



What is the Forrester Total Economic Impact™ of Forcepoint's SureView Insider Threat?

Forrester worked with Forcepoint to analyze the total economic impact that SureView Insider Threat has on a customer, who shared these business challenges and objectives:



“Risk mitigation and compliance were driving forces in selecting SureView Insider Threat.”



“Using SureView Insider Threat helps the security department support the business.”



“SureView Insider Threat's video functionality provides a complete picture.”



“In the future, the organization will expand its use of SureView Insider Threat's capabilities.”

Through interviews and data aggregation, Forrester concluded the following financial impact SureView Insider Threat has on this organization:



**ROI:
60%**

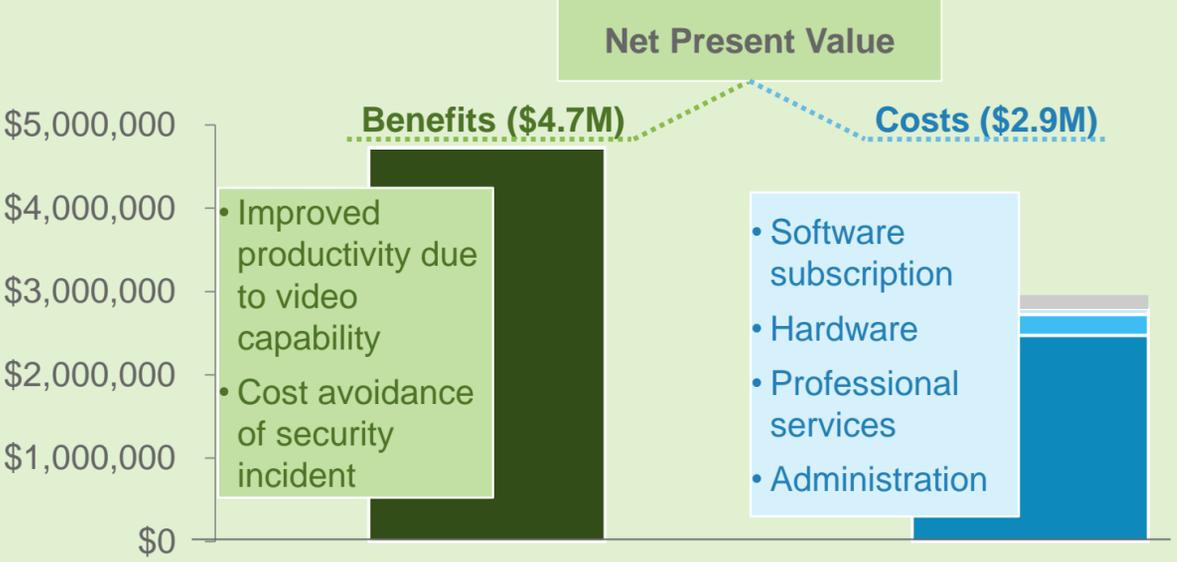


**Payback:
<16 months**

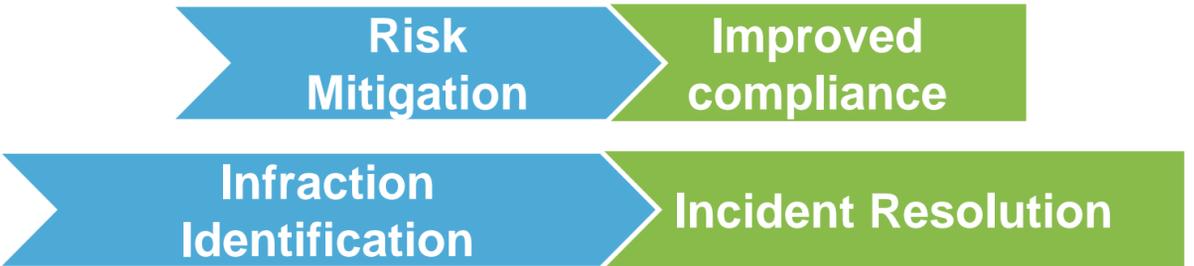


**NPV:
\$1.7 million**

More importantly, TEI quantified specific benefits, costs, and metrics that mattered to customers:



Customers also experienced additional benefits that were not quantitatively tracked in detail:



Forcepoint SureView Insider Threat at the Interviewed Company

100,000

Endpoints monitored.

Playback

Key differentiating functionality facilitating incident resolution

Forrester Metrics to Quantify the Cost of a Security Breach

30,000

Records compromised in an average security incident

\$1,000

Recovery cost per record, on average

Disclosures

The reader should be aware of the following:

- This document is an abridged version of a full case study: The Total Economic Impact Of Forcepoint SureView Insider Threat, October 2014.
- The study was commissioned by Forcepoint and delivered by the Forrester Consulting group.
- Forrester makes no assumptions as to the potential return on investment that other organizations will receive.
- Please read the full case study for additional disclosures.

TEI Methodology

Total Economic Impact™ (TEI) is a methodology developed by Forrester Research that enhances a company's technology decision-making processes and assists vendors in communicating the value proposition of their products and services to clients. The TEI methodology helps companies demonstrate, justify, and realize the tangible value of IT initiatives to both senior management and other key business stakeholders. The TEI methodology consists of four components to evaluate investment value: benefits, costs, risks, and flexibility. (<http://www.forrester.com/marketing/product/consulting/tei.html>)