



Sponsored by:  
Recorded Future

Authors:  
Harsh Singh  
Martha Vazquez

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## Business Value Highlights

284%  
three-year ROI

32%  
more efficient IT security teams

4 months  
to payback

10 times  
faster identification of threats

22%  
more security threats identified before impact

86%  
less unplanned downtime

1 million  
in potential penalties/fines per breach avoided

63%  
faster resolution of threats

# Organizations React to Security Threats More Efficiently and Cost Effectively with Recorded Future

## EXECUTIVE SUMMARY

The threat intelligence security services (TISS) market in the early stages was defined as the collection of multiple data feeds and sources about vulnerabilities or threats in an IT environment. In the past three to five years, the definition of the TISS market has evolved from just multiple sources of data feeds to include the context around the information or data entering the environment. Today, threat intelligence (TI) services involve using the data to present deeper analysis to the IT analyst. IDC defines TISS to include not only data feeds but also additional context around the vulnerability or threat and the use of iterative intelligence — a process that incorporates past experiences and mistakes into future planning. Threat intelligence needs to provide information that goes beyond the data points and also actionable recommendations around the data being presented to the organization. Threat intelligence should identify historical trends, much like a forecast that is then used in telling a story that can easily help organizations make strategic decisions about their security posture.

Recorded Future, a vendor in the TISS market, provides an all-in-one universal TI solution that combines machine learning along with human analysis to create real-time and relevant data. The technology is built on machine learning and automation, and in the past few years, the company has added experts to its team to provide detailed analysis of the content as well. Recorded Future's technology is created to save time and improve efficiency as opposed to humans looking through vast amounts of data for context around security alerts or incidents that may need further investigation to determine the organization's security risk.

IDC interviewed organizations that are utilizing Recorded Future for IT security threat intelligence. The interviews reveal that these organizations were realizing significant benefits by leveraging Recorded Future's solution across their entire IT security organization. Based on IDC's calculations, these organizations were realizing benefits worth about \$806,000 per organization per year (\$39,638 per internal IT security team member) by:

- Driving higher staff productivity for the entire IT security team, including staff responsible for operations, investigation, report compilation, and threat resolution
- Giving security teams more time to proactively attack threats before they impacted the wider organization
- Helping organizations avoid damaging penalties and fines for each security breach