

The Business Value of Mandiant Consulting



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Interviewed organizations achieved significant benefits when using Google Cloud's Mandiant Consulting services to strengthen their cyber-resiliency. Through cost savings, greater staff effectiveness, and business enablement, IDC calculated that interviewed organizations achieved benefits worth an annual average of \$4.3 million, which resulted in a three-year ROI of 268%.

Key Results

\$88,700 average annual benefit per 1,000 endpoints

45% more cyber-resilient

4.1-month payback period

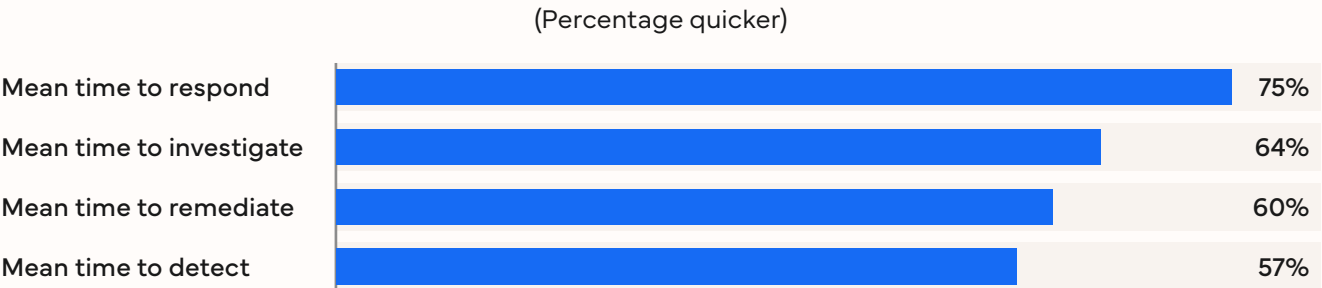
Note: Metrics reflect average results from customer self-assessments of program impact.

Customer Quote (Healthcare):
"Most companies do a breach assessment only after they're breached. Because of the model we've set up with Mandiant, we do a breach assessment every quarter. It has increased our visibility into things we need to enhance, improved our operations, and given us visibility into known and unknown risks. As a result, we have a high degree of confidence in our current architecture and deployment model."

Key Performance Indicators

- **59%**
more prepared to address cyberattacks
- **268%**
three-year return on investment
- **28%**
greater understanding of threat environments

Risk Mitigation Improvement



Staff Benefits

- **25%**
more efficient security operations teams
- **36%**
more efficient security analysts
- **21%**
more efficient threat intelligence teams

Business Benefits

- **\$1.4 million**
in additional net revenue per year
- **\$506,250**
saved in annual fine reductions
- **\$532,500**
in IT-related cost reductions