

The Total Economic Impact™ Of Abnormal Security

Through four customer interviews and data aggregation, Forrester concluded that Abnormal Security has the following three-year financial impact.

SUMMARY OF BENEFITS

Three-year risk-adjusted

Avoided severe data breaches	\$1.5M
Reduced invoice fraud	\$1.5M
Prevented phishing	\$1.3M
Streamlined security operations	\$139.2K



NPV

\$3.20M



ROI

278%



PAYBACK

<6 months

QUALITATIVE BENEFITS

Confidence in email security posture

Interviewees reported a high level of confidence that Abnormal Security's AI-based approach stopped a wide spectrum of email attacks, including account takeovers, executive impersonation, financially-motivated business email compromise, and vendor email compromise attacks.

Displacing legacy Secure Email Gateway

By displacing the incumbent secure email gateway with Abnormal Security, interviewees noted reduced email security complexity and cost savings by decommissioning the associated hardware, software, and maintenance, without impacting the ability to block malicious emails.

VOICE OF THE CUSTOMER

"I didn't see the value that a SEG would provide on top of [our enterprise email] and Abnormal Security. We haven't noticed any loss by not having a SEG, we just noticed gain. So I basically redeployed the budget I used to spend on the SEG to Abnormal Security."

Global technology services director, commodities

"There hasn't been an incident in over five years. That's quite an effective fence of protection in our environment."

Manager of corporate email, insurance



Read the full study

This document is an abridged version of a case study commissioned by Abnormal Security titled: The Total Economic Impact Of Abnormal Security, December 2022.

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