

# Optimizing Security Management with McAfee ePolicy Orchestrator

The proof is in the research

Chief information officers (CIOs) at enterprises worldwide are facing a major struggle today: how to balance competing priorities from business units and IT. They have been mandated to protect the enterprise from every angle and maintain compliance while supporting business momentum and reducing costs. To compete in today's economy and minimize compliance pressures and the risk of security threats, more and more CIOs are taking a good, hard look at optimizing security with a centralized integrated management system based on an open architecture. A centrally managed approach to security makes the enterprise security infrastructure more agile, effective, and proactive. It enables businesses to make security teams more efficient, which drives down the costs of managing security across the infrastructure.

The complexity of today's threat landscape and pervasiveness of cybercrime calls for centralized, integrated security management that offers increased visibility into the entire infrastructure, makes it easy to generate reports, and helps IT staff take swift, appropriate action when threats strike.

## Centralized Security Management

An open, centralized security management platform that provides visibility into security and compliance posture enterprise-wide through a single console is the foundation of an optimized security architecture. McAfee® ePolicy Orchestrator® (ePO™) software is the first and only centralized security management platform that works across systems, networks, data, and compliance solutions. As an open-architecture platform that manages both McAfee and third-party security solutions, ePO strengthens protection, provides visibility into an organization's security and compliance posture, helps companies achieve cost efficiencies, and supports a more agile approach to securing a business.

With ePO software, direct costs are reduced. ePO allows enterprises to manage up to hundreds of thousands of devices with a single server, dramatically cutting costs associated with enterprise deployments. Multi-tiered architecture, failover support, and load-balancing capabilities help trim bandwidth costs and ensure reliability of the management infrastructure. In addition, fewer people are engaged in security management, less hardware is needed to manage endpoints, IT needs less training because there's a faster learning curve, and support is more economical with only one contact to call when issues come up.

Indirect costs—which translate to operational efficiencies—are also minimized. Active Directory integration, scalability, and the ability to manage multiple security technologies from McAfee and its partners result in operational efficiencies that positively impact the bottom line. Because of ePO software's powerful workflow capabilities, IT spends less time on administration, and the costs associated with responding to incidents or outbreaks and patching are substantially reduced. ePO enables administrators to share information, create escalation paths, and automate remediation tasks.

*"McAfee ePolicy Orchestrator software limits the number of employee hours spent on deployment, management, and monitoring. We are able to manage a diverse group of client machines with different organizational policies from one server."*

Global IT Director,  
major pharmaceuticals  
manufacturing company using  
ePO software to manage  
55,000 endpoints

This helps drive down the costs of managing security while strengthening protection and enabling technologies that promote business agility without having to reinvent IT or take unnecessary risks. By adopting technologies like ePO software, IT contributes to overall expense reductions for the company as a whole, which results in a healthier bottom line and opens up opportunities for strategic investment in other areas.

### Research Substantiates the Case for Integrated Management

To understand the degree to which ePO helps companies optimize costs associated with security, McAfee commissioned two separate surveys to identify the cost savings of deploying ePO to manage security infrastructure compared to companies that don't use ePO to manage their security. The primary objective of the research was to evaluate the benefits of ePO by looking at attitudes toward integrated security management and determining total expenditures on IT security management based on "hard dollars" spent on hardware and management consoles and "soft dollars" measured according to IT resources and time and labor spent on administration.

Both studies, which included ePO software users and non-ePO software users, indicated that companies that deploy ePO are more efficient at monitoring their security and spend less money on other resources to manage their security infrastructures. Because of the substantial cost reductions realized from ePO, these organizations found that they could deploy their IT resources to other business-critical projects, supporting the agility businesses need to be successful in today's often uncertain and highly competitive global economic climate.

#### MSI International study

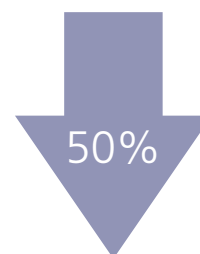
Global research firm MSI International conducted a survey of 488 participants from both medium-size businesses and large enterprises. Approximately half of the participants were ePO software users, while the other half were non-ePO software users. Overall, the survey discovered that companies of all sizes felt that integrated security management solutions are highly valuable because they save time otherwise spent on security functions such as training, compiling security reports, and repairing endpoints after an infection. Participants from companies that used ePO reported that they benefited from faster reaction times, easier deployment across infrastructures, and lower management costs. Survey respondents reported that ePO enabled them to manage more nodes with fewer servers, management consoles, and dedicated security employees.

