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Key Findings From the Total Economic Impact™ of Illumio ZTS

111% ROI

Illumio Zero Trust Segmentation (ZTS) delivered significant returns, according to a study conducted by Forrester Consulting

Zero Trust Segmentation is a business imperative

With breaches and ransomware showing no signs of slowing down, organizations are accelerating the deployment of Zero Trust Segmentation (ZTS).

ZTS is a modern approach to building cyber resilience and minimizing the impact of inevitable attacks. Unlike prevention and detection technologies, ZTS contains the spread of breaches and ransomware across the hybrid attack surface.

That's why organizations worldwide invest in the Illumio Zero Trust Segmentation Platform.

Through complete visibility into network traffic and automated and flexible segmentation, including microsegmentation, Illumio ZTS customers improve their resilience, reduce risk, and see a clear return on investment (ROI).

We commissioned Forrester Consulting to dig into the actual returns, cost savings, and business benefits that our customers experience.

About the study

To understand and measure the Total Economic Impact™ (TEI) of using Illumio ZTS, Forrester conducted in-depth interviews with six Illumio customers representing varying company sizes, roles, and industries.

Based on the interviews, Forrester constructed a TEI framework and created a composite organization for the aggregate financial analysis.

The composite organization shared several key challenges of life before Illumio ZTS:

- A focus on perimeter defenses and few internal controls; limited success with traditional segmentation

- A lack of visibility into network traffic and connections

- A proliferation of applications and microservices with dependencies in the cloud and on-premises

The companies searched for a solution that provides vendor- and technology-agnostic deployments, succeeds as scale, and aligns with Zero Trust methodologies — all of which they found in Illumio ZTS.

Illumio ZTS Investments Yield Significant Value

Forrester found that the composite organization, based on Illumio customers, saw fast value, triple-digit ROI, and other notable benefits over a three-year period.

111%
ROI

$10.2 M
Total benefits

6
Months payback

Key results and benefits

$1.6 million

Increased operational efficiency gains for infosec teams

Illumio's simplified approach reduced the time and effort to gain visibility and implement Zero Trust Segmentation. As a result, the composite organization saved 90% in security operations labor.

The increase in efficiency is worth more than $1.6 million.

$3.8 million

Reduced cost and impact of downtime

Minimizing the impact of a breach also minimizes downtime for end users and revenue-generating applications. Additionally, Illumio ZTS cuts unexpected downtime related to manual errors, migrations, and updates.

Reducing downtime with Illumio ZTS saves the composite organization a total of $3.8 million.

$1.8 million

Decreased overall risk exposure worth

Illumio ZTS prevents lateral movement, decreasing the composite organization's vulnerability and the severity of impact of a breach, reducing the blast radius by 66%.

The decrease in overall risk exposure enables savings of $1.8 million.

$3 million

Tool consolidation and reduced firewall costs

Illumio ZTS is infrastructure-agnostic, allowing organizations to take advantage of existing infrastructure and repurpose legacy technology.

By consolidating tools and avoiding additional firewall expenditure, the composite organization saves $3 million.

Discover the Total Impact

Download the study for the full analysis of benefits and costs.

Contact us to learn how your organization can build cyber resilience and get reliable ROI with Illumio.

About Illumio

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Illumio, the Zero Trust Segmentation Company, stops breaches from spreading across the hybrid attack surface. The Illumio ZTS Platform visualizes all traffic flows between workloads, devices, and the internet, automatically sets granular segmentation policies to control communications, and isolates high-value assets and compromised systems proactively or in response to active attacks. Illumio protects organizations of all sizes, from Fortune 100 to small business, by stopping breaches and ransomware in minutes, saving millions of dollars in application downtime, and accelerating cloud and digital transformation projects.