Business Case

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Executive Summary

ShareLog is an enterprise-grade threat detection and audit log analysis tool designed specifically for SAP environments. It empowers organizations to enhance their security, ensure regulatory compliance, and improve operational efficiency. With increasing regulatory demands and the rising threat of cyberattacks, ShareLog offers a proactive approach to mitigate risks and automate audit processes. ShareLog is SAP-validated and available in the SAP Store, ensuring seamless integration and trusted performance.

This business case presents the key benefits, investment requirements, cost and expected returns from implementing ShareLog across all industries.

Business Challenge

Organizations running SAP environments face several key challenges:

1. **Regulatory Compliance:**
   - Strict regulations such as GDPR, SOX, and industry-specific compliance laws require continuous monitoring and secure logging of system activities.
   - Non-compliance can result in hefty fines, legal exposure, and reputational damage.

2. **Security Threats:**
   - SAP systems often hold critical and sensitive data, making them high-value targets for cyberattacks.
   - Current security measures may not be enough to proactively detect and mitigate insider threats, external attacks, or unauthorized access.

3. **Manual and Inefficient Audit Logging:**
   - Traditional audit logging is time-consuming and prone to errors, reducing operational efficiency.
   - Manual audits increase overhead costs, adding burden to IT and compliance teams.
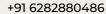
4. **Risk of Data Breaches:**
   - Data breaches can lead to severe financial loss, customer attrition, and damage to brand reputation.

Proposed Solution: ShareLog

ShareLog addresses these challenges by offering:

1. **Proactive Threat Detection:**

   o Near Real-time monitoring of SAP systems to detect unauthorized access, suspicious activities, and potential threats.
   o Helps reduce incidents of data breaches by 60%, saving substantial costs in incident response and damage control.

2. **Automated Audit Logging and Reporting:**

   o Automatically captures detailed logs of all system activities, ensuring compliance with regulatory standards.
   o Reduces manual efforts in audit logging by 70%, freeing up resources for other critical tasks.

3. **Compliance Management:**

   o Simplifies the generation of compliance reports, ensuring organizations can meet regulatory requirements effortlessly.
   o Helps avoid non-compliance fines and penalties, potentially saving $250,000 annually in sectors like oil & gas and retail.

4. **Data Security and Privacy**
   o In-SAP implementation ensures that all data remains within the organization's system.
   o Organization retains full ownership and control of all data throughout its lifecycle.

5. **Cost Efficiency:**

   o With a one-time implementation fee of $3,000 and an one-time annual licensing fee of $25,000, ShareLog provides a cost-effective solution with quick returns.
   o Significantly reduces costs by removing the need for third-party integrations or external data storage solutions
   o The included training and support plan ensures seamless integration and continued operational excellence without additional hidden costs.

Feature & Pricing Comparison: ShareLog vs Competitors

Comparison Table: Pricing and Features

Criteria	ShareLog	Non-SAP SaaS Competitors
Implementation and Maintenance Cost	$	$$$$
Turnkey Implementation	✓	✗
Encrypted Audit File Extraction and External Storage	✓	✗
Product Residency	SAP On-Premise	SAAS Public Cloud
Data Residency	SAP On-Premise	Public Cloud
Resource-Intensive	Low	High
Encrypt to Secure Store Audit Files	✓	✗
Real-Time Threat Detection	✓	✓
Customizable Rules and Alerts	✓	✓
Automated Response	✓	✓
Fraud Detection	✓	✓
Compliance and Auditing	✓	✓
Dashboard Analytics	✗	✓
Non-SAP System Coverage	✗	✓

Pricing Plan

ShareLog is available in three versions, each tailored to different levels of functionality:

1. Basic Version – $15,000

- **Features**: Includes essential SIEM capabilities for organizations with standard security monitoring needs.

- **Implementation Charge**: $3,000 (one-time).

- **Additional Costs**:

    o Installation on each additional development or quality system: $2,000.
    o No extra charges for transporting and testing in development and quality environments that are part of the same system.

