



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

A custom business case for
Acme Inc.

March 21, 2023



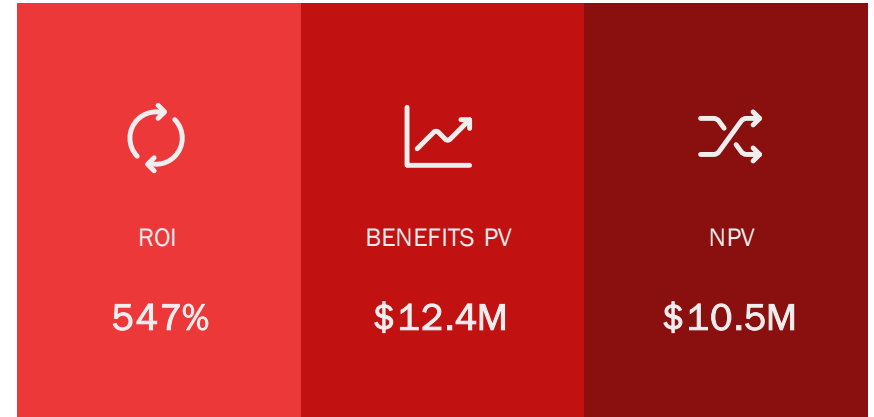
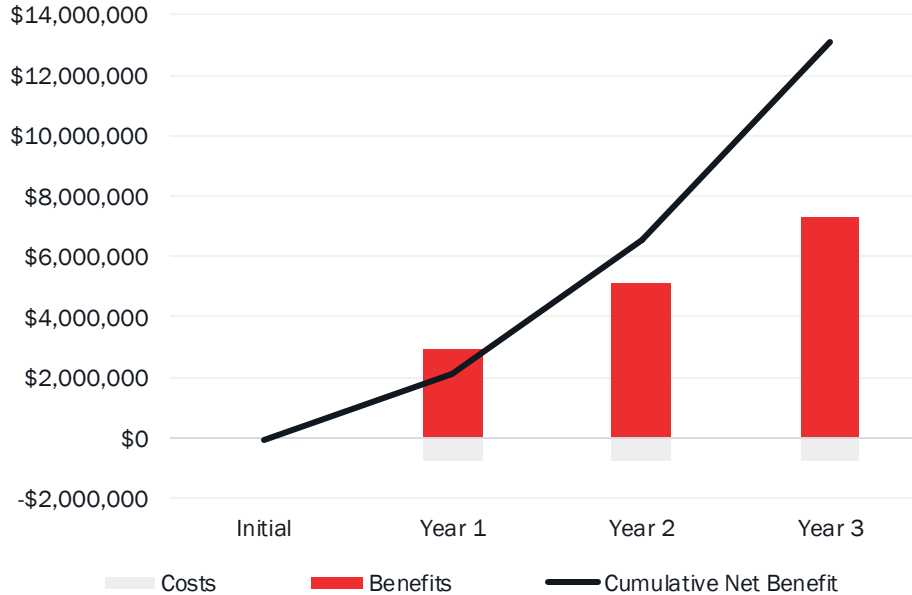
About Your Custom Business Case

- This Total Economic Impact™ (TEI) analysis has been prepared exclusively for you.
- The following is a high-level estimate of the economic impact that the Tanium XEM platform 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.



Business Case Executive Summary

Financial Analysis (Risk-adjusted)



Benefit Categories



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 into a single, unified platform.



Idle software reclamation savings: With Tanium, organizations may discover un- or rarely used software on both their managed and unmanaged assets. This makes it possible to right-size license volumes and save money.



Endpoint security/management people and process efficiency savings: Tanium can reduce the level of effort 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.

Costs



Tanium software costs: Tanium Modules can be purchased individually or in solution-specific suites. Tanium Core is a prerequisite for all solutions.



Deployment, training and administration 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.

User Inputs

Benefits



Tool consolidation savings

- Estimate the number of legacy tools eliminated by Tanium:
- Estimate the average annual cost per endpoint for legacy tools:



Idle software reclamation savings

- Estimate the percentage of endpoints with un- or rarely used licenses that may potentially be reclaimed:
- Estimate the percentage of unused licenses reclaimed with Tanium:
- Estimate the average annual cost of a license:



Endpoint security/management people and process efficiency savings

- 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 tasks?

Costs



Tanium software cost

- Enter the price for Tanium Core:
- Enter the price for all Tanium Modules the customer is interested in or has purchased:



Deployment and implementation costs

- 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:

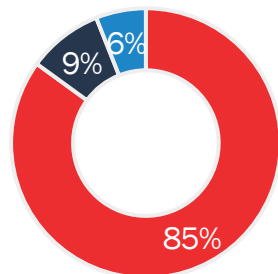
Cash Flow Analysis (Risk-Adjusted Estimates)

	Initial	Year 1	Year 2	Year 3	Total	Present Value
Total costs	-\$45,150	-\$753,150	-\$753,150	-\$753,150	-\$2,304,600	-\$1,918,123
Total benefits	\$0	\$2,939,989	\$5,128,789	\$7,317,589	\$15,386,366	\$12,409,199
Net benefits	-\$45,150	\$2,186,839	\$4,375,639	\$6,564,439	\$13,081,766	\$10,491,076
ROI						547%
Payback period (months)						<6

Analysis Of Benefits

Total Benefits

Ref.	Benefit	Year 1	Year 2	Year 3	Total	Present Value
Atr	Tools consolidation savings	\$2,188,800	\$4,377,600	\$6,566,400	\$13,132,800	\$10,541,103
Btr	Idle software reclamation savings	\$448,875	\$448,875	\$448,875	\$1,346,625	\$1,116,286
Ctr	Endpoint security/management people and process efficiency savings	\$302,314	\$302,314	\$302,314	\$906,941	\$751,810
	Total benefits (risk-adjusted)	\$2,939,989	\$5,128,789	\$7,317,589	\$15,386,366	\$12,409,199



- Tools consolidation savings
- Idle software reclamation savings
- Endpoint security/management people and process efficiency savings

Tool consolidation savings: Detail

Ref.	Metric	Calculation	Year 1	Year 2	Year 3
A1	Number of legacy tools eliminated after deploying Tanium modules	User Input 1.1	2	4	6
A2	Total endpoints	Calculated Input 0.4	12,000	12,000	12,000
A3	Estimated annual cost per endpoint with legacy tools	User Input 1.2	\$96	\$96	\$96
A4	Average cost per legacy tool	$A2 * A3$	\$1,152,000	\$1,152,000	\$1,152,000
At	Tools consolidation savings	$A1 * A4$	\$2,304,000	\$4,608,000	\$6,912,000
	Risk adjustment	↓5%			
Atr	Tools consolidation savings (risk-adjusted)		\$2,188,800	\$4,377,600	\$6,566,400

Idle software reclamation savings: Detail

Ref.	Metric	Calculation	Year 1	Year 2	Year 3
B1	Number of end user endpoints	User Input 0.2	9,000	9,000	9,000
B2	Estimated percentage of endpoints with an unused license(s)	User Input 2.1	30%	30%	30%
B3	Endpoints with unused licenses discovered	B1*B2	2,700	2,700	2,700
B4	Estimated percentage of endpoints with unused licenses remediated with Tanium	User Input 2.2	70%	70%	70%
B5	Endpoints with unused licenses remediated	B3*B4	1,890	1,890	1,890
B6	Average TCO of unused software license(s) per endpoint	User Input 2.3	\$250	\$250	\$250
Bt	Idle software reclamation savings	B5*B6	\$472,500	\$472,500	\$472,500
	Risk adjustment	↓5%			
Btr	Idle software reclamation savings (risk-adjusted)		\$448,875	\$448,875	\$448,875
Btr	Three-year total	\$1,346,625			
Btr	Three-year present value	\$1,116,286			

Endpoint security/management people and process efficiency savings: Detail

Ref.	Metric	Calculation	Year 1	Year 2	Year 3
C1	FTEs performing endpoint security and management	User Input 3.1	6.0	6.0	6.0
C2	FTE time used before deploying Tanium (hours)	C1*2,080	12,480	12,480	12,480
C3	Percentage of time saved after deploying Tanium	User Input 3.2	34%	34%	34%
C4	FTE time saved after deploying Tanium (hours)	C2*C3	4,243	4,243	4,243
C5	Average FTE hourly rate	User Input 3.3	\$75	\$75	\$75
Ct	Endpoint security/management people and process efficiency savings	C4*C5	\$318,225	\$318,225	\$318,225
	Risk adjustment	↓5%			
Ctr	Endpoint security/management people and process efficiency savings (risk-adjusted)		\$302,314	\$302,314	\$302,314
Ctr	Three-year total	\$906,941			
Ctr	Three-year present value	\$751,810			

Additional Benefits and Next Steps

The scope of this study focused on projecting value in the following three categories:

- ✓ Tool consolidation
- ✓ Idle software reclamation
- ✓ Endpoint security / management people and process efficiency savings

Tanium customers have, in many instances, seen **additional value** in areas such as:

- ❑ Lowering the TCO of un- or under-managed endpoints
- ❑ Reclaiming underutilized servers (e.g., physical, virtual and/or cloud)
- ❑ Reducing costs related to the risk of 3rd party software audits
- ❑ Reducing the frequency, duration and severity of adverse events such as breaches or other business-disrupting attacks → reduced risk / business impact, and reduced cost to respond & remediate
- ❑ Enhanced cyber insurance policy terms (reduced premiums, higher limits)
- ❑ Reducing cost and risk associated with M&A activity (during both the due diligence and integration phases)

*Tanium's **Value Engineering** team can conduct a detailed business value analysis / ROI study for your organization if desired, focusing some or all of these additional areas, or unique Use Cases / value drivers specific to your operating model. This study requires collaboration and data sharing between your SMEs and the Tanium team. Work with your Tanium or Partner representative to determine if a more detailed study is appropriate.*

Analysis Of Costs

Total Costs

Ref.	Cost	Initial	Year 1	Year 2	Year 3	Total	Present Value
Dtr	Tanium software cost	\$0	\$750,000	\$750,000	\$750,000	\$2,250,000	\$1,865,139
Etr	Deployment, implementation, and support costs	\$45,150	\$3,150	\$3,150	\$3,150	\$54,600	\$52,984
	Total costs (risk-adjusted)	\$45,150	\$753,150	\$753,150	\$753,150	\$2,304,600	\$1,918,123

Tanium software cost

Ref.	Metric	Calculation	Initial	Year 1	Year 2	Year 3
D1	Cost of Tanium software (Core plus selected Modules)	User Input 4.1	\$0	\$750,000	\$750,000	\$750,000
Dt	Tanium software cost	D1	\$0	\$750,000	\$750,000	\$750,000
	Risk adjustment	0%				
Dtr	Tanium software cost (risk-adjusted)		\$0	\$750,000	\$750,000	\$750,000
Dtr	Three-year total	\$2,250,000				
Dtr	Three-year present value	\$1,865,139				

Deployment, implementation, and support costs

Ref.	Metric	Calculation	Initial	Year 1	Year 2	Year 3
E1	Deployment cost (e.g., hardware, POC, professional services, etc.)	User Input 5.1	\$40,000	\$0	\$0	\$0
E2	Total FTE time spent on deployment and implementation (hours)	User Input 5.2	40	0	0	0
E3	Total FTE time spent on support, maintenance, and administration (hours)	User Input 5.2	0	40	40	40
E4	Average FTE hourly rate	User Input 3.3	\$75	\$75	\$75	\$75
Et	Deployment, implementation, and support costs	$E1+(E2+E3)*E4$	\$43,000	\$3,000	\$3,000	\$3,000
	Risk adjustment	↑5%				
Etr	Deployment, implementation, and support costs (risk-adjusted)		\$45,150	\$3,150	\$3,150	\$3,150
Etr	Three-year total		\$54,600			
Etr	Three-year present value		\$52,984			

Disclaimers

- This custom analysis provides you with a high-level estimate of the potential economic impact of the Tanium on your specific environment.
- The underlying financial model is based on the Forrester Consulting study “The Total Economic Impact Of Tanium,” November 2021, commissioned by Tanium.
- This model is based on data Forrester gathered from four representatives at organizations using the Tanium platform.
- Although great care has been taken to ensure the accuracy and completeness of this model, Tanium and Forrester Research are unable to accept any legal responsibility for any actions taken on the basis of the information contained herein. The tool and subsequent output is provided ‘AS IS,’ and Forrester and Tanium make no warranties of any kind.
- For more information, ask for the full description of the Methodology, Disclaimers, and Disclosures.

Thank you!