

The Business Value of Mandiant Consulting

Research by: Craig Robinson, Megan Szurley



→ Benefits Worth an Annual Average of \$4.3 Million

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%.



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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."



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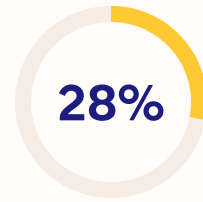
Key Performance Indicators



more prepared to address cyberattacks



three-year return on investment



greater understanding of threat environments



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Risk Mitigation Improvement

(Percentage quicker)



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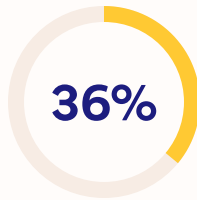
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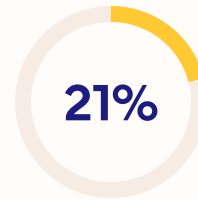
Staff Benefits



more efficient security operations teams



more efficient security analysts



more efficient threat intelligence teams



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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



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Business Value White Paper
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The Business Value of Mandiant Consulting



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Read the full White Paper →

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