Based on your internal investor presentations, customer decks and marketing materials, the strongest SecQube cost-saving examples are centred on **people costs, efficiency gains, and SOC scale**, rather than direct Sentinel licence reductions.

Example 1: Reducing Analyst Headcount Requirements

Your customer-facing materials state that Harvey can:

- Perform work normally undertaken by multiple junior analysts
- Automate large portions of alert triage
- Handle approximately 80% of security activity
- Allow analysts to focus on higher-value investigations rather than repetitive tasks

Illustrative Example

Traditional SOC	With SecQube
4 × L1 Analysts	2 × L1 Analysts
1 × L2 Analyst	1 × L2 Analyst
Large volume of manual triage	Automated triage via Harvey

If an organisation avoids hiring two additional analysts, the savings can be significant. The source material supports the principle that Harvey performs work otherwise completed by junior analysts, but does not specify exact salary savings.

Example 2: Faster Incident Triage

SecQube presentations repeatedly state:

> "Reduce triage and resolution times from minutes to seconds."

Operational Impact

Without SecQube:

- Analyst reviews alert
- Determines investigation path
- Writes KQL
- Collects evidence
- Documents findings

With SecQube:

- Harvey provides triage guidance
- Harvey generates KQL
- Investigation steps are automated

- Reporting is simplified

This reduces the time spent per incident and increases the number of incidents each analyst can process.

Example 3: Reduced Reliance on Sentinel Specialists

Your Microsoft-focused materials identify a shortage of experienced Sentinel analysts and position SecQube as bridging that gap.

Operational Benefit

Without SecQube:

- Dependence on expensive Sentinel engineers
- Knowledge concentrated in a small number of specialists
- Longer onboarding time

With SecQube:

- Junior staff can operate more effectively
- Investigations follow consistent workflows
- Less dependency on rare Sentinel expertise

This can reduce recruitment pressure and lower overall staffing costs.

Example 4: Reduced MSSP Operating Costs

One investor presentation includes a customer case study showing:

Before	Monthly Cost
MSSP	$8,000
MSP	$2,000
Staff	$80,000
Total	**$90,000/month**
After	Monthly Cost
SecQube	$4,000
Staff	$20,000
Total	**$24,000/month**

The presentation states that this resulted in:

> "The SecQube engagement resulted in the termination of both MSSP and the MSP as well as reduced IT headcount – a monthly saving of $66,000."

This is the strongest quantified cost-saving example currently present in your materials.

Example 5: Scaling SOC Operations Without Proportional Staff Growth

Multiple presentations position SecQube as enabling organisations and MSSPs to:

- Scale SOC operations
- Increase profitability
- Operate Sentinel more efficiently
- Reduce dependency on the cyber skills market

Example

An MSSP managing:

- 10 customers today
- 20 customers next year

would normally expect analyst growth.

The SecQube proposition is that automation and AI-assisted triage allow growth in monitored environments without equivalent growth in analyst numbers. The sources support the scaling and efficiency claim but do not provide specific customer ratios.

Board-Level Summary

A concise executive message based on your existing materials would be:

> **SecQube reduces the operational cost of running a SOC by automating alert triage, reducing the need for specialist Sentinel skills, accelerating investigations, improving analyst consistency and enabling existing teams to support more customers without proportional increases in headcount. Documented customer examples within SecQube investor materials include monthly savings of $66,000 through reduced MSSP, MSP and staffing costs.**