

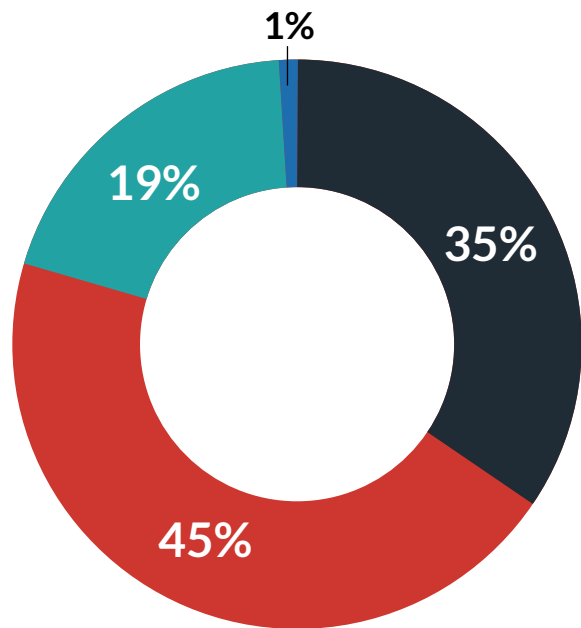
# The Economics of Cloud Identity for Financial Services

How much can you save?

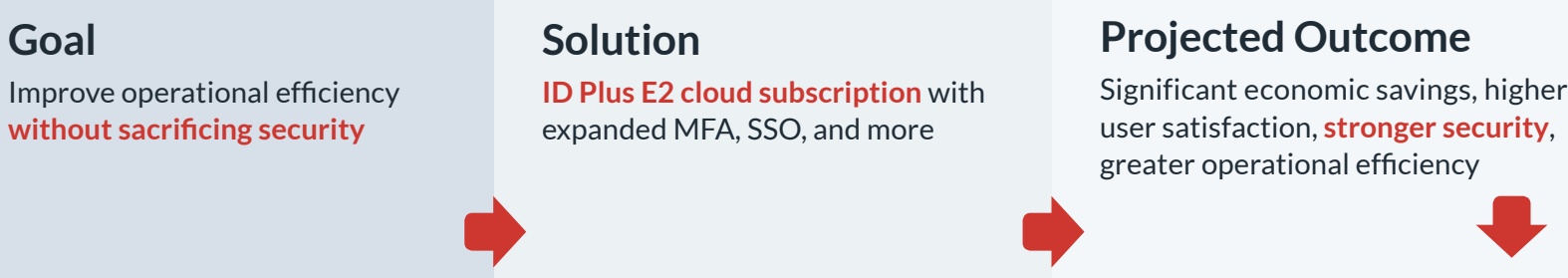
In the financial services sector, the move from an on-premises identity and access management (IAM) system to cloud IAM can result in reduced costs for authenticators, help desk calls, operational expenses, staff, and infrastructure.

Here's how much one RSA customer saved by moving from on-premises to the cloud. These calculations are based on the costs of managing the identities of **33,000 employees** using **14,000 hardware authenticators** and **19,000 software authenticators**.

Moving this customer's IAM to the cloud saved them **\$1.9M over three years**.



- Authenticator Costs
- Help Desk Cost Savings
- Operational Expense Reduction
- Staff and Infrastructure



Savings on Authenticator Costs **\$673,194**

Help Desk Cost Savings **\$873,840**

Operational Expense Reduction **\$377,982**

Staff and Infrastructure Cost Savings **\$21,600**

## Annual Cost Impacts

**\$223,600+** Savings on Authenticator Costs

**80%-100%** Reduction in Software Authenticator Costs



**70%-100%** Reduction in Hardware Authenticator Costs

Operational Expense Reduction **\$113,400+**

- 90%-100% Reduction in Classic Maintenance Renewal Costs
- 100% Enterprise License Agreement Cost Reduction

