(\# \text{ of hours required per month} \times 12 \text{ months}) \times (\text{average annual fully-loaded cost per IT employee} / 2000 \text{ hours per year})$

Step 2 – determine the total cost of integrating assessment scan data into a patch management solution for remediation (for organizations that currently use a vulnerability assessment solution that does not support native remediation of discovered vulnerabilities)

$(\# \text{ of hours required per month} \times 12 \text{ months}) \times (\text{average annual fully-loaded cost per IT employee} / 2000 \text{ hours per year})$



Step 3 – determine the total cost of capturing and aggregating vulnerability management activity information into a centralized reporting tool for internal audit or external compliance reporting requirements

$(\# \text{ of hours required per month} \times 12 \text{ months}) \times (\text{average annual fully-loaded cost per IT employee} / 2000 \text{ hours per year})$

Step 4 – determine the Administrator productivity gained from IT employees utilizing a single management console for all vulnerability management activities

$(\% \text{ productivity gain}) \times (\# \text{ of IT employees focused on vulnerability management}) \times (\text{average annual cost per IT employee (fully-loaded)})$

Step 5 – calculate the total *IT Employee Productivity Gain*

Add the outputs from Steps 1 - 4

**Project Costs:**

The project costs are comprised of the sum of the estimated initial investment that is required to implement the solution (estimated hardware, training and initial perpetual server software licenses) and the ongoing yearly subscription costs of the Lumension Security Vulnerability Management solution.

Initial Investment

- o  $(\text{estimated hardware cost}) + (\text{perpetual server software licenses}) + (\text{training fee})$

| Cost                           | US Dollar | Euro        | GBP        |
|--------------------------------|-----------|-------------|------------|
| Estimated hardware cost        |           |             |            |
| ▪ 1,000 total computers        | \$2,245   | € 1,557.36  | £1,226.31  |
| ▪ 1001 – 2,500 total computers | \$10,620  | € 7,367.09  | £5,801.07  |
| ▪ 2,501-5,000 total computers  | \$17,245  | € 11,962.86 | £9,419.91  |
| ▪ 5,000-10,000 total computers | \$23,740  | € 16,468.44 | £12,967.74 |
| ▪ 10,000+ total computers      | \$30,235  | € 20,974.02 | £16,515.57 |
| Server software cost           | \$7,185   | € 5,060.54  | £3,518.92  |
| Per user training fee          | \$995     | € 700.80    | £487.31    |

Product Subscription Fee

- o  $(\text{total number of Windows laptops, desktops and servers}) \times (\text{per seat Windows cost based upon standard subscription pricing}) + (\text{total number of non-Windows laptops, desktops and servers}) \times (\text{per seat non-Windows cost based upon standard subscription pricing})$

**Note:** Multi-year discounts enforced. Please contact your Lumension Security Representative for detailed pricing information.



**Vulnerability Management Savings:**

**ROI**


((Total cumulative savings (cost reduction and IT employee productivity)) – total cumulative project costs) / total cumulative project costs)

Payback Period = (total cumulative costs / total cumulative savings) x 12

**Total Net Savings**

The overall value of your Vulnerability Management scenario is the difference between the total 3-year savings from the impacts identified above (IT Productivity Gains and Cost Reduction), less the 3-year cost to purchase and implement the Lumension Security Vulnerability Management solution. For more details on the costs of our various solutions, [please contact your Lumension Security Representative.](#)

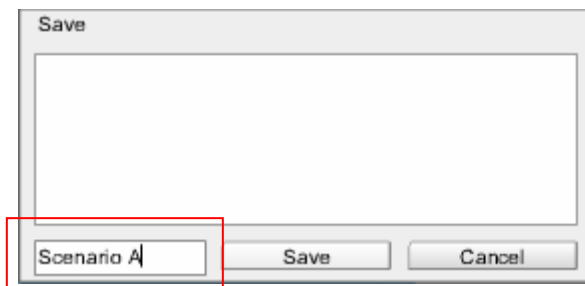
## Saving your Scenarios

If you would like to save a particular scenario for viewing at a later time, simply click on the  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           |

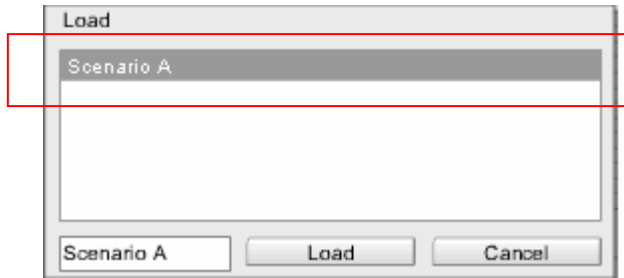
**Save:**

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.



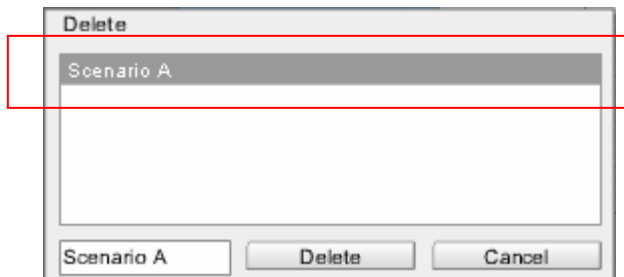
**Load:**

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.







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