# Achieving High ROI with Lancope's StealthWatch® System

Conventional network and security monitoring technologies such as probes and IDS/IPS are too costly and complex to deploy across large areas of the network. By leveraging NetFlow and other flow data from existing infrastructure, Lancope's StealthWatch® System fills in the gaps left by these technologies to provide comprehensive, end-to-end network visibility at a fraction of the cost and time commitment associated with traditional monitoring solutions.

With StealthWatch, organizations can dramatically improve both network security and performance, and avoid the high costs associated with downtime, security breaches and other issues.

## It All Starts With Visibility

The benefits experienced with StealthWatch all start with visibility. If you cannot see what is going on within your network, you cannot quickly and effectively identify trouble areas.

- The University of Adelaide has gone from analyzing 10% of network connections to 95% or higher with StealthWatch.

- For the Naval Postgraduate School, StealthWatch increased visibility of internal network traffic ten-fold from 90MB per minute to 900MB per minute.

## Cut Costs and Complexity

According to the Naval Postgraduate School, "StealthWatch helps our network and security managers view traffic patterns without having to deploy costly sniffers or LAN probes on every segment." And according to Aurora Health Care, "we explored intrusion detection and prevention systems but quickly realized that this approach required us to deploy individual sensors throughout our internal network, which is administratively problematic, financially burdensome and simply not feasible. With its behavior-based approach, StealthWatch can cost-effectively scale by leveraging our current network infrastructure…."

- By leveraging flow data instead of placing probes throughout the network, it has been estimated that StealthWatch can result in cost savings as high as 15:1.

- StealthWatch enabled Grafisch Lyceum Rotterdam (GLR) to experience a 75% hardware, software and maintenance cost savings compared to other internal monitoring technologies.

## Maximize Your Monitoring Investment

Since StealthWatch seamlessly integrates both network and security monitoring, as well as application and identity awareness, it provides value to several different groups within the IT department. At AirTran Airways:

- the security team uses StealthWatch to identify anomalous behavior and inappropriate activity,

- the customer support group uses it to research details in order to resolve user issues,

- and the network group uses it in conjunction with other tools to monitor WAN activity and performance.

Serving a wide range of groups including networking, security, server, datacenter and help desk teams, among others, can further justify an organization's investment in StealthWatch.

## Reduce MTTK

As reported by Forrester Research, "Time is money, so the less time it takes to resolve incidents and problems can easily translate into reductions in operational expenses…." The research firm identified that the longest, and hence most expensive part of the troubleshooting process is figuring out the root cause of the problem (known as MTTK, or "mean time to know"). On average, according to Forrester, MTTK consumes nearly 70% of the incident resolution process, taking several hours or even days.[1]

By providing comprehensive, 24/7 network visibility and sophisticated analysis tools, StealthWatch can significantly reduce MTTK.

- For Aurora Health Care, StealthWatch streamlined remediation processes and reduced the incident investigation timeframe by more than half.

- For Dartmouth College, StealthWatch has reduced the incident analysis process from weeks to minutes.

- According to Gibraltar Industries, with StealthWatch, "our team's productivity has increased significantly because we now have time to focus on other projects instead of spending hours manually diagnosing network-related traffic problems."

EMA has indicated that the cost of downtime in enterprise settings commonly ranges from $25,000 to over $1 million per hour.[2]
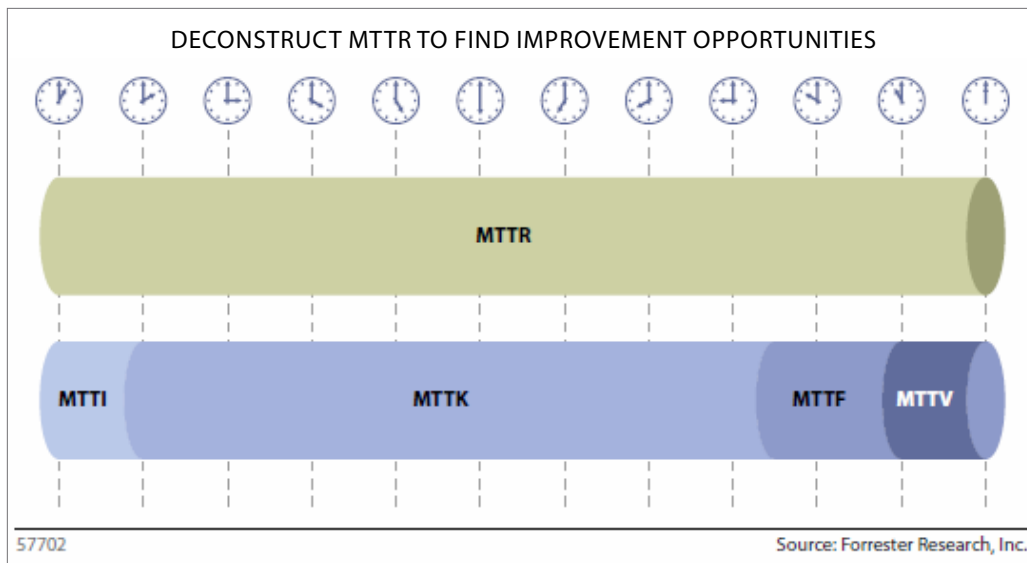