On average, enterprise ePO software users were more efficient at managing their security than non-ePO software users. This study uncovered that:

- ePO software users spent 45% less time developing security reports for analysis
- ePO software users spent 41% less time developing security policies
- ePO software users spent 31% less time repairing systems after a security incident

Enterprise ePO software users fared better than non-ePO software users on the volume of hardware they used for security management and the number of endpoints they could manage:

- They needed 50% fewer servers to manage endpoints
- They were able to manage 30% more nodes than their counterparts



Fewer servers to manage endpoints



Manage more nodes

*"With McAfee ePolicy Orchestrator software, managing security at our endpoints is many times easier than before ... ePO software has eliminated countless hours of manual intervention for patches, upgrades, and hot fixes."*

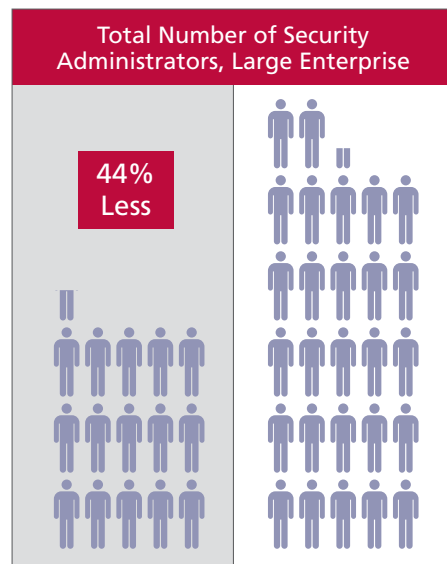
Ricardo Bonefont,  
IT Governance and Compliance  
Manager, Citrix Systems

### Insight Express study

A study conducted by Insight Express surveyed 387 IT security decision makers (176 ePO software users and 211 non-ePO software users) at large enterprises with 1,000 or more nodes. Two key findings support the operational efficiencies resulting from ePO software: (1) ePO software customers across the board deployed less hardware for security than non-ePO software users, and (2) ePO software customers required fewer administrators. Let's take a closer look.

Across nearly all industry segments, ePO software users participating in the study deployed significantly fewer servers running ePO compared to the number of servers running system security management among non-ePO software users. On average, enterprises that had ePO in place needed 50 percent fewer servers than those that did not use ePO.

In addition to reduced hardware needs, Insight Express reported that ePO software users required significantly fewer global administrators to manage security through ePO compared to the number of system security administrators among non-ePO software users. On average, large enterprises using ePO to manage their security infrastructure needed 44 percent fewer security administrators. Many of ePO software's automation features enable companies to manage more security with fewer administrators, making them more efficient.



### Leverage IT Investments

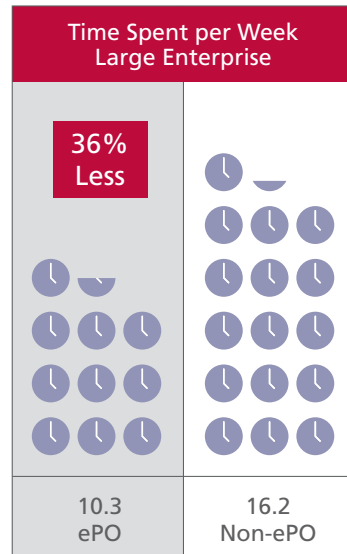
From the findings above, it's apparent that companies can realize significant savings in IT security costs in one year by deploying ePO. With fewer dedicated administrators required for security management, IT staff can be redirected to other projects and initiatives that further business goals.

Let's look at an example of a company that has a medium-size security team of nine full-time employees managing their IT security infrastructure. If they can reduce the number of security administrators by 44 percent they can leverage these personnel resources and redeploy them to other business-critical functions.

Cost Savings

	Number of security administrators	Total salary of each security administrator <sup>1</sup>	Annual cost of security administrators
ePO software users	5	\$110,000	\$550,000
Non-ePO software users	9	\$110,000	\$990,000
<b>Total annual cost savings</b>			<b>\$440,000</b>

In addition to saving on security personnel costs, ePO software users were more efficient at managing their security. On average, administrators who used ePO also spent 36 percent less time per administrator managing security than administrators at companies where ePO had not been deployed. The less time these administrators spent on managing security, the more time they could dedicate to other critical IT projects.



Continuing with the example of a medium-size IT security team of nine, if each administrator can reduce the time they manage security by 36 percent, then they can save approximately 16 hours per week. This translates into additional indirect cost savings.

	Total weekly hours	Hours saved per week with ePO software (36%)	Hourly wage	Number of security administrators	Total cost savings from ePO software per year
Reduction in administration time	45	16	\$52.00	4	\$173,056

Overall, based on the Insight Express survey, companies using ePO can realize significant savings in operational costs. In the example above, a company with a medium-size IT security team can save more than \$723,000 in both direct and indirect cost savings.

