

## One-Page Business Justification

How to build the case to invest in FireMon Network Security Policy Management

Our customers regularly face costly and tedious challenges surrounding the management of their network security policies across their on-premises and cloud networks. These challenges often include managing complex network environments, laborious and time-consuming manual policy changes, and misconfigurations that can lead to outages or create new vulnerabilities.

Our one-page business justification helps customers clearly understand how they would benefit by investing in a FireMon solution. The process quantifies operating cost reductions, hours saved by automating manual tasks, and the costs of avoiding unplanned outages and cyberattacks.

### Decrease Operational Costs

Our customers have experienced steep cost savings by automating the day-to-day management of their network security policies with FireMon. This includes the reduction of full-time employee costs, allowing these valuable resources to focus on other important projects. FireMon has allowed our customers to increase operational efficiency all while saving them millions of dollars.

#### Data points from FireMon customers:

**90%** reduction in managing day to day policies

**97%** reduced time to review and make a safe firewall rule change from 90 minutes down to 3 minutes.

**75%** Decreased change process time with FireMon's automation capabilities

### Slash Time Spent on Manual Tasks

Our solution has enabled customers to increase the time spent on strategic projects while simultaneously decreasing the time spent on manual reviews and updates. Because of FireMon's automation tools, our customers no longer spend thousands of hours on manual firewall changes, months to analyze and review their current rule base, or weeks to prepare compliance reports. Regular delays and missed SLAs are thing of the past, allowing our customers to make ample time for more strategic initiatives.

### Reduce Security Related Risks

FireMon has reduced security risks caused by misconfigurations, leak paths, and human error by providing our customers with complete visibility into all on premise and cloud firewalls. Our single pane of glass view approach allows our customers to see all of their firewall rules, when changes are made and by whom, and scans for policy-related vulnerabilities. We empower our customers to get security right the first time around, without the risk of reputational damage or costly breaches.

#### Data points from FireMon customers:

**\$1.8M** estimated operational savings a year

**450%** reduction in annual operational costs

**\$450k** reduction in staffing costs

#### Data points from FireMon customers:

**\$1.2M** saved in prevention of future breaches

**\$500k** estimated savings in case of a breach or downtime event

**\$400k** for every hour a system is offline due to an attack

*Our one-page business justifications help quantify and qualify reasons why Network Security Policy Management (NSPM) solutions, like FireMon, are beneficial to your business. Empower yourself to justify the business challenges, value propositions and quantifiable outcomes to your organization's decision makers with our team of NSPM experts.*