

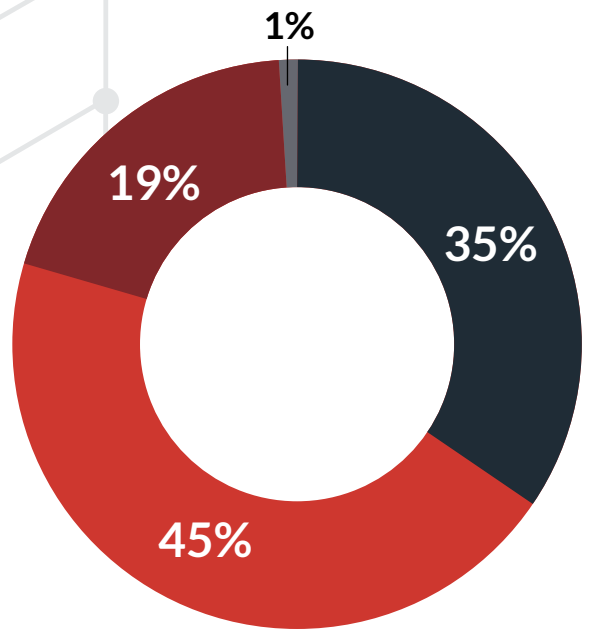
The Economics of Cloud Identity

How much can you save?

For a large enterprise, 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.

Potential value over 3 years: \$1.9M total benefits*

Here's a calculation based on an example customer moving from on-premises to the cloud. The enterprise managed the identities of **33,000 employees**, using **14,000 hard tokens** and **19,000 soft tokens**. Moving to the cloud saved them **\$1.9M over 3 years**.



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

What They Wanted

This customer needed to improve **operational efficiency** without **sacrificing security**

What They Purchased

This customer moved all 33,000 users to an **ID Plus E2 Subscription** with expanded MFA options, SSO, and more

What They Got

After making the move to ID Plus, this customer got higher user sat, stronger security, and improved operational resilience. **See the full ROI**



Authenticator Costs: **\$673,194**



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



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



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

Potential Annual Impacts

\$223.6K-\$294K Authenticator Costs

80%-100%
Reduction in
Soft Token Costs



70%-100%
Reduction in
Hard Token Costs

Operational Expense Reduction:
\$113.4K-\$126K

90%-100% Reduction in Classic Maintenance Renewal Costs

100% Current Costs Avoided with ELA

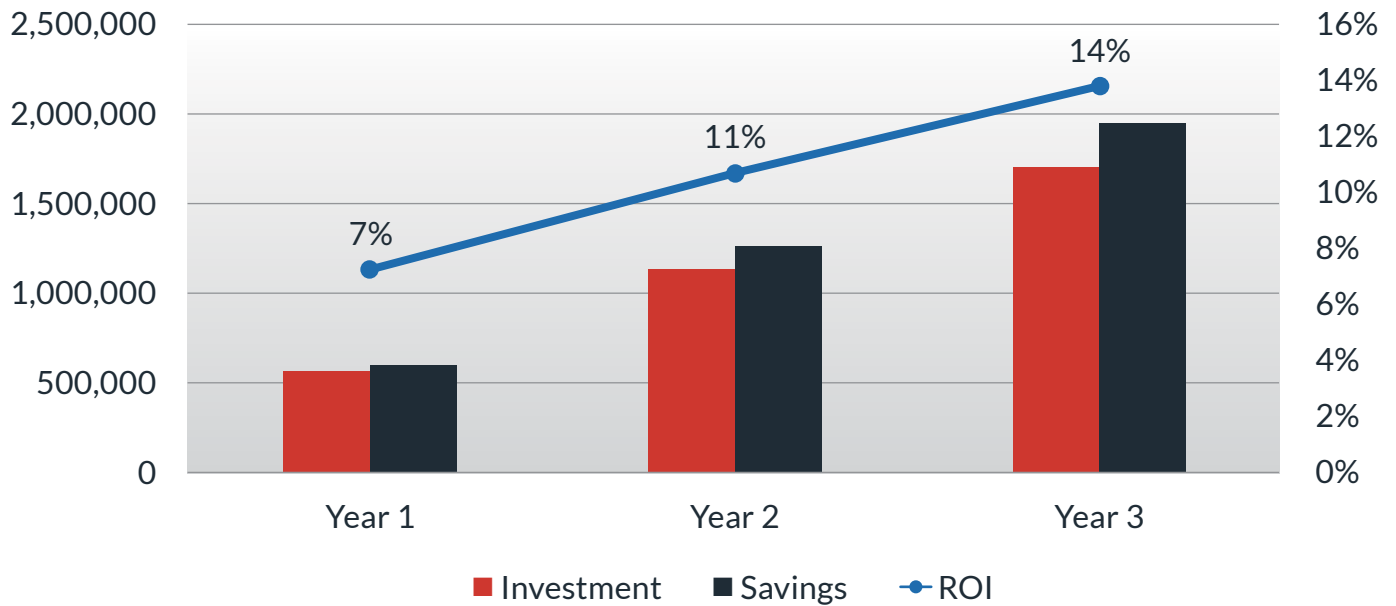


Staff and Infrastructure
Cost Savings:
\$7.2K

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)

- Hard Token Quantity: 14,000
- Hard Token Cost: \$28.81
- Soft Token Quantity: 19,000
- Soft Token Cost: \$24.44
- Hard Token Cost Increase: 15%
- Soft Token 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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About RSA

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