More Protection, Less Management Complexity with ePO Software

IT departments are constantly scrambling to keep up with the onslaught of ever-changing malware and exploits, and often they respond by deploying more security technologies with more management consoles to make sure all threat vectors are protected. This well-intentioned desire to protect the



1. Salary.com, 2009. Median amount of total package for U.S.-based security administrator.

enterprise is accompanied by a big management challenge: adding more security solutions from different vendors may not ensure the best possible protection and usually increases complexity and costs—both direct and indirect. Investing in more point products leads to increased spending on hardware, administrative staff, training, and licensing. Currently, security professionals may be juggling as many as eight different consoles to address different security threats, compliance reporting, management functions, and network infrastructure. Managing more products also means more time spent on security, precious time that could be devoted to other vital IT projects.

A patchwork quilt of solutions from different vendors with management consoles that don't communicate with one another inevitably results in less visibility into an organization's security infrastructure and security posture. This forces longer response and remediation cycles when exploits or malware threaten business continuity; pinpointing vulnerabilities and problems becomes more difficult and takes more time when the IT staff has to examine a multitude of consoles. Furthermore, a mixed bag of different technologies that don't leverage one another, results in massive inefficiency. All of this ends up increasing management costs, and potentially puts an enterprise at risk because IT security can't act fast enough to fight off threats or make critical repairs.

### Measure Your Own Savings

Use the McAfee online savings calculator to measure your own cost savings when you integrate your security. This easy-to-use online tool helps you calculate cost savings you will gain by deploying McAfee solutions and using ePO as the central management platform for managing your security.

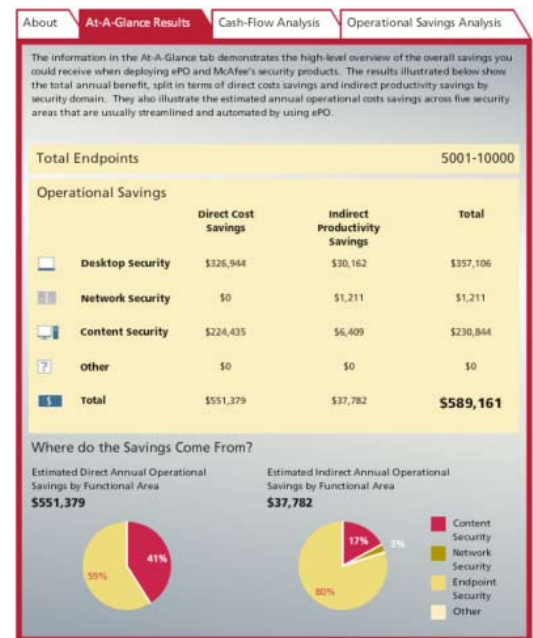
Check it out here.

### Conclusion

Our research underscores the advantages of an integrated security management platform like ePO: centralized security management with a single console helps lower the overall cost of managing security infrastructures and enables administrators to respond faster to security outbreaks and improve their organization's security posture.

Managing an organization's security infrastructure with a single platform dramatically reduces the total cost of ownership and increases operational efficiencies in two key areas. First, ePO minimizes infrastructure costs because less hardware and bandwidth is needed. Second, ePO software helps IT reduce security administration overhead and achieve operational efficiencies—allowing companies to reallocate and align workforce resources with other critical business projects.

As companies scale up and fortify their protection by deploying more security technology, they need more effective management tools. Point products from different vendors with separate management consoles drain resources and time which translates to costly inefficiencies. ePO is the security operations management platform of choice for companies looking to save time, reduce spending, improve security, and increase business agility. With McAfee ePolicy Orchestrator, organizations of all sizes can take control of their security infrastructure, lower the overall costs of managing security, scale up or broaden their protection to respond to an ever-changing threat environment, and launch new IT initiatives that safely enable innovative ways of doing business and expanding into new markets.



**About McAfee, Inc.**

McAfee, Inc., headquartered in Santa Clara, California, is the world's largest dedicated security technology company. McAfee is relentlessly committed to tackling the world's toughest security challenges. The company delivers proactive and proven solutions and services that help secure systems and networks around the world, allowing users to safely connect to the Internet, browse and shop the web more securely. Backed by an award-winning research team, McAfee creates innovative products that empower home users, businesses, the public sector and service providers by enabling them to prove compliance with regulations, protect data, prevent disruptions, identify vulnerabilities, and continuously monitor and improve their security. [www.mcafee.com](http://www.mcafee.com).

