

Cost benefits and ROI of Quod Orbis Continuous Controls Monitoring (CCM)



TRADITIONAL APPROACH TO CYBER SECURITY RELATED AUDITS AND COMPLIANCE

QUOD ORBIS CCM APPROACH: Complete cyber controls visibility in a single pane of glass

<ul style="list-style-type: none"> > Manual > Subjective > Time-consuming > Inaccurate > Point in time 	<p>Typically 5+ FTE 5x £60k = £300k</p>	METRICS	<ul style="list-style-type: none"> > Automatic, continuous, real-time monitoring of controls > Fast, timely fixes
<ul style="list-style-type: none"> > Annual audit > Lengthy, painful prep > Minimal interim checks 	<p>Typically 2+ FTE 2x £60k = £120k (additional to above)</p>	COMPLIANCE	<ul style="list-style-type: none"> > Automatically prepares for audits and ensures PCI compliance > Scalable
<ul style="list-style-type: none"> > Annual audit > Point in time > Not linked to real data > Ongoing changes not reflected 	<p>Typically 5+ FTE 2x £60k = £120k (additional to above)</p>	RISK	<ul style="list-style-type: none"> > Constant audits throughout the business: security, risk, compliance, ad hoc board requests
<ul style="list-style-type: none"> > Point in time > Not linked to real data > Often subjective > One-off 	<p>£500k+ annual assessment to ensure environment is secure</p>	HYGIENE	<ul style="list-style-type: none"> > Continuous real-time monitoring > Annual security activity assessment also included for further validation
<ul style="list-style-type: none"> > Point in time > Not linked to real data > Often subjective > One-off 	<p>£150k+ annual assessment of maturity against frameworks</p>	MATURITY	<ul style="list-style-type: none"> > Automatic CSF (Cyber Security Framework) and Risk Index > Allows benchmarking vs competitors

c. £1.2m

(9x FTE + annual assessment costs)

TYPICAL ANNUAL COST

c. £290k

(Quod Orbis CCM platform and wrap-around service + 1.5 client FTE. Not including a one-off, fixed price onboarding cost.)

The benefits of CCM



Costs cut by around 75% a year



Rapid ROI in just 5 months



Automated monitoring of security controls



Enterprise cyber visibility – from operational to board level



Compliance and audit automation – with real-time reduced risk

← + Infosec staff freed from manual, repetitive tasks for higher value inputs →