Assessing the Real Cost of Strong Authentication by comparing the Total Cost of Operation of On-Premise vs. Cloud-Based Authentication Solutions

### Right

**CONSIDER UP-FRONT MANAGEMENT AND IMPLEMENTATION COSTS**

- **Savings in Total Cost of Operation:** 60%
- **Up to 90% Induction and onboarding overhead costs reduction:** $2,000

### Wrong

**CONSIDER UP-FRONT PURCHASE PRICE ALONE**

- **$99,999.99 service availability:**

---

**$50,000 FLEXIBLE OPEX PRICING!**

---

### 2013 - 2017

#### AUTHENTICATION TCO COMPARISON

**MANAGEMENT COSTS INCLUDE:**
- Incident resolution
- Change installation
- System documentation
- Virus/security management
- Reporting
- Housekeeping
- Performance capacity management
- System software upgrades
- Quality and security standards
- Print admin:
  - User Management
  - Printing
  - On-boarding
- Storage management
- Token admin
- Billing and Invoicing

**IMPLEMENTATION COSTS INCLUDE:**
- 99.999% Service availability
- User data backed-up
- Resilience provided
- Support overhead removed
- Expert 1st and 2nd line support provided
- No up-front purchases
- Open source
- No “x” year renewal cycle
- Reduced environmental concerns/carbon footprint
- Proactive network monitoring
- Proactive server monitoring
- Database monitoring
- Disaster recovery sites/plane/air/heat

**UP TO 60% COSTS SAVINGS WITH A CLOUD BASED STRONG AUTHENTICATION SOLUTION**

Choosing your authentication solution based on the solution cost alone is a misleading indicator for its Total Cost of Operation. When you carry out a real on-premise vs. cloud comparison you must take into account the overall management and implementation costs. It is clear that the cloud-based solution is more cost effective, with savings of up to 60%, depending on the number of users.

---

To learn about SafeNet Authentication Service and join a free trial visit [http://safenet-inc.com/sas](http://safenet-inc.com/sas)