

# Measuring the Economic Impact of Secure Unified Endpoint Management

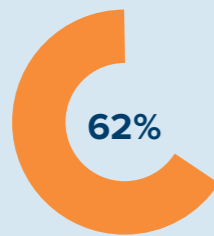
Three key factors for more efficiency

# 5%

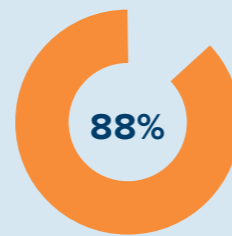
of annual revenue spend on IT investments

Today, the average IT organization is spending at least 5% of its organization's annual revenue on IT investments (<https://blog.techvera.com/company-it-spend>) – and the cost of each investment spans far beyond its price tag. Each investment needs to be deployed and maintained by IT staff that is grappling with more tools and software products than ever before. Furthermore, recruiting IT staff with the needed know-how comes with its own costs and challenges. The consequence of the traditional personnel bottleneck in IT is that the costs of one solution have never been as high before.

This complexity comes at a time where clearly defined IT strategies that bring about positive impact to the business are non-negotiable. According to IDG's 2019 State of the CIO (<https://www.idg.com/tools-for-marketers/2019-state-of-the-cio/>), "62% of CIOs say that the creation of new revenue generating initiatives is among their job responsibilities." 88% claim to be "more involved in leading digital transformation initiatives compared to their business counterparts." On IT leaders to streamline efficiencies, reduce total cost of ownership (TCO), and a return on investment (ROI).



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<sup>1</sup> See <https://blog.techvera.com/company-it-spend>

<sup>2</sup> See <https://www.idg.com/tools-for-marketers/2019-state-of-the-cio>

# What is Secure Unified Endpoint Management?

**One cost driver in IT that should not be underestimated is the management and protection of end devices and their various platforms.**



If your organization is like most, it uses a mix of devices – whether they're corporate-liable or supported under a bring your own device (BYOD) policy. With 464 apps deployed across the average enterprise, procuring and manage to manage devices and everything on them (not just apps, but also content and data) has become a critical mission for businesses.<sup>3</sup>

To this day, organizations use multiple tools to manage mobile devices and desktop infrastructure: Mobile Device Management (MDM), Enterprise Mobility Management (EMM), Endpoint Security (securing devices against malware and theft) and Client Management Solutions (CMTs). Due to increasing digitalization, the use cases for end devices are becoming more complex and diverse. These shifts require a solution that integrates management tasks into a device-independent and integrated solution. We call this Secure Unified Endpoint Management (SUEM).

<sup>3</sup> <https://www.skyhighnetworks.com/cloud-security-blog/every-company-is-a-software-company-today/>

# Secure Unified Endpoint Management - 3 factors to increase efficiency

Most businesses see 3 big savings from adopting a Secure Unified Endpoint Management solution based on three factors: their organization's size, their complexity and the diversity of their endpoints.

1

## Size

Larger Enterprises benefit enormously from adopting UEM. A large company means more complexity, more vulnerability, and more issues to handle. But also smaller businesses can see savings from UEM. They benefit from the scalability of the solution and continue to develop it as they grow. For small IT teams, SUEM offers a user-friendly and central hub for all end devices.

2

## Complexity

IT's ability to reduce complexity is the biggest selling point of UEM because it's true; this solution breaks down silos to makes IT operations smoother, easier and safer for businesses with many endpoints. It also addresses network vulnerability. It provides comprehensive encryption without sacrificing usability and productivity. UEM consistently closes security gaps once identified. In addition, it enables easier identity management. Inventory provides insight into the location and status of all endpoints. Think about how much time and effort your IT has to put into those tasks today and how SUEM can help you save resources.

3

## Diversity

How many endpoint devices your team manage? How many types of endpoints? The more endpoint devices you manage, the more you'll see how much time and costs you could save by using an endpoint management solution. Overseeing diverse endpoints throughout different systems by distinct brands can also lead to security issues. SUEM can help address these issues.

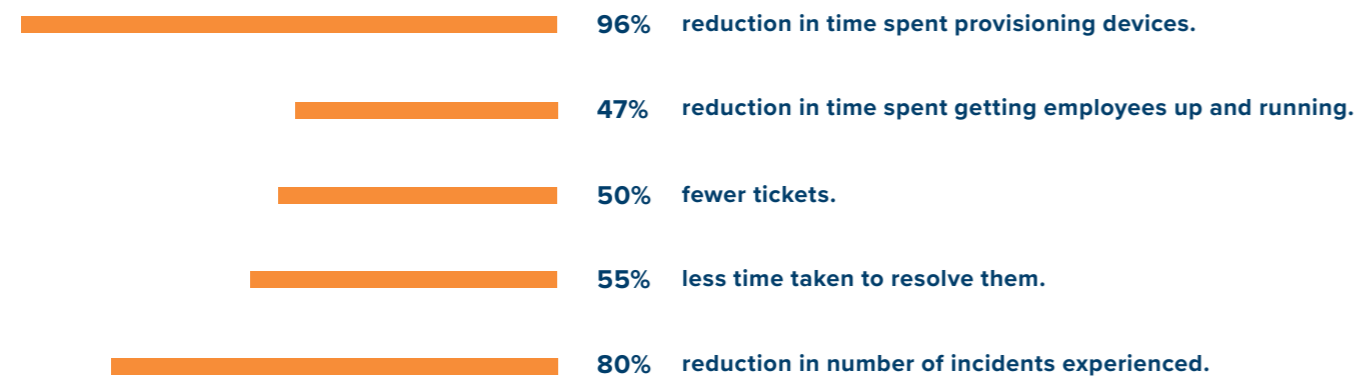
# How SUEM Generates Savings

Secure Unified Endpoint Management generates savings for organizations by allowing them to remain compliant, consistent and controlled. It helps organizations streamline asset management and provides a consistent and secure experience across all devices and operating systems, including:

- › More time for IT teams to focus on innovation
- › Reduction of cost overruns and TCO savings
- › Better protection against (unknown) malware and data theft
- › Less time and resource commitment
- › Increased employee productivity

Forrester Consulting recently conducted a Total Economic Impact™ analysis of Organizations implementing SUEM to determine whether they are reducing TCO and reach a quicker break-even on their investment. The Forrester team received feedback from organizations representing financial services, nonprofit, utilities, manufacturing, and professional services industries. Each of these companies manage 500 to 100,000 devices each day.

**Across these organizations that were interviewed, Forrester identified the following key benefits. These amount to a three-year 160% ROI and payback in less than 3 months:**



<sup>4</sup> Source: The Total Economic Impact™ Of IBM MaaS360 With Watson, a commissioned study conducted by Forrester Consulting, April 2019



## Getting Started with SUEM

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Saved from simplifying their management approach

IT teams are under enormous pressure to increase productivity and push digital transformation while ensuring day-to-day operations. If you are still using multiple tools to manage and secure endpoints, applications and data to this day, you increase complexity with additional data silos. With SUEM, work life gets easier and costs are reduced at the same time.

## Office Locations

### Headquarters

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## About Matrix42

Matrix42 supports companies in digitizing and securing the work environment of their employees.

The software for digital workspace management easily manages devices, applications, processes and services, safe and compliant. Matrix42 AG has its headquarters in Frankfurt am Main, sells and implements software solutions with the help of regional and global partners.