







- **Savings from cost avoidance of alternative traditional solution.** By using TrustSec instead of an alternative traditional segmentation solution such as VLANs and firewalls, the composite organization was able to save over \$








## Analysis







## *Results*





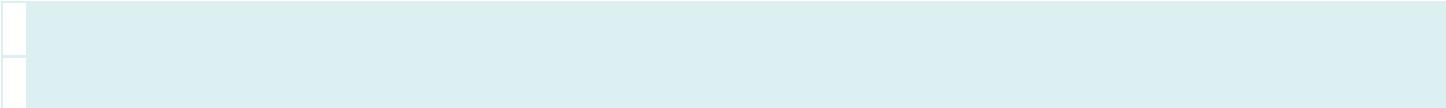


## **BENEFITS**

The composite organization experienced a number of quantified benefits in this case study.





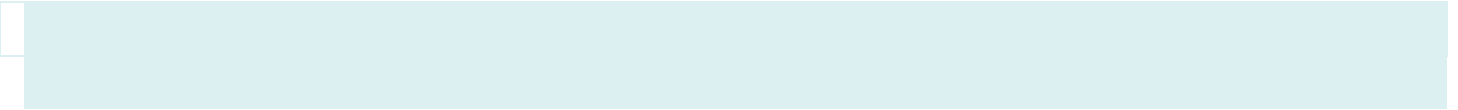


Ref.	Metric	Calculation	Year 1	Year 2	Year 3
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## Appendix A

Total Economic Impact is a methodology developed by Forrester Research that enhances a company's technology decision-





## Appendix B: Glossary

**Discount rate:** The interest rate used in cash flow analysis to take into account the time value of money. Companies set their own discount

