SIMP

IBM increased operations efficiency and reduced costs by using SIMP to automate compliance

- Automate compliance for your IT systems
- Simplify the total compliance process
- Avoid costly fines and wasted time

FINDINGS BY IBM

85%
increase in operations efficiency

$9M
average cost savings of compliance vs. non-compliance

10 minutes
shortened deployment of a compliant host from days to as little as 10 minutes

AUTOMATION MEETS SECURITY AND COMPLIANCE

SIMP Enterprise enforces both continuous and task-based compliance for your IT systems. SIMP products are cloud-ready and infrastructure agnostic. Validate your compliance and make audits less stressful with our comprehensive scanning and visualization solution.

Businesses today are challenged to find a balance between cost, compliance, value, and security. Data breaches and other failures in security and compliance can cost a company millions of dollars. A study published in 2017 by the Ponemon Institute and Globalscape, Inc. found that it was 2.71 times more costly to not be in compliance compared to the cost of reaching and maintaining compliance.   When evaluating a sample of 53 multinational organizations, the Ponemon Institute found the average cost of compliance to be $5.47 million versus an average of $14.82 million for non-compliance, an average difference of $9.35 million annually. It pays to invest in compliance.

IBM ACHIEVED AN 85% INCREASE IN OPERATIONS EFFICIENCY WHILE SAVING COSTS

In 2018, IBM's Managed Services & Cloud Solutions group began a new initiative to increase their automation with a focus on maintaining security and compliance. They were looking for the best quality and the best value. IBM's team evaluated many specialized compliance tools and concluded that no other tool offered the level of enforcement and remediation that SIMP Enterprise offered for their cloud environments.

After moving to automation with SIMP Enterprise on an initial 1000 nodes, IBM discovered:

- An annual savings of over $30k on the cost of compliance
- An annual reduction of 4 hours of labor spent on compliance per server, which translates to over $300k in labor cost savings
- A single system administrator can now manage 450 servers at a time compared to only 75 servers previously

Using IBM's findings, organizations could expect total savings similar to the following:

COMPLIANCE SAVINGS

	# OF NODES	COST PER NODE	ANNUAL COST	ANNUAL SAVINGS
WITHOUT SIMP	1000	$120	$120,000	
WITH SIMP	1000	$90	$90,000	$30,000

LABOR SAVINGS

	# OF NODES	COST PER NODE	ANNUAL COST	ANNUAL SAVINGS
WITHOUT SIMP	1000	$480	$480,000	
WITH SIMP	1000	$168	$168,000	$312,000

ADMINISTRATOR EFFICIENCY SAVINGS

	# OF ADMINS	COST PER ADMIN[1]	TOTAL ANNUAL COST	ANNUAL SAVINGS
WITHOUT SIMP	13	$100/hr	$2,418,000	
WITH SIMP	2	$100/hr	$372,00	$2,046,000

[1] Based on average total business cost of a system administrator for current SIMP customers

"We chose SIMP Enterprise Edition (EE) to provide multi-tenant compliance enforcement for our federal customers."

Kristopher Franklin
Technical Delivery Manager, IBM

By integrating SIMP into their automation workflow, IBM has realized an 85% increase in the efficiency of their operations, allowing 1 administrator to perform the work of 6. They are also saving money on both the cost of implementing compliance and the labor it takes to enforce and maintain their cloud infrastructure, realizing over $2M in savings annually.

SIMP Enterprise was recently awarded certification from the Center for Internet Security (CIS) to both evaluate and enforce CIS Benchmarks[2], making it the only certified end-to-end compliance solution for remediation, validation, and monitoring. With this certification, combined with the realized annual savings, IBM now plans to expand the size of their SIMP EE installation to reduce the cost per node and save them even more.

[2] SIMP Enterprise 6.X is certified by the Center for Internet Security for enforcement and remediation for CIS Benchmarks. Certified versions can be found at https://www.cisecurity.org/partner/onyx-point/

Let SIMP focus on your compliance needs so you can focus on your business goals.

Email **simp@onyxpoint.com** for more information.