

SD Elements Delivers Competitive Return On Investment for Enterprises

SD Elements Delivers a 191% Return On Investment (ROI) for Financial Enterprise Over 3-Year Span, According to **Forrester's** Independent Analysis

CHALLENGE

Financial institution struggled to define requirements early enough in their software development lifecycle which resulted in higher costs and remediation work.

SOLUTION

The client used SD Elements, an expert system that translates policies into actionable tasks which technical teams can access in their ALM.

RESULTS

SD Elements reduced total Critical/High-Risk Vulnerabilities by 100% and Medium Risk Vulnerabilities by 50% for a Fortune 50 financial institution. Ongoing research by Security Compass team on other applications confirms the 100% reduction of Critical Vulnerabilities and a 97% reduction in Medium Risk Vulnerabilities.

The average cost to remediate critical and medium vulnerabilities for each major development project was \$100,000 prior to SD Elements. After using SD Elements,

a savings of \$75,000 per project (for 75 major application projects) resulted in **more than \$5.6 million in cost reduction.**

Of the total savings, the organization attributes 40% to SD Elements, resulting in a benefit of more than \$2.2 million per year and more than \$6.7 million over three years.

The use of SD Elements freed up 40% of the security professionals' time, resulting in savings equivalent to 14 FTEs. At an average burdened salary of \$150,000 this translated to a savings of \$840,000 per year.

TOTAL SAVINGS

After accounting for all SD Elements costs, including the cost of the platform itself, integration, and translation costs, the total savings were:

- ▶ **Present Net Benefit:** \$4,467,917 (after 3 years)
- ▶ **ROI:** 191% (after 3 years)
- ▶ **Payback Period/Break-Even Point:** 4.1 months

OUTCOMES

- ▶ Developers had a newfound confidence in their compliance with regulations and security standards at the end of their SDLC
- ▶ Vulnerabilities and remediation work were significantly reduced
- ▶ Relationships between developers and security professionals were better defined and more harmonious

"I've been very pleased that developers get a very complete and understandable set of security requirements that are easily translatable into the development cycle."

— Security Director, Financial Services Company