

Illumio Customers On The Total Economic Impact Of Zero Trust Segmentation

Through six customer interviews and data aggregation, Forrester concluded that Illumio ZTS delivers 111% ROI and the following financial impact over three years.

CHALLENGES BEFORE ILLUMIO

Traditional segmentation was expensive and labor intensive to set up and manage.



Lack of visibility into network communications.



Previous environments consisted of old, new, and disparate technologies.



““

One key benefit is Illumio’s value in reducing the likelihood of internal compromises moving laterally and spreading out.”

””

— Head of security strategy, insurance

BENEFITS OF IMPLEMENTING ILLUMIO

Three-year, risk-adjusted

Increased operational efficiency gains for infosec teams

\$1.6M

“A big benefit of Illumio is that we can deploy it fast using our existing infrastructure. ... This was the fastest, most cost-effective way to achieve Zero Trust with the fewest amount of labor hours.”
— IT technician, manufacturing

Decreased overall risk exposure

\$1.8M

“We see Illumio’s risk reduction impact during our investigation process. We can look at minor incidents and say they were minor because of the way that we have this environment kitted out with Illumio segmentation.”
— Senior executive, software

Reduced cost and impact of downtime

\$3.8M

“If we experienced this same event without Illumio, at least two to three times more systems would have been impacted, creating a much more significant issue.”
— Director of infrastructure, legal

Tool consolidation and reduced firewall costs

\$3.0M

“Without Illumio, we would have had to spend \$31 million in new hardware to secure our environment. From a cost and logistics point of view, that was untenable.”
— Head of cyber defense, financial services



Read the full study

This document is an abridged version of a case study commissioned by Illumio titled: The Total Economic Impact™ Of Illumio Zero Trust Segmentation (ZTS), March 2023.

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