

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

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 →

Example based on typical costs of managing cyber security and risk in a FTSE 500 medium/large organisation with medium to high compliance requirements. All clients are different, so costs are for broad ROI illustration purposes only.