IDC ANALYZE THE FUTURE

Executive Summary

The Business Value of Cognito Network Detection and Response from Vectra

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In 2020, digital transformation was forced upon the majority of the world's businesses as COVID-19 caused an exodus from an on-premises workforce to a remote worker reality. In IT/SecOps, that means new VPNs, a stronger emphasis on identity access management and data security, and a different mechanism for users to access applications.

What does not change is the way the adversary conducts business. The enterprise network now stretches horizontally and visibility over a wider attack surface becomes difficult. Regardless of location, whether on premises or in the cloud, the network is becoming especially complex. Increasingly, the network includes direct access to SaaS applications in addition to company-owned applications in the datacenter and cloud—at the same time, VPNs and ingress/egress points require attention. *Read on...*

BUSINESS VALUE HIGHLIGHTS

>4.5:1 ratio
of quantified benefits to investment costs

5 months
to payback

63% lower
risk of major security event

Almost 3x more
threats proactively identified

85% more
efficient in identifying actual threats

57% fewer
impactful security breaches

>2x higher
productivity, impacted security operations team members

Meanwhile, the security operations center team is receiving inputs from multiple security point products (each generating multiple and/or false alerts) or is trying to investigate unusual activities in the network (new domains accessed, strange port activity, or bottlenecks that may or may not be benign security issues).

Vectra has considered how network and cloud metadata can be curated and enriched to bring greater visibility into the heterogeneous network, monitor hosts and accounts to detect the subtle but immutable behaviors of active attackers, and apply supervised, unsupervised, and deep learning to network and cloud activity to lead security operations center analysts to conduct investigations based upon probabilistic outcomes of threat and certainty.

IDC spoke with organizations with enterprise-level operations across disparate locations and industry sectors about their use of the Cognito platform from Vectra to secure their IT environments. These Vectra customers reported benefiting from substantial improvements in their security capabilities through artificial intelligence (AI)-driven threat detection, prioritization, and response, which enable them to greatly reduce business risk.

For these organizations, enhanced security capabilities and reduced risk create value that IDC calculates will save $2.62 million per organization ($108,700 per 1,000 users of IT services) in the following ways:

→ **Identifying, prioritizing, and addressing security threats** more proactively, effectively, and efficiently

→ **Minimizing business risk** by reducing the frequency, duration, and impact of security breaches and unplanned outages

→ **Empowering IT security teams** to work more efficiently and effectively and to handle increasingly large and complex networking and data environments while freeing up time and resources to focus on other security- and business-related projects

→ **Reducing security-related and IT costs** by retiring certain security solutions, consolidating on the Cognito platform from Vectra, and enabling use of cloud solutions

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