

The Total Economic Impact™ of Tanium Converged Endpoint Management (XEM)

A custom business case for Acme Inc..

This Total Economic Impact™ (TEI) analysis has been prepared exclusively for you. The following is a high-level estimate of the economic impact that Tanium may have on your environment based on the data provided. The underlying financial model is based upon the Forrester Consulting study “The Total Economic Impact™ of Tanium,” November 2021, commissioned by Tanium.



<p>Tool consolidation savings Before investing in Tanium, organizations typically use multiple siloed tools to accomplish endpoint security and operations tasks. Tanium can displace these point solutions.</p>	<p>User Inputs:</p> <ul style="list-style-type: none"> Estimate the number of legacy tools eliminated by Tanium: Estimate the average annual cost per endpoint with legacy tools: 	<p>\$10,541,103</p>
<p>Idle software reclamation savings With Tanium, organizations may discover unused software on both their managed and unmanaged assets. This makes it possible to right-size license volumes and save money.</p>	<p>User Inputs:</p> <ul style="list-style-type: none"> Estimate the percentage of endpoints with an unused license Estimate the percentage of unused licenses reclaimed with Tanium: Estimate the average annual cost of an unused license: 	<p>\$1,116,286</p>
<p>Endpoint security/management people and process efficiency savings Tanium can reduce the time needed to manage and secure endpoints and contribute to IT team productivity. Tanium can help organizations consolidate IT functions as well as automate many endpoint security and management tasks.</p>	<p>User Inputs:</p> <ul style="list-style-type: none"> How large is the organization's endpoint security and management team? Estimate the number of full-time equivalent employees (FTEs): Estimate the average efficiency gains or time savings with Tanium: Productivity capture rate: What is the average hourly rate of employees performing endpoint security and management? 	<p>\$751,810</p>
<p>Tanium software costs Tanium Modules can be purchased individually or in solution-specific suites. Tanium Core is a prerequisite for all solutions.</p> <p>Deployment and implementation costs Organizations may incur costs when deploying Tanium within their environments. Organizations should also expect ongoing training and minimal administration costs split across multiple team members.</p>	<p>Tanium software cost</p> <ul style="list-style-type: none"> Enter the price for Tanium Core: Enter the price for all Tanium Modules the customer is interested in or has purchased: <p>Deployment and implementation costs</p> <ul style="list-style-type: none"> Estimate any initial costs to the customer for hardware (if required) and execution of a proof-of-concept (POC): Estimate the customer's total expected time commitment (in hours) both for initial deployment and for ongoing maintenance: 	<p>\$1,918,123</p>
<p>ESTIMATED 3 YEAR PRESENT VALUE FOR Acme Inc.</p>		<p>\$10,491,076</p>