



Guardium Secures SAP and Siebel Data for F500 Global Consumer Products Manufacturer, Achieving 239% ROI

*Guardium Solution Automates SOX Controls and Prevents Unauthorized Changes to
Critical Databases, According to Case Study by Leading Analyst Firm*

WALTHAM, Mass. (February 5, 2008) – Guardium, the database security company, today released a commissioned case study by Forrester Consulting describing how a global manufacturer implemented Guardium's real-time monitoring technology to protect corporate data and enforce change controls for critical databases supporting SAP, Siebel and 22 other key financial systems. The detailed case study is now available at www.guardium.com/ForresterROI.

The customer is a Fortune 500 consumer food and beverage manufacturer whose brands are household names around the world. According to Forrester, the Guardium solution delivered a risk-adjusted ROI of 239 percent and payback period of less than 6 months compared to the "significant labor and capital costs" that would have otherwise been required using an in-house solution and traditional database logging utilities.

Proactive Security

In addition to economic benefits, the study found that Guardium "helps customers rapidly identify and proactively address security policy incidents." For example, the system's real-time alerting addresses a business requirement to immediately inform decision-makers of changes to certain database tables. The study adds that "an in-house solution would not have provided the real-time security controls provided by the Guardium product."

Strategic Focus on Data Security

Strategically, Guardium has raised internal awareness about the importance of security and governance. According to the customer's Lead Security Analyst, "There's a new and sharper focus on database security within the IT organization. Security is more top-of-mind among IT operations people and other staff such as developers. We now have a clearer focus on security and compliance, promoted in large part by the presence and operation of the Guardium product."

Prior to implementation of Guardium's product, the customer lacked standardized mechanisms for enforcing database security policies and could not conduct consistent auditing of database activities across its heterogeneous environment, which includes three different DBMS platforms – Oracle, Microsoft SQL Server, and IBM DB2 – running on both Windows and UNIX servers. Guardium now allows the customer to centrally maintain consistent audit data capture and practices across all its databases, platforms and locations.

Simplified Compliance

The customer also reported that interactions with SOX auditors were simplified because the auditors were "impressed with the output and organization of the audit reports produced by the Guardium system as well as by the real-time controls that it provides." Since installing the Guardium system, the customer has passed four internal and external SOX-related audits.

In addition, the Guardium appliance captures all database transactions and automates the creation of reports comparing all changes with approved change requests in their corporate ticketing system. Auditors increasingly require this process, known as "change control reconciliation," to tighten internal controls around critical financial systems. According to the customer, "The ability to associate changes with a ticket number makes our job a lot easier."

"Most organizations have formal policies governing how and when changes are made to key financial systems," said Ram Metser, Guardium CEO. "Until now, however, there were no effective solutions for detecting changes outside these policies to internal database structures and data values. This case study validates how database activity monitoring provides strong data governance controls while reducing IT costs and simplifying compliance."

Optimizing Financial/ERP Performance

According to the Forrester Consulting study, a side-benefit of the Guardium implementation is optimizing the performance and availability of the customer's business applications. By continuously capturing detailed transaction information during production operation, the Guardium system helped identify "elusive database errors" and provided "valuable insight" into

runaway processes from authorized and unauthorized applications accessing databases in rogue fashion. And unlike with native database logging utilities, “all of this was accomplished without any compromise in the performance or stability of their business applications.”

Future-Proofing: Long-term Business & Compliance Benefits

The Forrester study also found that Guardium’s enterprise security platform provides flexibility and agility today that can be turned into future business benefits. Flexibility options for this customer include using the platform to:

- Enable compliance with future regulations, such as privacy laws, that also require auditing of databases.
- Monitor other databases for SOX compliance, as auditors gradually broaden their definition of which applications and databases are considered key financial systems.
- Help with the troubleshooting, diagnoses and performance management of other databases that are outside of the purview of SOX.

Rapidly-Growing Market

Forrester Research estimates the value of the database auditing and real-time protection market, which includes new licenses, support, and services, at approximately \$450 million, and expects it to double by 2010 as enterprises look to automate and secure even more of their enterprise databases (“The Forrester Wave: Enterprise Database Auditing and Real-Time Protection, Q4 2007”, Forrester Research, Inc., October 2007).

Guardium was recognized by Forrester Research as "A Leader across the board" in this market, with “dominance and momentum on its side,” after earning the highest overall scores for Current Offering, Product Strategy, and Corporate Strategy (“The Forrester Wave: Enterprise Database Auditing and Real-Time Protection, Q4 2007”, Forrester Research, Inc., October 2007).

How Forrester's TEI Methodology Was Used to Calculate ROI and Payback Period

Forrester's Total Economic Impact™ (TEI) methodology, developed by Forrester Research, helps companies demonstrate, justify and realize the tangible value of IT initiatives to both senior management and other key business stakeholders.

In the commissioned case study, Forrester Consulting conducted a series of in-depth interviews with three companies that are currently using the Guardium product. Forrester focused on one of these customers to feature in this study, and leveraged the data shared by the other two customers to validate the study findings.

The primary economic benefit the consumer products customer gained from its investment has been its effectiveness in addressing the database auditing and reporting requirements for SOX compliance. Additional benefits identified by Forrester were an improved ability to proactively address security policy incidents, enhanced awareness of database security issues within the organization, and an increased ability to optimize database performance by identifying rogue applications and troubleshooting problematic applications.

To quantify this benefit, the customer estimated the total labor and capital costs that would have been required to develop an in-house solution for SOX database auditing and reporting. The "alternative solution" used for the comparison was based on the native logging capabilities provided by the database platforms (for capturing and storing the audit logs) as well as new software and scripts that would be developed in-house for analyzing and reporting on this information, and then distributing the reports to those doing the audits and others with oversight responsibilities.

To calculate the financial ROI, the present value of the benefit and cost cash flows were calculated using the assumed discount factor of 10 percent to reflect the time value of money. The present value of the costs was then subtracted from the present value of the benefits in order to derive the net present value (NPV). The NPV was then divided into the present value of the costs to calculate the ROI of 259 percent, which was then risk-adjusted to 239 percent using a triangular distribution method.

The payback period of 5.9 months was calculated by determining the time required for the total savings achieved in the first year to exceed the total costs incurred in the same time period (when calculated on a monthly basis).

To download the entire case study – entitled “The Total Economic Impact™ Of Guardium Database Security, Monitoring, And Auditing For A Global Consumer Products Company” – and view the detailed TEI model used to analyze this company's investment in its Guardium solution, please visit www.Guardium.com/ForresterROI [registration required].

About Guardium

Guardium, the database security company, develops the most widely-used solution for database activity monitoring, security and auditing. Founded in 2002, Guardium was the first company to address the core data security gap by delivering a scalable enterprise platform that both protects databases in real-time and automates the entire compliance auditing process.

The company has partnerships with Oracle, Microsoft, IBM, Sybase, BMC, EMC, RSA, Accenture, NetApp, McAfee, and NEON, with Cisco as a strategic investor, and is a member of IBM's prestigious Data Governance Council and the PCI Security Standards Council.

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