## The Total Economic Impact™ Of CylanceMDR From BlackBerry

Through four customer interviews and data aggregation, Forrester concluded that CylanceMDR®\* has the following three-year financial impact.

## **SUMMARY OF BENEFITS** FINANCIAL SUMMARY Three-year risk-adjusted RETURN ON INVESTMENT (ROI) 293% Security and IT operation \$917K reduction in effort to manage incidents NET PRESENT VALUE (NPV) YK AK \$2.16M Time to deliver value \$410K and protect assets **PAYBACK** Reallocation of people <6 months \$1.6M resources with sunsetting of existing solutions

## CYLANCEMDR BY THE NUMBERS



98% of incidents avoided



90% time reduction to protect new assets



Reallocation of 3 infosec personnel and 2 IT response FTEs

## **VOICE OF THE CUSTOMER**

"The biggest benefit is the coverage that it provides us, because we don't have a 24/7 IT operations. The CylanceMDR team will take care of it ... even when we are sleeping."



CIO, professional services

"Before CylanceMDR, we didn't have time to focus on real cyber risk. With CylanceMDR, we now have the time to do threat hunting and fine-tune our policies regularly."



Head of security, financial institution



This document is an abridged version of a case study commissioned by Blackberry titled: The Total Economic Impact Of CylanceMDR From BlackBerry, October, 2023.

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