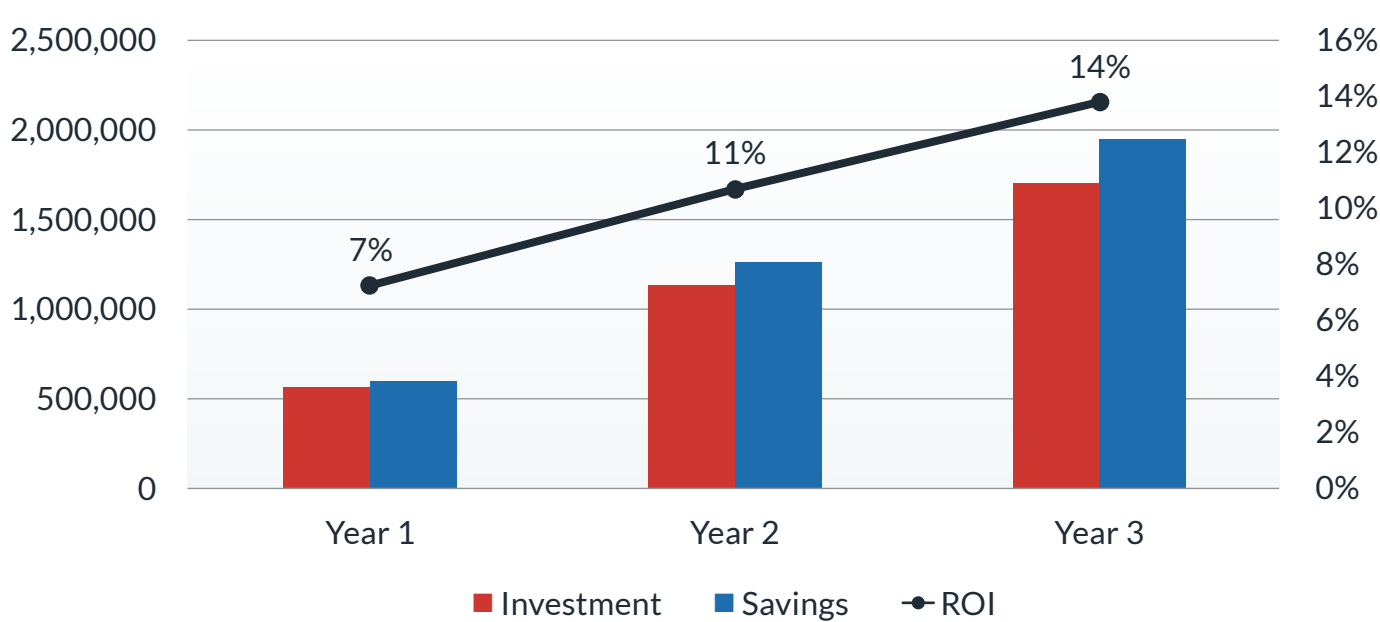


Staff and Infrastructure Cost Savings **\$7.2K**

100% Procurement (PO Effort) Savings with SaaS

**14% return on investment and a 14.2 month payback period**

Cumulative Return on Investment



\*Calculation Assumptions (increase estimates are over the span of 3 years)

- Hardware Authenticator Quantity: 14,000
- Hardware Authenticator Cost: \$28.81
- Software Authenticator Quantity: 19,000
- Software Authenticator Cost: \$24.44
- Hardware Authenticator Cost Increase: 15%
- Software Authenticator Cost Increase: 15%
- Maintenance Cost / User: \$3.32
- Maintenance Rate Increase: 15%
- Number of Existing End Users in Scope: 33,000
- Percent of Help Desk Calls per Year per Employee: 20%
- Help Desk Agent Cost per Call: \$16.00
- End User Salary: \$125,000
- Annual Effort to Complete PO (hours): 120H
- Average Annual Salary Procurement Associate: \$125,000

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