

SENETAS

HIGH-ASSURANCE

NETWORK DATA ENCRYPTION

TOTAL COST OF OWNERSHIP AND RETURN ON INVESTMENT

GUIDE

TCO (total cost of ownership) and ROI (return on investment) are proven financial decision-making aids for investments and expenditure. In data security and network data protection, specific financial measures vary in use-case examples and are dependent upon several factors, including: organisations' cost structures, preferences and investment and expense decisions. Therefore, this guide refers to common and identifiable comparisons that point to direct TCO and ROI benefits.

CERTIFIED HIGH-ASSURANCE HARDWARE ENCRYPTION FOR CORE INFRASTRUCTURE

HIGH ROI

ROI is measured by offsetting the total cost over the effective lifetime of the investment against the benefits received.

From a data security perspective, organisations differ in how they value the benefits of preventing a breach/event.

There are also risks that indirect benefits and hidden initial investment costs are overlooked.

LOW TCO

TCO refers to the total cumulative cost to the organisation over the lifetime of the investment.

It includes the direct and indirect overhead costs. However, there are also 'hidden' costs that may be overlooked.

TCO savings include:

- technical staff and management time
- network bandwidth and hardware costs
- network/systems availability.

Senetas certified high-assurance encryption provides long-term, proven data protection. Ensuring data integrity and security for years to come.

Encryption insulates the organisation from the negative impacts of a successful breach, including financial penalties and loss of reputation.



SECURITY

Senetas certified high-assurance solutions provide end-to-end network data protection, with no gaps that need "plugging" at extra cost. Official testing authority certification saves on internal/external validation-testing costs and human resource.

Expert testing costs vary on scale but, typically start at \$50k.

Business IT operations productivity gains - zero impact on real-time network performance and optimal application efficiency.

Near-zero latency and bandwidth - preserve ~99% of network investment in systems performance.

Zero adverse systems impact maximises operations security.



PERFORMANCE

No hidden network performance costs.

Near 100% network and application performance, due to near-zero latency and bandwidth overhead.

Alternative network data encryption may come at the cost of reduced network performance - anywhere from 20-50% of annual bandwidth cost.

Senetas CN Series encryptors are 100% interoperable and backward compatible, ensuring optimal ROI.

Network architecture changes and encryptor software updates do not impose hardware redundancy.

On average, hardware lifespan is increased by ~40%.



INTEROPERABILITY

Backwards compatibility and interoperability ensures no redundancy before end-of-life.

Unlike solutions that require upgrades every 3-5 years, CN Series encryptors' savings can be up to 40% of hardware costs.

Nominal IT resource required for device installation and management versus L3 IPSEC and MACSec alternatives that may require ~4x the staff overhead for mid-sized deployments.

Zero-touch and automatic key management means low network management resource versus L3 IPSEC and MACSec alternatives. Security compliance - increases with solution 'simplicity' - maximises security ROI.



SIMPLICITY

Install and management resource requirements are low.

Post install zero-touch and automatic key management ensure minimal management time and cost, install simplicity through GUI or CLI and TCO savings are very significant.

Support for all protocols and topologies means Senetas CN encryptors continue to add value as your infrastructure evolves.

Support for point-to-point, multipoint, multiple modes and meshed networks, at speeds up to 100Gbps means fewer encryptors required to secure your network.



FLEXIBILITY

Crypto agility allows for cost-effective customisation, and entropy quantum key distribution and without the need for hardware upgrades.

Common platform features and flexibility reduces on-going management time, freeing IT resources for other projects.

Scaling to support a single encrypted connections means a single CN encryptor can handle up to 500 connections.

The ability to scale adds flexibility to your network architecture; maximising your initial investment and supporting your network as it grows.



SCALABILITY

Effortless scaling reduces the need for additional encryption hardware and requires minimal management resources.

IPSEC and MACSec alternatives have significant scale limitations.

Long-term ROI is significantly higher with hardware encryption.

Software updates and hybrid alternatives require continuous updates, reconfiguration and management resource over the lifespan of the solution.



MANAGEMENT

Near-zero day-to-day management time.

Set and forget simplicity and network transparency; unlike software solutions that may add up to 3x the initial solution cost in ongoing training, updates, patches and management.

Compatibility with other devices and network transparency eliminates any disruptive impact on the rest of the network.

Forward compatibility means longer-term integration with emerging network technologies.



COMPATIBILITY

No additional costs of network and device changes - an increasingly important factor in the IoT world.

Zero conflicts with other network equipment means zero network management overhead.

Better than IT industry average, proven > 5-year working life and 99.999% up time.

Designed-in redundancy and swappable consumables.



RELIABILITY

Proven > 5-year life and 99.999% up time minimises the overhead cost of standby units (10-20% mission critical cost saving).

Enables maximum performance against SLAs and avoidance of penalties.

Senetas CN Series hardware encryptors and CV Series virtual encryptors are distributed and supported internationally by Gemalto under its SafeNet brand; within the US Federal Government by SafeNet Assured Technologies, and throughout Australia and New Zealand by Senetas and accredited partners.

Senetas is a leading developer of encryption security solutions; trusted to protect enterprise, government, defence, Cloud and service provider data in over 35 countries. From certified high-assurance hardware, and virtualized encryption, to secure file sharing with data sovereignty control, all are based on the same crypto-agile platform and deliver security without compromise.

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Europe, Middle East & Africa T: +44 (0)1256 345 599 E: info@senetas-europe.com

Australia and New Zealand T: +61 (0)3 9868 4555 E: infoanz@senetas.com

North and Central America T: +1 949 436 0509 E: infousa@senetas.com

Asia Pacific Region T: +65 8307 3540 E: infoasia@senetas.com



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