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Analyzing the economic benefits of Elastic Security

Enterprise Strategy Group interviewed multiple Elastic customers, including private and public sector organizations, to analyze the effect and business impact Elastic Security can deliver. The findings conclude that teams investing in Elastic Security can expect the following results:

42% – 56%	**74%**	**36%**
total cost of ownership (TCO) reduction by migrating to Elastic Security	of security FTE hours were reclaimed with access to ML and AI capabilities	reduction in annual risk exposure by diminishing the likelihood of a breach

Challenges before adopting Elastic Security:

- *Visibility of threats and assets*
- *Growing data volumes*
- *Evolving threat landscape, especially with the emergence of AI*
- *Lack of experienced security professionals*
- *Ineffective analytics and actionable insights*
- *Tool sprawl*
- *Inconsistent security policies*
- *Regulations and compliance*

Benefits of investing in Elastic Security:

1. Improved security analytics with ML and AI

"When we moved to Elastic, we were able to see five times more infrastructure entities than we could before."

■ Improved visibility and discovery

Many customers shared that there were multiple holes within their security posture until they moved to Elastic Security.

■ 75% reduction in false positives

With access to Elastic's machine learning anomaly detection, customers eliminated fatigue from excessive and false alerts.

■ AI-driven security analytics

Using generative AI to provide actionable insights allowed customers to become more proactive with their security strategy.

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2. Lower costs

"Protection of our IP is our #1 priority, not cost. That being said, Elastic is almost 35% cheaper than our previous solution and gives us far better insights and protection."

■ **74% of security FTE hours reclaimed**

With access to AI Assistant for Security, Attack Discovery, and other AI/ML capabilities, SOC analysts spend more time on strategic tasks.

■ **42%–56% TCO reduction**

Customers reported security tool consolidation and infrastructure optimization led to a reduction in TCO, allowing them to hire more resources.

■ **66% faster new hire time to value**

AI Assistant reduced new hire time to productivity from one year to three months while reducing security FTE turnover by 20%

■ **2% revenue increase**

MSSP customers in particular benefit from turning Elastic Security into a new service and revenue stream.

3. Improved business continuity

"Since we have moved to Elastic, we are safer and more recoverable. We test more, have deeper insights, and can assure our board of directors that we are better protected because of Elastic Security."

■ **36% reduction in annual risk exposure**

By reducing the likelihood of a breach, customers reported a drop in risk exposure from 11% to 7%.

■ **Accelerated investigation and triage**

With Elastic Security, customers' mean time to investigate (MTTI) improved from 300 minutes to 90, and mean time to remediate (MTTR) improved from 180 minutes to 6.

■ **10% reduction in customer churn**

The NPS scores for companies adopting Elastic Security increased by 8%, while customer churn rates reduced from 6% to 5.4%.

■ **90% fewer security incidents**

Customers saw a dramatic reduction in dwell time and security events requiring action.

■ **Access to expertise**

With the increase in attack surface and escalating intelligence of attacks, customers access Elastic experts to better understand and implement security methods.

Enterprise Strategy Group
by TechTarget

Enterprise Strategy Group's study has shown that deploying Elastic Security's AI-driven security analytics helps organizations gain greater visibility across environments while reducing costs and driving efficiencies.

Read the full report to learn how Elastic Security can deliver business impact in your organization →

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