*Forrester Research has estimated that MTTK consumes nearly 70% of the incident resolution process, taking several hours or even days.*
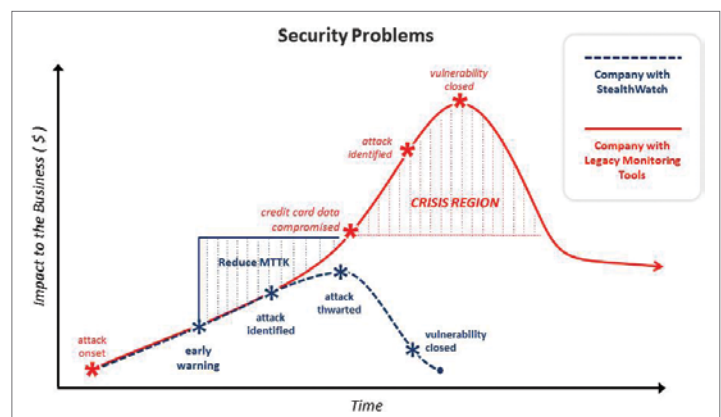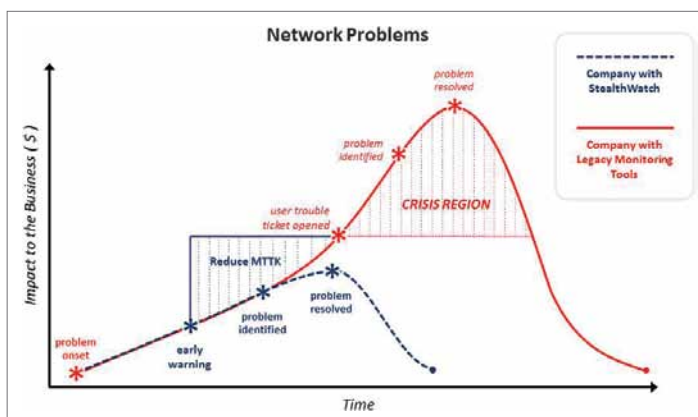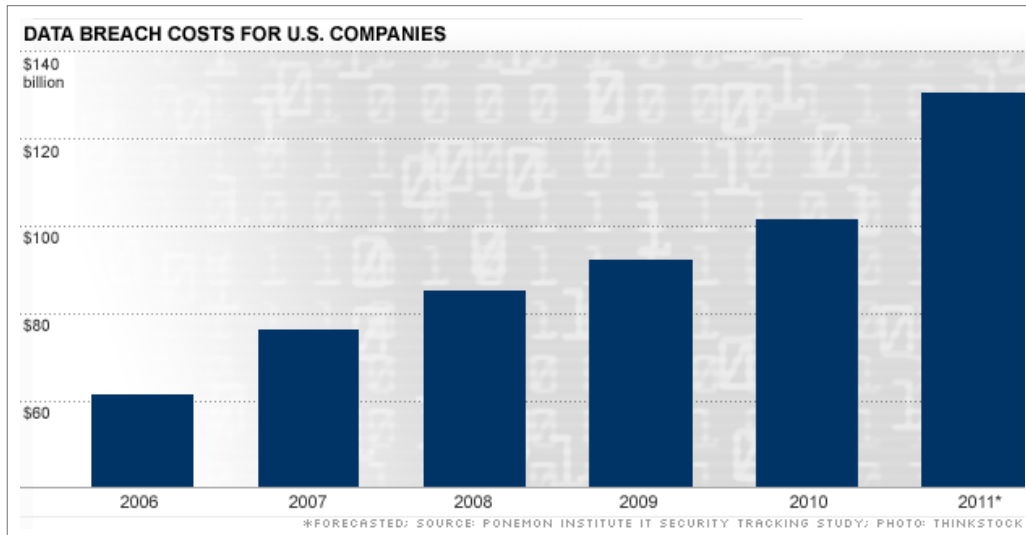


*By significantly reducing MTTK, Lancope's StealthWatch System enables enterprises to halt both network and security issues before they wreak havoc.*

## Decrease Costly Downtime & Damages

By reducing MTTK, StealthWatch can help organizations save vast amounts of money and time related to network downtime and security breaches.

