

PROFESSIONAL CONSULTING SERVICES:

# Security Product Streamlining



## SECURITY PRODUCT LANDSCAPE

Today's information security market is vast, with numerous vendors spanning various product categories. This abundance leads to complexities such as overlapping capabilities, inadequate products, and unnecessary complexity.

## TECHNICAL AND BUSINESS CHALLENGES

Organizations face hurdles in acquiring security products, leading to overspending and operational risks. CISOs and CIOs struggle to leverage these products for compliance and enterprise pricing.

### SAYERS' APPROACH

#### 1. PRODUCT MAPPING

Evaluate existing products against business and technology functions to identify redundancies, gaps, and risks.

#### 2. ANALYSIS

Utilize extensive knowledge to compare current products with market alternatives, aligning them with unique organizational needs.

#### 3. PRODUCT STREAMLINING

Provide concise recommendations for eliminating unnecessary products, consolidating solutions, and acquiring new ones, accompanied by a comprehensive cost-benefit analysis.

Got Questions?

hello@sayers.com 1.800.323.5357

## PRODUCT MAPPING

Analyze existing product use cases against business needs through interviews and technical analysis.

## ANALYSIS

Pose introspective questions to gain deeper insights into product capabilities, maturity, and support costs.

## PRODUCT STREAMLINING

Deliverables include the following:

- ✓ **Product Matrix:** Maps existing products to business needs and risks, identifying overlaps and gaps.
- ✓ **Recommendation Report:** Advises on products to eliminate, expand, and acquire to address gaps.
- ✓ **Product Deployment Roadmap:** Gantt chart outlining a rollout strategy that minimizes risks and supports existing tools.
- ✓ **Executive Presentation:** Non-technical, business-centric summary of findings and recommendations.

## RESULTS

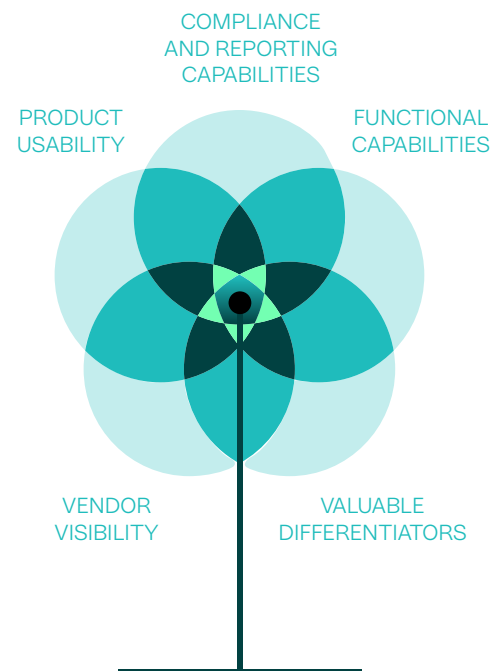
- ✓ **Cost Reductions:** Decreased spending on licensing, maintenance, training, and certification.
- ✓ **Capability Enhancement:** Elimination of gaps, improved integration, and streamlined reporting.
- ✓ **Risk Mitigation:** Removal of single points of failure and enhanced vendor relations.

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## UNLOCK OPTIMAL SECURITY EFFICIENCY

Sayers' Security Product Streamlining service offers a strategic approach to optimize security investments, mitigate risks, and enhance operational efficiency for organizations navigating the complex landscape of security products.



THE RIGHT  
SECURITY  
PRODUCT(S)