THE REAL COST
OF STRONG AUTHENTICATION

Assessing the Real Cost of Strong Authentication by comparing the Total Cost of Operation of **On-Premise** vs. **Cloud-Based** Authentication Solutions

RIGHT
CONSIDER UP-FRONT MANAGEMENT AND IMPLEMENTATION COSTS

WRONG
CONSIDER UP-FRONT PURCHASE PRICE ALONE

60% UP TO
SAVINGS IN TOTAL COST OF OPERATION

90% UP TO
REDUCTION IN ADMINISTRATIVE OVERHEAD COSTS

$$ FLEXIBLE **OPEX** PRICING! $$

99.999% SERVICE AVAILABILITY

2013

2017

"Gartner predicts that, by 2017, more than 50% of enterprises will choose cloud-based services as the delivery option for new or refreshed user authentication implementations, up from less than 10% today."
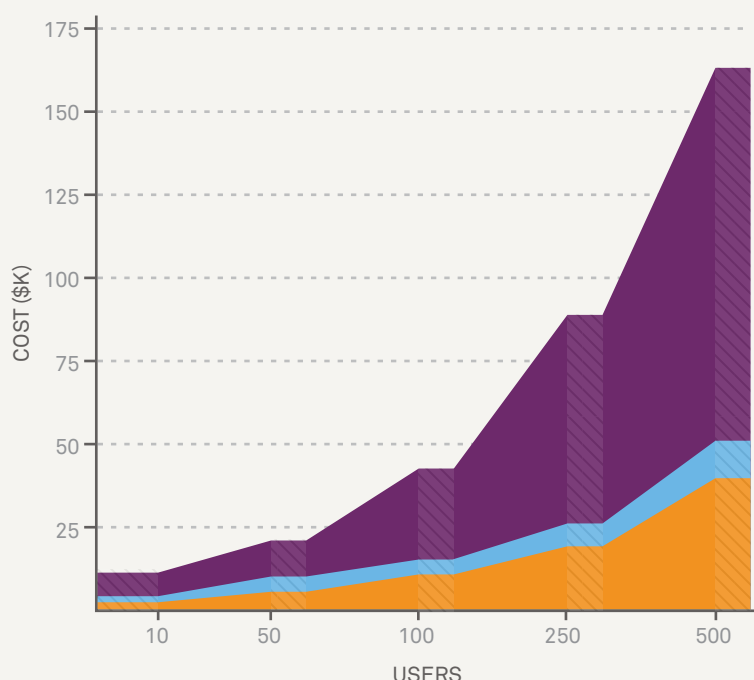–Gartner Magic Quadrant for User Authentication 2012
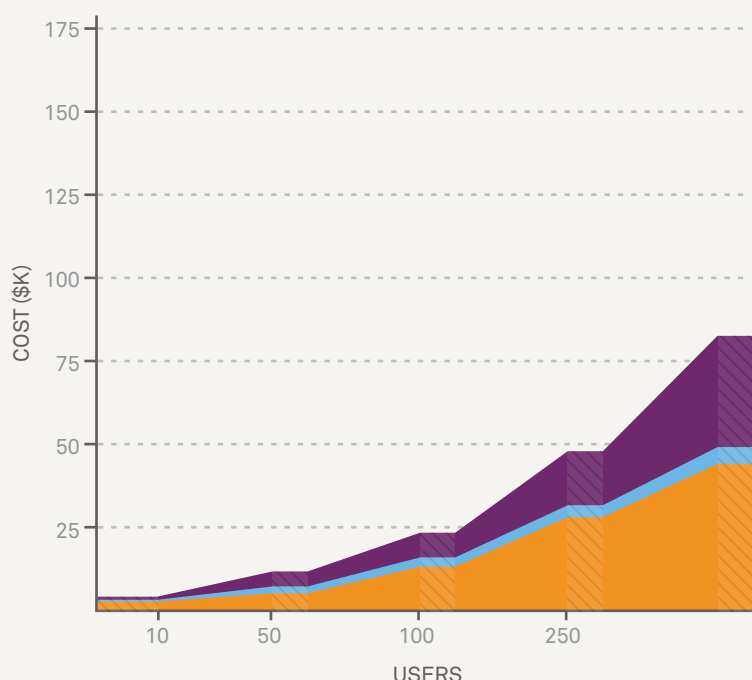
AUTHENTICATION TCO COMPARISON

- Management Costs
- Implementation Costs
- Solution Costs

Server Solution

COST ($K)

USERS

175 — 150 — 125 — 100 — 75 — 50 — 25

10 — 50 — 100 — 250 — 500

Cloud Solution

COST ($K)

USERS

175 — 150 — 125 — 100 — 75 — 50 — 25

10 — 50 — 100 — 250

MANAGEMENT COSTS INCLUDE:

- Incident resolution
- Change installation
- System documentation
- Virus/security management
- Reporting
- Housekeeping
- Performance capacity management
- System software upgrades
- Quality and Security standards
- Print admin
- User Management, Provisioning and On-boarding
- Storage management
- Token admin
- Billing and Invoicing

IMPLEMENTATION COSTS INCLUDE:

- 99.999% Availability
- User data backed-up
- Resilience provided
- Support overhead removed
- Expert 1st and 2nd line support provided
- No up-front purchases
- Opex vs. capex
- No 'x' year renewal cycle
- Reduced environmental Concerns/carbon footprint
- Proactive network monitoring
- Servers and server licenses
- Database Maintenance
- Disaster recovery sites/plans/testing
- Proactive server monitoring
- On demand growth capability
- No-fork lift implementation
- Simple integration
- High level of security
- High level of data integrity
- Ability to focus on core business
- Multi-company/ department capability
- Multi-tier distributed management

UP TO **60%** COSTS SAVINGS
WITH A CLOUD BASED STRONG AUTHENTICATION SOLUTION

Choosing your authentication solution based on the solution cost alone is a misleading indicator for its Total Cost of Operation. When you carry out a real on-premise vs. cloud comparison you must take into account the overall management and implementation costs. It is clear that the cloud-based solution is more cost effective, with savings of up to 60%, depending on the number of users.

To learn about SafeNet Authentication Service and join a free trial visit http://safenet-inc.com/sas

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