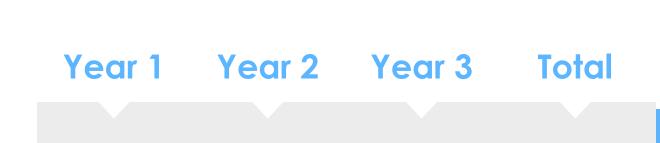
Why You Should Engage an MSSP: A Simple ROI Model

The following is an example of savings over a three-year period under a simple small-business UTM Firewall deployment.

MSSP SECURITY AS A SERVICE

Year 3 Total **UTM** Installation \$250 \$0 \$0 \$250 & Set-Up Fee Managed \$1,020 \$1,020 \$1,020 \$3,060 **Service Fee** total



INTERNALLY PROCURED & MANAGED

Year 1	Year 2	Year 3	Total	
\$945	\$0	\$0	\$945	UTM Security Appliance
\$433	\$433	\$433	\$1, 299	UTM Service License
\$24,000	\$24,000	\$24,000	\$72,000 	In-House IT Resources
\$74,244				for Management & Monitoring (1x1 shift; part-time)





20%

expected investment of time in security-related activities



\$120k

average annual salary of IT staff including benefits



3.5 million

competing open positions in cybersecurity by 2021



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Sources: