

FINANCIAL BENEFITS STUDY

Linoma Software : GoAnywhere Managed File Transfer



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LINOMA
SOFTWARE

ABOUT GOODE INTELLIGENCE

Since being founded by Alan Goode in 2007, Goode Intelligence has built up a strong reputation for providing quality research and consulting services in information security.

For more information on this or any other research please visit www.goodeintelligence.com.

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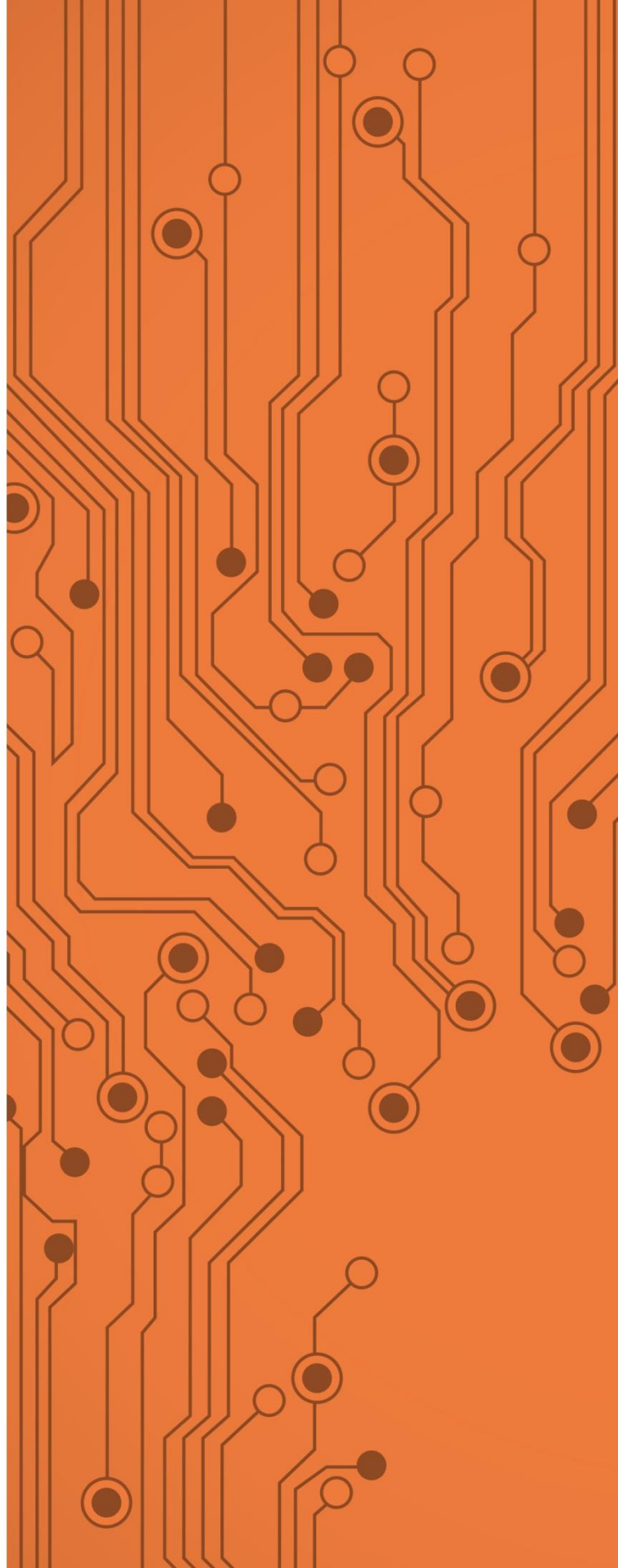
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This Financial Benefit Study (FBS) from research and consulting company Goode Intelligence has been commissioned by Linoma Software, a HelpSystems company, to study the financial benefits of using Linoma Software's GoAnywhere Managed File Transfer (MFT) product.

The FBS additionally provides an understanding of non-financial benefits of using GoAnywhere MFT.



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Executive Summary

This Financial Benefit Study (FBS) from research and consultancy company Goode Intelligence (GI) has been commissioned by Linoma Software, a HelpSystems company, to study the financial benefits of using their GoAnywhere Managed File Transfer (MFT) product.

It provides quantifiable financial reasons for using GoAnywhere Managed File Transfer (MFT) and additionally provides an understanding of non-financial benefits of using GoAnywhere MFT.

As part of this study Goode Intelligence interviewed Linoma Software customers who were reaping the benefits of using the GoAnywhere MFT solution. Customers are using GoAnywhere MFT to enable secure file transfer in a manageable cost effective way that meets their regulatory environments.

Based on a typical* organization, Goode Intelligence has calculated the following cost savings between the existing, mainly manual, file transfer solution to moving to Linoma Software's GoAnywhere Managed File Transfer product:

- Cost savings of Managed File Transfer tasks including creating and maintaining managed file transfer processes
- Cost savings of support (help desk) related tasks
- Cost savings from the use of non-expert staff

Goode Intelligence has been able to use the figures from this study to calculate the Total Financial Benefit and Return on Investment (ROI) from deploying Linoma Software's GoAnywhere Managed File Transfer solution.

The study has determined the benefits of simplifying the file transfer process include:

- freeing up expert engineering staff
- cost savings as a result of reduced support related tasks

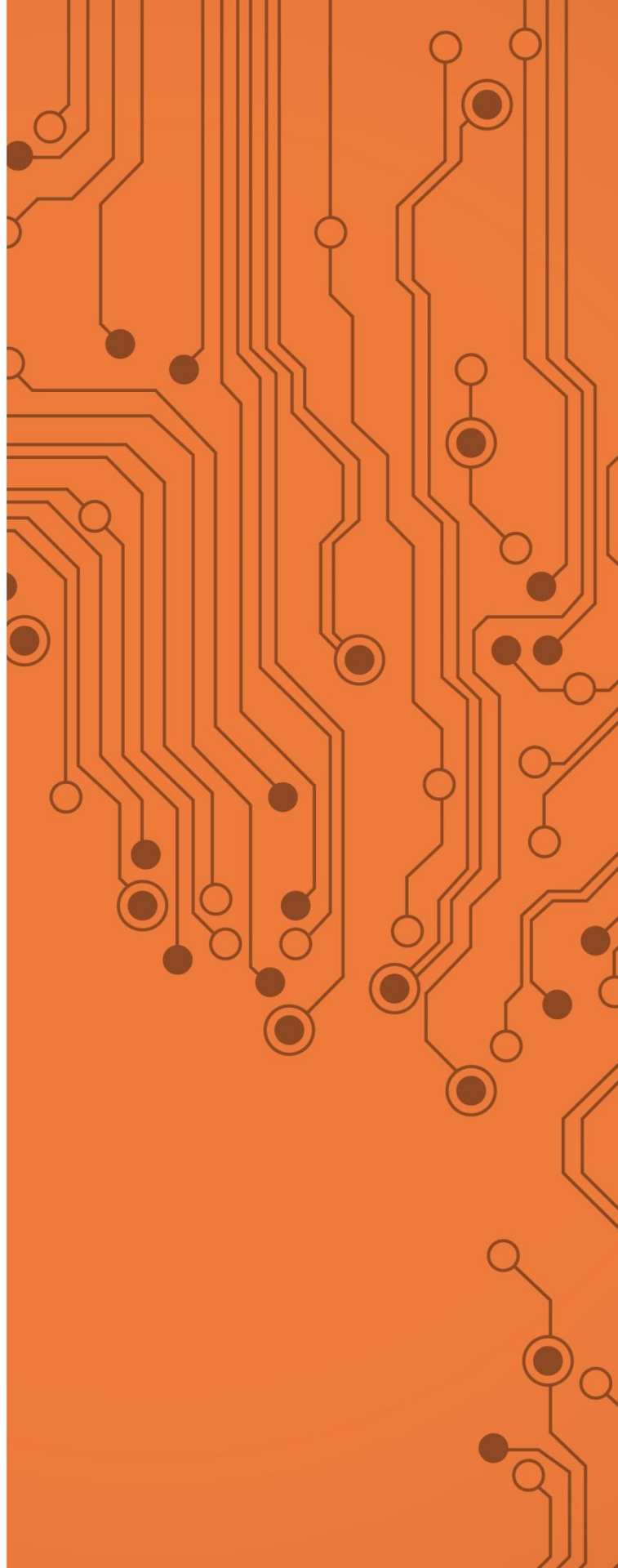
These have led to significant cost benefits over a three-year period – almost \$3.9 million can be saved as a result of deploying GoAnywhere MFT.

* A "typical" organization has been based on information gathered by Goode Intelligence obtained during interviews with users of GoAnywhere MFT. Staffing and help desk costs have been calculated with the aid of figures from Payscale.com. The costs of GoAnywhere MFT has been obtained directly from Linoma Software. There will be differences in cost savings for each organization that uses the model and formulae that have been used to calculate the cost savings for a typical organization.

Disclosures

It is important to note the following disclosures:

1. This study is commissioned by Linoma Software, a HelpSystems company, and developed by Goode Intelligence.
2. The study has been based on information and data obtained from Linoma Software and their customers who were interviewed by Goode Intelligence. Goode Intelligence chose the companies that were interviewed based on a list provided by Linoma Software.
3. For organizations that are evaluating file transfer products and services, it is recommended that they perform their own analysis as to the financial benefits of using such services. This will ensure that organizations make the most appropriate decision in choosing a managed file transfer product or service.
4. Goode Intelligence maintained editorial control over this study using feedback from Linoma Software.



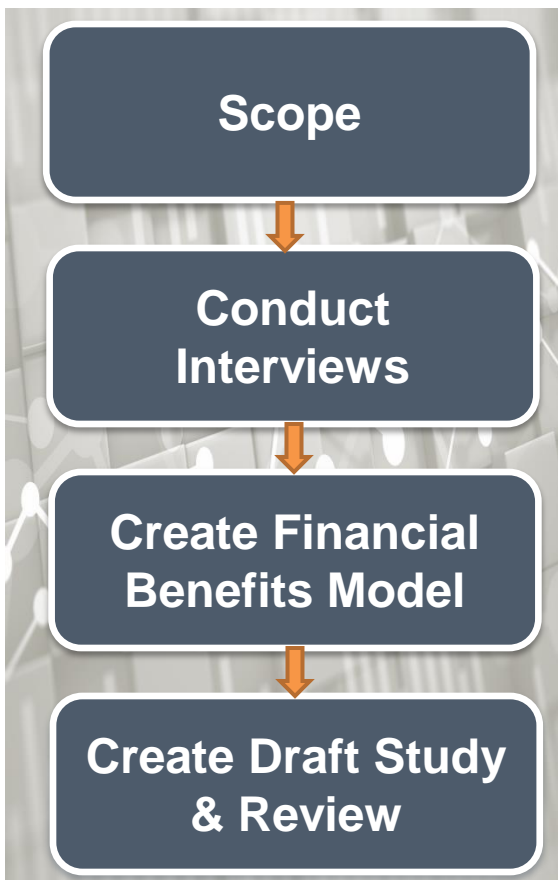
2 Methodology

Introduction

This is a data-led study into the financial benefits of using Linoma Software's GoAnywhere MFT solution. Data has been obtained from a combination of interviews with GoAnywhere MFT users and directly from Linoma Software.

The following methodology has been applied to this study to enable Goode Intelligence to identify the financial and operational benefits of GoAnywhere MFT.

Figure 1. Financial Benefit Study Methodology



Methodology

Goode Intelligence used an established and validated methodology to conduct this study that is highlighted in **figure 1**. The methodology used the following items:

1. Scope the study including available resources, timescales and objectives
2. Conduct interviews including:
 - I. Interviewed Linoma Software marketing and sales resources to understand the product and to collate data relevant to this study
 - II. Interviewed two organizations using GoAnywhere MFT to obtain first-hand information on:
 - a. The technology that GoAnywhere MFT was replacing
 - b. The reasons why they wanted to replace the existing technology
 - c. The criteria used to evaluate the replacement File Transfer technology
 - d. The experience of deploying and the day-to-day operation of GoAnywhere MFT
 - e. Understand the financial and operational benefits of using GoAnywhere MFT
3. Create a financial benefits model based on a typical organization using information obtained from the interviews and review
4. Create the draft study based on the model and review



Assumptions

Financial Benefits Model - Typical Organization

A typical organization has been created that forms the basis for the financial benefits study.

This organization has the characteristics of many GoAnywhere MFT users and has been generated using information provided by Linoma Software and from the customer interviews.

The typical organization has the following characteristics:

- A medium-to-large sized organization based in the USA that has multiple physical sites and multiple trading partners / suppliers
- It has to aid in compliance with a number of industry and federal regulations that relate to the storage and transmission of data, e.g. HIPAA, PCI DSS and FISMA. It uses MFT for the transmission of sensitive data including financial and personal information
- It transmits thousands of secure file transfers daily both internally and externally
- External partners and suppliers use a mixture of file transfer systems including transfers to FTP servers and solutions from competitor MFT products running on a mixture of operating systems including legacy mainframe, UNIX and Windows-based systems
- Previously it has used a script-based FTP solution for all internal and external file transfers

Interviewed Organizations

Goode Intelligence was given a list of organizations provided by Linoma Software that were willing to be interviewed as part of this study.

Goode Intelligence contacted a selection of these organizations for interview and selected two from the respondents. The customers included:

- A software services provider that supplies software and managed services to key verticals including agriculture, financial, consumer finance and healthcare. The company is regulated by HIPAA and PCI and moved from a competitor MFT solution to GoAnywhere MFT.
- A national healthcare provider based in the USA supporting 850 client processes and over 1,400 file transmissions per day. They moved from a very manually intensive solution based on free versions of FTP.

“We moved away from expensive developers having to create scripts each time we had a new transfer to create – or an existing one to modify, to using less expensive operations resources. It has worked out really well for us as it takes less time to manage using less skilled people.”

Chief Operations Officer for a major financial services software provider



3

Financial Benefit Study

Interview Case Study

This case study is derived from an interview with a GoAnywhere MFT user and was conducted by Goode Intelligence in February 2017.

The organization is a healthcare company with multiple physical sites.

The Problem

The organization was using a freeware version of a popular FTP client and server solution that had, according to its manager, become a “liability”.

The file transfer system was taking too much time to manage and operate and was unreliable with frequent failures for time-sensitive file transfers.

The system required manual intervention and constant monitoring with setup and management tasks performed by expensive technically-adept resources. It was also inefficient in its use of system resources with heavy utilization of CPU time.

“Our existing system had become a liability. It was time consuming and unreliable with so many file transfer failures on a daily basis- we could not continue with using outdated script-heavy FTP technology”

Data Backup and Recovery
Administration Officer for a
Healthcare Company

The Solution

The organization decided to move to a different solution and created a number of key criteria that the new solution must have. This included:

- Meeting HIPAA regulations including support for FIPS 140-2 encryption*
- Supporting a legacy network environment – Novell (although the company was moving away from this technology)
- Enterprise-level file transfer supporting automation and managing thousands of daily file transfers
- Customer support to be available within core business hours
- Support for transfer pulls from OpenVMS (a critical requirement from the user as they are using OpenVMS)

To meet these criteria the organization investigated alternative file transfer solutions and made a request to a number of service providers for assistance in running a proof of concept (POC).

According to the interviewee, Linoma was “impressive with their responsiveness” and provided resources for assistance in running the POC. During the POC, GoAnywhere MFT was superior overall to other competitor solutions and was chosen by the organization as the new file transfer solution.

***FIPS 140-2: The Federal Information Processing Standard (FIPS) Publication 140-2 is a U.S. government computer security standard used to approve cryptographic modules and ensures an appropriate level of security is deployed.**

“Linoma offered us great support in helping us get our proof of concept up and running and as a result were chosen as the new solution to take our file transfer services forward.”

Data Backup and Recovery
Administration Officer for a
Healthcare Company

Saving Seven Hours Per Week On Support Calls



Benefits from using GoAnywhere MFT

The organization was able to immediately benefit from the decision to implement GoAnywhere MFT.

Tangible cost and operational benefits included:

1. Removed the need for manual intervention for managing file transfers and re-starting failed transfers. This saved valuable time and allowing resources to be employed on other duties
2. Time and cost benefits in that a file transfer that used to take many hours now takes three to five minutes to complete
3. Reduction in support calls compared to previous solution – the GoAnywhere MFT product is efficient and rarely needs intervention from the organization's support team. The organization has estimated saving seven hours per week on support calls. This has had a direct positive effect on help desk work with a reduction in time spent on troubleshooting file transfer problems.
4. Reduction in system resources as previous solution was CPU intensive and batch oriented – leading to additional strain on system resources.
5. An increase in the number of client processes and file transfers that can be supported in any single day – GoAnywhere is supporting 850 client processes per day / 1400 file transmissions per day versus 250 client processes per day for the previous solution.
6. Support for the GoAnywhere product is greatly improved versus the previous product – when it is needed, as there have been few incidents to call them.

**“A file transfer that
previously took many
hours now takes three
to five MINUTES to
complete”**

Financial Benefit Study

Introduction

Based on our typical organization, Goode Intelligence has calculated the following cost savings between the existing, mainly manual, file transfer solution to moving to Linoma Software's GoAnywhere Managed File Transfer product:

- Cost savings of Managed File Transfer tasks including creating and maintaining managed file transfer processes
- Cost savings of support (help desk) related tasks
- Cost savings from the use of non-expert staff

Based on these figures Goode Intelligence has been able to calculate the Total Financial Benefit and Return on Investment (ROI) from deploying Linoma Software's GoAnywhere Managed File Transfer solution.

THREE YEAR COST SAVINGS

1. TOTAL COST SAVINGS

Total cost savings of \$3.9 million over three years.



2. MANAGED FILE TRANSFER TASKS

\$3,070,992.61 cost savings of Managed File Transfer Tasks.



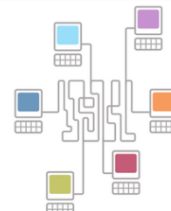
3. REDUCTION IN HELP DESK TASKS

\$139,000.00 cost savings from reduction in help desk / support tasks.



4. NON-EXPERT STAFF

\$703,000.00 cost savings from the use of non-expert (less expensive) staff.



Cost Savings of Managed File Transfer Tasks

There are significant cost savings to be made from moving to an easy-to-operate file transfer system that requires less specialist user intervention, is stable and can scale easily to support additional file transfer processes.

Our typical organization immediately benefits from migrating to GoAnywhere MFT with a cost savings in the first year of operation of **\$966,782.81**.

Over a three-year period the cost savings of creating and maintaining managed file transfer processes totals **\$3,070,992.61**.

Table 1 details the cost savings of moving to GoAnywhere MFT.



Table 1: Cost Savings of Managed File Transfer Tasks (creating and maintaining managed file transfer processes)

No.	Metric Item	Calculation	Year 1	Year 2	Year 3
1.a	Managed File Transfer processes including scripting, coding, workflow creation, maintenance using previous FTP-based solution		230	240	250
1.b	Full time resources required to support 1.a		2.5	2.5	3
1.c	Cost of Lead Engineer (coding experience)		\$112,000	\$114,000	\$116,000
1.d	Cost per managed file transfer process using previous FTP-based solution	$1.b \times 1.c / 1.a$	\$1,217.39	\$1,187.50	\$1,392.00
1.e	Managed File Transfer processes including scripting, coding, workflow creation, maintenance supported using GoAnywhere MFT		850	860	880
1.f	Full-time resources required to support 1.e		2	2	2
1.g	Cost of IT Assistant to manage GoAnywhere MFT solution		\$34,000	\$ 35,000	\$36,000
1.h	Cost of IT Assistant to manage GoAnywhere MFT solution	$1.f \times 1.g / 1.e$	\$80	\$81.40	\$81.82
1.j	Cost Savings: Difference in cost to manage increased file transfer processes using the previous solution	$1.d \times 1.e - 1.h \times 1.e$	\$966,762	\$951,250	\$1,152,960

Cost Savings of Technical Support / Help Desk Related Tasks



Cost savings from a reduction in technical support calls including calls to a supplier's help desk can be dramatic.

Goode Intelligences' interviews with clients of GoAnywhere MFT prove that substantial savings are common as a result of moving away from inefficient file transfer solutions.

Over a three-year period our typical organization saved almost \$139,000.00 when moving to the GoAnywhere MFT product. This is not only the cost savings from reduction in technical support calls but combines the cost of downtime for the business – actual business cost savings equated to \$74,412.00 over the three years.

Table 2: Cost Savings of Technical Support / Help Desk related tasks

No.	Metric Item	Calculation	Year 1	Year 2	Year 3
2.a	Time spent on support tasks (hours per week) before GoAnywhere was deployed		9	9	9
2.b	Hourly Support cost		\$45	\$46	\$47
2.c	Cost of help desk calls	(2.a*2.b)* weeks per annum (52)	\$21,060	\$21,528	\$21,996
2.d	Hourly business cost		\$52	\$53	\$54
2.E	Estimated cost to business of downtime during support incidents (business cost)	(2.a*2.c)* weeks per annum (52)	\$24,336	\$24,804	\$25,272
2.f	Total Cost to business during support incidents	2.c+2.e	\$45,396	\$46,332	\$47,268

Cost Savings from use of Non-Expert Staff

It is extremely inefficient to utilize skilled resources to manage and maintain a function that should be managed by operational or administrative staff. But this situation is being repeated around the world by organizations that rely on engineering staff to create and maintain file transfer scripts. Based on our typical organization, savings of **\$703,000.00** can be made over a three-year period of using non-expert staff to manage file transfer duties.

“We had so many technical support calls with our existing file transfer solution that it became almost impossible to rely on it. It also didn’t help that our existing supplier charged us for all support calls - even when their technology was to blame for the outage.”

IT Manager for a Healthcare Company

Table 3: Cost Savings from use of Non-Expert Staff

No.	Metric Item	Calculation	Year 1	Year 2	Year 3
3.a	Cost of Lead Engineer (coding experience)		\$112,000	\$114,000	\$116,000
3.b	Number of Lead Engineers engaged in MFT functions		2.5	2.5	3
3.c	Cost of IT Assistant		\$34,000	\$35,000	\$36,000
3.d	Number of IT Assistants engaged in MFT functions		2	2	2
3.e	Cost savings	$3.a * 3.b - 3.c * 3.d$	\$212,000	\$215,000	\$276,000

“You had to be a programmer to use it and this is a function that needs to be managed by operations not development.”

Chief Operations Officer for a Major Financial Services Software Provider

Total Financial Benefits



When we combine all of the three main areas covered as part of this financial benefit study, we can determine the total financial benefits of moving to GoAnywhere MFT.

A combination of simplifying the managed file transfer process plus freeing up expert engineering staff and the cost savings as a result of reduced support-related tasks led to significant cost benefits over a three-year period - \$3,880,912.61 can be saved as a result of deploying Linoma Software's GoAnywhere MFT.

Table 4: Total Financial Benefits (Summary)

No.	Metric Item	Year 1	Year 2	Year 3	Total
4.a	Cost savings of MFT tasks (creating and maintaining MFT processes)	\$966,782.61	\$951,250	\$1,152,960	\$3,070,992
4.b	Cost savings of support (help desk) related tasks	\$34,920	\$35,640	\$36,360	\$106,920
4.c	Cost savings from use of non-expert staff	\$212,000	\$215,000	\$276,000	\$703,000
4.d	Total financial benefits	\$1,213,702	\$1,201,890	\$1,465,320	\$3,880,912

“We have seen financial benefits from migrating to Linoma’s GoAnywhere MFT solution as a result of operational efficiencies and reduced burden on technical support.”

IT Manager for a Healthcare Company

Total Financial Benefits

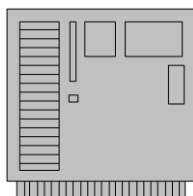
The costs for our typical organization to implement GoAnywhere Managed File Transfer are outlined in this section.

Table 5: Total Software, Training, Support and Maintenance Costs

No	Metric Item	Calculation	One-Off	Year 1	Year 2	Year 3
5.a	GoAnywhere Premium for Windows Server*		\$26,000			
5.b	Training (6 hours at \$225 per hour)		\$1,350			
5.c	Support & maintenance fees			\$5,200	\$5,200	\$5,200
5.d	Total fees		\$27,350	\$5,200	\$5,200	\$5,200
5.e	Total three-year costs	5.a+5.b*(sum of 5.c)	\$42,950			

* Includes the following items:

- SFTP Server (unlimited trading partners)
- FTPS Server (unlimited trading partners)
- Secure Folders (unlimited users)
- Secure Forms (unlimited forms)
- FTP Client and Server (unlimited trading partners)
- AS2 Send/Receive (up to 5 trading partners)
- GoDrive for file collaboration (10 user pack)
- Advanced Reporting
- 2 Security Domains
- GoAnywhere Gateway with 4 proxies
- Key Management (X.509 Certificates, SSH Keys, OpenPGP Keys)
- OpenPGP encryption and decryption



Hardware Costs: Please note, for the purposes of this study we have excluded any hardware costs for running GoAnywhere MFT as customers normally reuse existing hardware that has previously been used to operate their existing file transfer service. Customers have stated to Goode Intelligence that GoAnywhere MFT offers them operational efficiencies in better use of system resources including CPU and memory usage.

Return On Investment (ROI)



Based on the financial figures from the *Cost Benefit Analysis* and the *Costs* sections, Goode Intelligence has calculated the Return on Investment (ROI) for a typical organization that is replacing an existing resource-intensive, highly manual file transfer system with Linoma Software's GoAnywhere Managed File Transfer (MFT) product.

The combination of low license costs and high financial benefits result in an outstanding ROI calculation when organizations decide to migrate to GoAnywhere MFT. Based on our typical organization, a very early payback can be achieved and an ROI calculation of 9,110 percent.

Table 6: Return On Investment (ROI)

	Initial	Year 1	Year 2	Year 3	Total
Costs	(\$27,350)	(\$5,200)	(\$5,200)	\$5,200)	(\$42,950)
Benefits	\$0	\$1,224,178	\$1,212,582	\$1,476,228	\$3,912,988
Net Benefits	(\$27,350)	\$1,218,978	\$1,207,382	\$1,471,028	\$3,870,038
ROI					9110%

GoAnywhere MFT achieves an ROI value of 9,110 percent



Non-Financial Benefits

There are many other non-financial benefits from using GoAnywhere MFT and the following sections explore these benefits. The majority of these benefits have been communicated to Goode Intelligence by GoAnywhere MFT users as part of the interviews carried out in research for this study.

Non-financial benefits of using GoAnywhere MFT include:

- Regulatory compliance
- Security and risk
- Operational efficiency gains:
 - End user
 - Support staff
 - Installation, implementation and workflow

Operational Efficiency Gains

There are three metrics for measuring operational efficiency gains that we have used in this study and we start off by investigating benefits seen by the end user – those resources using GoAnywhere MFT on a daily basis.

End User

What is very noticeable from the interviews carried out is the stark difference between managing file transfers with the old solution compared to using GoAnywhere MFT.

Users detailed how their previous systems had “become a liability” and “unreliable” with frequent file transfer failures.

Contrast that to the positive messages coming from the GoAnywhere MFT end user community; during a proof-of-concept (POC) where an end user in the healthcare industry was comparing

a number of managed file transfer solutions, the ease-of-use and efficiency of GoAnywhere MFT was superior to other solutions that were evaluated as part of the POC.

Support Staff

Calls to technical support teams dramatically drop when GoAnywhere MFT is deployed. One user has seen a seven hour reduction in support calls per week.

This is a double-edged benefit as there are efficiencies for the team running the file transfers and also for the technical team supporting the file transfer system that can be reassigned to other support duties.

Installation, Implementation and Workflow

According to end users that Goode Intelligence interviewed, installation, implementation and workflow tasks are simple to perform with GoAnywhere MFT and can normally be carried out by the end user without recourse to Linoma’s support or engineering staff.

Regulatory Compliance

Many organizations must be compliant with regulations, both federal and industry related.

This is an important benefit for the organizations using GoAnywhere MFT that Goode Intelligence interviewed as part of this study.

Organizations operating in the healthcare and financial services industries can benefit from the knowledge that GoAnywhere MFT helps meet requirements with HIPAA, PCI DSS, FISMA, EU GDPR and other compliance standards. This fact was an important factor for these organizations in choosing the GoAnywhere MFT product from Linoma Software.

For one organization, the ability to support OpenPGP encryption within the application, allowing them to seamlessly encrypt and decrypt data, was a key reason for choosing GoAnywhere MFT.



Security and Risk

In addition to compliance with regulation, organizations must ensure that they deploy technology that meets company security and risk policies.

GoAnywhere MFT has built-in security controls that ensure that the data transmitted is protected by strong encryption protocols that adhere to US government standards including NIST's FIPS 140-2 cryptographic standards.

4

GoAnywhere MFT Overview

This section provides readers with an overview of the GoAnywhere Managed File Transfer solution. The information has been obtained from Linoma Software.

GoAnywhere MFT is a managed file transfer solution which automates and secures file transfers using a centralized enterprise-level approach. It provides a safe and audited method for transferring information within and outside of an organization. File transfers and related business processes are streamlined with GoAnywhere MFT without the need for programming or special skills.

GoAnywhere MFT provides the following: **All-in-one solution** offering:

- Server-to-Server batch file transfers
- User-to-System ad-hoc file transfers
- Person-to-Person file collaboration

Automation with ability to:

- Run multi-step workflows to transfer, encrypt and process files
- Schedule transfers to run at future dates and times
- Monitor folders for new files and process them immediately
- Integrate with existing applications, programs and scripts

Security and Encryption allows users to:

- Meet federal standards with FIPS 140-2 validated AES encryption
- Encrypt files “at rest” and “in motion”
- Encrypt and decrypt files using the OpenPGP standard
- Protect transmission with SFTP, SCP, FTPS, AS2 and HTTPS protocols

Data Movement. GoAnywhere MFT connects to a wide variety of servers for exchanging data including:

- Secure FTP servers using SFTP, SCP and FTPS protocols
- AS2 and HTTP(S) servers
- Standard FTP and Email servers
- Local file systems, network shares and MQ servers

Simplified Administration providing a browser-based interface for configuring and monitoring file transfers and workflows for the enterprise supporting:

- Configure file transfers and set up workflows using graphical forms
- Set up trading partners and other settings with intuitive wizard
- View critical statistics and analytical information

Audit Reporting. Tracks all file transfer activity in a central database which can be viewed in the dashboard or automatically distributed in PDF format supporting:

- Global search for all logs from one central location
- Filter results based on date ranges, specific users, severity, etc.
- Schedule reports to run at future dates / times with email distribution
- Export Audit Logs for viewing in Excel and other applications
- Send to SYSLOG for centralized error reporting

Clustering for Scalability and Disaster Recovery to:

- Horizontally scale by adding more systems to the cluster
- Organize workflow jobs by run priorities and job queues
- Load balance incoming connections from trading partners
- Auto-failover to the remaining systems in the cluster
- Does not require third party software to support clustering

Agents and Remote System Management which:

- Monitors folders on agent systems for new or modified files
- Schedules file transfers on agent systems to run at future dates/times
- Provides additional workflow capabilities such as compression, decompression, data parsing, database integration and native command execution
- Sends automatic alerts via email or text messages when file transfers fail on agents
- Feeds audit data to the central GoAnywhere MFT solution for central reporting

5 Summary

This independent study from cybersecurity analysis and consulting company Goode Intelligence has demonstrated the quantifiable financial reasons for using GoAnywhere Managed File Transfer (MFT) and has provided the reader with an understanding of non-financial benefits of using GoAnywhere MFT.

Based on a typical organization, **Goode Intelligence has calculated that over a three-year period almost \$3.9 million can be saved as a result of deploying GoAnywhere MFT.** The cost savings, calculated using data obtained from interviewing active users of GoAnywhere MFT, are a result of moving away from inefficient, largely manual-based, file transfer solutions to an efficient, automated and scalable file transfer platform. Cost savings are also directly related to a reduction in support (help desk) related tasks and staffing cost reduction from the use of non-expert, less expensive, staff.

In addition to the tangible cost savings outlined in this study, the high ROI can be attributed to the affordability of the GoAnywhere MFT solution in comparison to manual file transfer and competitor MFT solutions.

Organizations must move away from costly manual file transfer processes as they are at risk of being non-compliant with a number of industry and federal regulations that include HIPAA, PCI DSS, FISMA, EU GDPR and other compliance standards. Linked to regulatory compliance is the ability to protect file transfers with strong encryption that not only meets regulation but significantly lowers the risk and cost involved in a data breach. In the “2017 Cost of Data Breach Study: United States” published by the Ponemon Institute in June 2017 the average total cost of data breaches experienced by organizations over the past year increased from \$7.01 million to \$7.35 million.

Based on the findings of this study, Goode Intelligence believes that GoAnywhere MFT is a low-risk and affordable solution to ensure organizations stay compliant with regulations and maintain an easy-to-use and secure method of exchanging files with business partners and remote office locations.