- StealthWatch has enabled the Puget Sound Blood Center to retain the $22,680 it was typically losing for each hour of downtime.

- For Dartmouth College, StealthWatch uncovered 400 misbehaving hosts immediately upon deployment, and helped reduce network threats by 90%.

- According to the Henry County Water & Sewerage Authority, "StealthWatch enables our staff to respond to network threats and outages quickly and intelligently, reducing business impact."

The average organizational cost of a data breach in the U.S. is $7.2 million, or $214 per compromised record.[4]

**DATA BREACH COSTS FOR U.S. COMPANIES**



*FORECASTED; SOURCE: PONEMON INSTITUTE IT SECURITY TRACKING STUDY; PHOTO: THINKSTOCK

*A study by the Ponemon Institute estimated that U.S. companies would spend more than $130 billion as a result of data breaches in 2011.[3] StealthWatch can help organizations avoid ever-rising data breach costs.*

## Save Valuable Resources

Another facet of StealthWatch ROI that should not be ignored is the savings associated with freeing up resources and avoiding costly upgrades.

- By helping to determine that thick trees were the cause of poor Wi-Fi performance, StealthWatch enabled Fitchburg State University to save the $500,000 it would have spent on a new fiber connection to correct the issue.

- Before implementing StealthWatch, Gibraltar Industries had been utilizing 80% to 100% of its Internet circuits. After implementing StealthWatch, the staff determined that more than 30% of the company's Internet traffic was streaming radio, which was against policy, and now the company's typical Internet circuit utilization hovers between 40% and 60%.

1  *Forrester Research, "Enhance Service Visibility To Reduce MTTR," June 30, 2011,* http://www.forrester.com/rb/Research/enhance_service_visibility_to_reduce_mttr/q/id/57702/t/2

2  *EMA, "Lancope's StealthWatch System: Aligning Network, Security, and Application Performance Monitoring with Business Value and Priorities," February 2011* http://www.lancope.com/resource-center/industry-reports/WP_Lancope_StealthWatch_Aligning_Business_Value/

3  *Ponemon Institute IT Security Tracking Study,* http://money.cnn.com/galleries/2011/technology/1107/gallery.cyber_security_costs/index.html

4  *Ponemon Institute, "2010 Annual Study: Global Cost of a Data Breach," May 2011,* http://www.symantec.com/content/en/us/about/media/pdfs/symantec_cost_of_data_breach_global_2010.pdf?om_ext_cid=biz_socmed_twitter_facebook_marketwire_linkedin_2011Jun_worldwide_idod_codb_9jun

## Avoid Fines for Non-Compliance

One final key aspect of StealthWatch ROI is the avoidance of heavy fines for non-compliance with the Recording Industry Association of America (RIAA), or industry regulations such as PCI and HIPAA.

- After receiving pre-litigation notices from the RIAA, Central Michigan University deployed StealthWatch to identify students violating network policies. According to the school, "StealthWatch gives us better visibility of internal traffic and its File Sharing Index accurately identifies machines running P2P applications."

- For Children's Hospital and Health System, StealthWatch plays a key role in maintaining HIPAA compliance. According to the healthcare facility, "Not only does StealthWatch decrease network downtime, but it also ensures better network security and protection of our patient records."

## A Comprehensive, Cost-Effective Solution

The above examples cover just a few of the ways that organizations can save money through the use of StealthWatch. For minimal upfront investment, StealthWatch helps companies dramatically improve their network and security operations, leading to efficiency-related cost savings and enabling organizations to prevent costly damages.

"Network and security professionals are facing major monitoring and management challenges under today's technology landscape," said Jim Frey, research director at EMA. "Technologies such as StealthWatch provide the in-depth network insight needed to proactively address a comprehensive range of issues that can affect business operations and the bottom line."

## To learn more or to request a demo, contact sales@lancope.com.

> "Lancope nicely differentiates itself in the global network performance and cloud-based application monitoring market by offering unified visibility across physical and virtual networks. The flow-based monitoring ensures optimum network performance at reduced installation and operational costs, thus enhancing customer satisfaction."
>
> — *Frost & Sullivan*

# Lancope.

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Lancope,® Inc. is a leading provider of flow-based monitoring to ensure high performing and secure networks for global enterprises. Unifying critical network performance and security information for borderless network visibility, Lancope provides actionable insight that reduces the time between problem identification and resolution. Enterprises rely on Lancope to make better network decisions, respond faster to network problem areas and avoid costly outages and downtime — at a fraction of the cost of conventional network monitoring solutions.