



Elisity ROI Case Study Snapshots

Case Study: GSK – Global Biopharma Company

Previous Plan: - Implement legacy firewall vendor with hundreds of VLANs and ACLs

- **Challenge:** The CISO needed to transition from an approved plan to train and expand the security, network, and IT teams, with the goal of scoping, planning, and implementing segmentation across 275 global sites using legacy firewall technologies. However, the plan failed because it required manually discovering and classifying tens of thousands of devices across these sites while staying within budget. With a deployment timeline of one year per location under the current plan, the project would never meet the required deadlines or complete within the approved budget.

With Elisity's capabilities GSK sought to be able to natively discover all managed/unmanaged, wired/wireless IT/IOT/OT endpoint devices on IT Networks, OT Networks and hybrid IT/OTN Networks and then be able to apply segmentation or quarantine for all unauthorized devices. Another capability GSK gained with Elisity was the ability to expand the capabilities of OT segmentation from strictly network (subnet) based policies, to a hybrid of network and local zone-based device policy groupings

Solution: Elisity Microsegmentation

ROI:

- Elisity's platform cut microsegmentation implementation for each site from 1 year for a single location to 1 week for 3 to 4 locations per week, unlike the original plan.
- Elisity dramatically reduced the operational overhead of managing and configuring firewall-based segmentation for existing and new devices joining the network.
- Elisity did not require an investment in new firewalls and licensing or licenses for existing firewalls.
- Elisity enables GSK to correlate and reconcile all of the discovered endpoint devices with multiple "Systems of Record" (ServiceNow, CrowdStrike and AD), along with OT CMDB Platforms and Regional/Local Spreadsheets of IT/OT Assets. This enables

them to quickly determine which devices at each location are "Authorized" vs. "Unauthorized".

- These benefits resulted in this customer reducing their total investment to complete this project from \$200M to \$50M – Lowering TCO by 75%.

Case Study: Top 10 health system (USA) w/ 800+ hospitals, 100's clinics

Previous Plan: Implement Cisco ISE and Firewalls

Challenge: Implementing Cisco ISE would require additional firewall licenses, 14 employees, and 300 hours per site to implement microsegmentation. To deploy ISE, the customer would have also had to re-IP a significant amount of MT assets, many of which would require on-site visits from multiple third-party vendors.

Solution: Elisity Microsegmentation

ROI:

- Only two full-time employees were needed to implement microsegmentation for each site, with 2 hours required for VM staging and deployment and 2-8 hours for configuration.
- Continuously updated and accurate data on every device, network, and location is now in their CMDB.
- Without downtime or patient network disruption within 4 hours, Elisity discovered and classified 99% of devices on the network.
- By leveraging Elisity for this project, the customer's total forecasted spend to deploy and manage microsegmentation decreased from \$38M to \$9M – a 76% TCO reduction.

Case Study: Global Industrial Electronics Manufacturer

Previous Plan: Separate IT and OT with legacy firewalls and Cisco TrustSec

Challenge: The manufacturer has over 53 global locations and the plan for microsegmentation became increasingly important as many locations were modernizing processes and OT technologies. Third parties and critical infrastructure security requirements required them to segment their IT and OT networks; however, the time and cost to implement and manage firewall-based segmentation was longer and higher than their business could tolerate as segmentation was identified as a critical need.

Solution: Elisity Microsegmentation

ROI:

- OT Device onboarding and patching costs (people/hours) were reduced by 33%, and firewall management for those devices was reduced by 75% while troubleshooting /response time for issues with OT devices was cut by 50%.
- The previous plan requires an upgrade and additional network access and core switching infrastructure, which Elisity did not, resulting in a capital cost reduction of over \$18.5M across 53 global manufacturing facilities.

Notes:

Elisity’s sales and customer success teams are actively collecting additional insights on the ROI of the platform. Here is a sample of the ROI metrics that our prospects and customers have shared.

High-Level Microsegmentation Project Metrics	ROI of Elisity vs. Legacy Segmentation Solutions
Planning Time (Networks, Firewalls etc.)	Shorter
Implementation Time	Far Shorter
Hardware / Depreciation / Maintenance Costs	NA
Firewall Hardware Depreciation / Maintenance Costs and Licensing Costs	NA
Employee Training / Additional Employees/Contractors	Lower/Less
Downtime / Business Disruption	NA
Untested/Unsimulated Policy Config Issues	NA
Policy Management Times	Lower
Agent Management	NA
Attack Surface Coverage	Far Higher
CMDB Accuracy	Higher
Audit Report/Compliance Support Times	Lower
Cyber Insurance Premiums	Usually Lower