

The Business Value of SANS

IDC's study demonstrates how SANS training can boost efficiency across various teams. SANS helps organisations enhance cybersecurity and compliance, achieve significant cost savings and improve employee satisfaction. Additionally, SANS training enables scalability and flexibility to manage increased security demands and complexity.

KEY RESULTS



£38,998

annual value generated
per SANS trained staff
member



427%

three-year return
on investment



4.2x

faster threat detection
for security teams
trained with SANS

CUSTOMER QUOTE:

'SANS training helped us shift to proactive threat identification, enhance security monitoring and improve incident response times. We also saw reduced false positives, cost-effective vulnerability remediation, better security automation and lower cyber premiums.'

CYBERSECURITY BENEFITS

- ▶ **51.6%** faster cybersecurity teams to respond to threats
- ▶ **43.8%** faster cybersecurity teams to remediation threats
- ▶ **£733,044** in fraud damages and costs avoided annually
- ▶ **£661,338** in external cybersecurity investment avoided annually

CUSTOMER QUOTE:

'SANS training is perceived as an investment in employees' skills, making them more marketable and improving retention. We've observed a 30% increase in technical staff satisfaction, a 50% improvement in career development satisfaction, a 40%–50% boost in job role confidence and a 50% rise in perceived organisational investment.'

BENEFITS OF TRAINING

- ▶ **36.8%** longer employment tenure with organisation of SANS trained staff
- ▶ **51.6%** faster or more capable threat response
- ▶ **£91,760** in hiring process costs avoided annually linked to longer employee tenure