

# The Total Economic Impact™ Of Cisco Duo

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

## SUMMARY OF BENEFITS

Three-year risk-adjusted present value

Reduced risk of a credentials-related security breach	\$792K
Security analyst productivity improvement	\$671K
End-user time savings from streamlined authentication	\$3.18M
Avoided cost of prior authentication solution	\$235K
Avoided costs for management and support of prior authentication solution	\$326K
Help desk and end-user productivity improvement due to fewer authentication-related cases	\$57K

“

Now when our SOC gets an alert, they have much more granular data to work with and they get it in a way that saves time. So, from hours to investigate, we went down to minutes

— Security technical lead, professional services

”

## CISCO DUO BY THE NUMBERS



Return on investment  
**159%**



Net present value  
**\$3.23M**



Payback period  
**<6 months**

## VOICE OF THE CUSTOMER

*The more data you have, the more things you can detect. We now have better intelligence around each multifactor authentication, and we leverage that. We can detect from where somebody is issuing a multifactor authentication, we can detect which device they are using, and we can detect odd behaviors — things that are not adding up.”*



Security technical lead, professional services

*“Duo has been really easy to learn, navigate, and work with, compared to our prior solution. It requires less management.”*



Cybersecurity analyst, healthcare



Read the full study

This document is an abridged version of a case study commissioned by Cisco titled: The Total Economic Impact Of Cisco Duo, February 2023.

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