## FORRESTER®

# The Total Economic Impact™ Of The NodeZero™ Platform

Forrester interviewed six representatives at four organizations using the Horizon3.ai NodeZero platform and concluded that NodeZero has the following three-year financial impact.

#### **SUMMARY OF BENEFITS**

For the composite organization with \$500M annual revenue with a security team of four full-time employees testing 5,000 IP addresses:

Security operations productivity

\$348K

For every \$1 spent on NodeZero



Avoided third-party penetration test costs

\$255K

\$1.63 was realized



Reduction in vulnerability scanner cost

\$206K

\$809K TOTAL SAVINGS





### **NODEZERO BY THE NUMBERS**



**95**% avoided third-party penetration test costs attributed to NodeZero.



**30%** security operations time savings with NodeZero.



65% reduced vulnerability scanner reliance and licensing cost due to NodeZero.



VALUE (PV)

\$809K



BENEFITS PRESENT



COSTS

\$497K

PV





NET BENEFITS PV

\$312K



#### **VOICE OF THE CUSTOMER**

"It gave us a lot of insight into [our environment] that we probably never knew about before. We were able to gain insights, find devices, and implement policies much faster."



Information security engineer, construction

"By having NodeZero in place and constantly running, you can constantly take care of updates and fixes."



Director of IT security, manufacturing



Commissioned By
HORIZON3.ai

Heard from NodeZero™

/// NodeZero's unlimited, on-demand subscription allows you to continuously verify your security posture and the built-in verification feature lets you rerun pentests to check your fixes. 📶

- CIO. Construction

[Horizon3 NodeZero] is crystal clear and accurate. As security practitioners, we all have very limited resources. Being able to employ those as effectively as possible will allow us to secure our environment or keep it secure most rapidly, and Horizon3 does that near flawlessly, better than any solution that I am aware of.  $\Box\Box$ 

- Director of IT security, Manufacturing

/// Anything critical - the team will concentrate on those, get that fixed, and then go back and click verify, which is amazing. To me, that alone, on top of everything that [Horizon3.ai] offers, is priceless. Because it's super-fast, and it's pinpointing exactly what I want to look for. Instead of running a five-day test, I can run [NodeZero] probably within the hour and I can get an answer. 📶

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- Director of information security, Entertainment

Horizon3 is one of the exceptional vendors we've worked with in that they provide us the vulnerability or the exploit they found and remediation steps. We're not just getting, 'hey, this part sucks, good luck fixing that.' ... we have the remediation steps in the report as well.  $\square$ 

- Senior security engineer, Healthcare