

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.

INTEGRAL PARTNERS

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

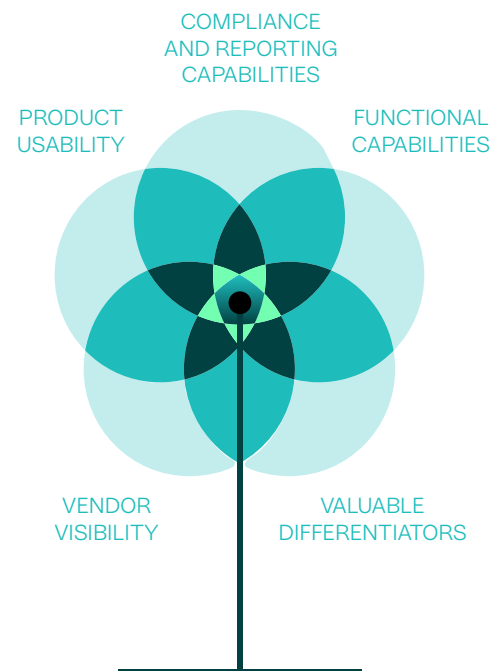
- **Cost Reductions:** Decreased spending on licensing, maintenance, training, and certification.
- **Capability Enhancement:** Elimination of gaps, improved integration, and streamlined reporting.
- **Risk Mitigation:** Removal of single points of failure and enhanced vendor relations.

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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)