2. Premium Version – $18,000

- **Features**: Includes all features of the Basic version, plus additional advanced monitoring and reporting capabilities.

- **Implementation Charge**: $3,000 (one-time).

- **Additional Costs**:

    o Installation on each additional development or quality system: $2,000.
    o No extra charges for transporting and testing in development and quality environments of the same system.

3. Professional Version – $25,000

- **Features**: Includes all features of the Premium version, along with further advanced features suited for large-scale organizations with complex security needs.

- **Implementation Charge**: $3,000 (one-time).

- **Additional Costs**:

    o Installation on each additional development or quality system: $2,000.
    o No extra charges for transporting and testing in development and quality environments of the same system.

Cost Summary

- **Base Product Cost**: Varies by version ($15,000, $18,000, or $25,000).

- **Implementation Cost**: $3,000 for all versions.

- **Additional Development/Quality System Costs**: $2,000 per additional system, with no extra charges for testing within the same system.

ROI Analysis

Investment Overview:

- Solution: ShareLog – Enterprise Threat Detection & Audit Logging Tool for SAP Environments

- Target Customers: Industries using SAP systems

- Initial Investment Costs: $28,000

  - License Fees: $25,000 (one-time)

  - Implementation & Integration Costs: $3,000 (one-time)

  - Training & Support: Included for one production instance

Direct Financial Benefits

Implementing ShareLog yields the following financial benefits:

1. **Improved Security and Compliance:**

   - Reduction in non-compliance fines: $250,000 per year (common in industries like Oil & Gas, Retail).

   - Proactive threat detection: Reduces security breaches by 60%, saving $400,000 annually on incident response.

2. **Operational Efficiency:**

   - Reduction in manual audit efforts: Automating audit logging reduces manual efforts by 70%, saving $100,000 annually on internal audits.

   - Improved decision-making time: Faster issue identification reduces downtime, generating $200,000 in operational efficiency annually.

3. **Increased Productivity:**

   - Enhanced reporting capabilities: Saves 10 hours per week for security and compliance teams, resulting in $75,000 in annual time savings.

4. **Risk Mitigation:**

   o Reduced reputational damage: Major breaches cost an average of $3.86 million. Reducing such incidents contributes $300,000 in risk-related savings annually.

Indirect Benefits

The following are the other benefits yielded –

1. Revolutionizes security monitoring and threat detection, enabling the organization to achieve a more streamlined and efficient process
2. Excels in detecting user access anomalies within the system, easily identifying and reporting instances of user impersonation or unauthorized changes to access that could lead to critical activities.
3. Easily adaptable by business end users, due to its simplicity and ease of use
4. Takes less than a month from the initial feasibility assessment to the production rollout
5. Efficient storage and management of large audit files
6. Operates across all environments - Development, Quality, and Production

Tangible ROI Calculation

Total Annual Benefits:

- Reduction in non-compliance fines: $250,000

- Savings from proactive threat detection: $400,000

- Savings from reduced audit efforts: $100,000

- Increased operational efficiency: $200,000

- Productivity savings from enhanced reporting: $75,000

- Reduced reputational risk: $300,000

Total Benefits: $1,325,000 per year

Total Annual Costs:

- License Fee: $25,000

- Implementation & Integration: $3,000

- Training & Support: Included for one month

Total Costs: $28,000

ROI Formula:

$$ROI = \frac{\text{Total Benefits} - \text{Total Costs}}{\text{Total Costs}} \times 100$$

$$ROI = \frac{1,325,000 - 28,000}{28,000} \times 100 = 4,632\ \%$$

Payback Period:

$$\text{Payback Period} = \frac{\text{Total Costs}}{\text{Total Benefits per Year}}$$

$$\text{Payback Period} = \frac{28,000}{1.325.000} = 0.021 \text{ years} \approx 0.25 \text{ months}$$

Inference: ShareLog delivers a 4,632 % ROI with a payback period of 0.25 months.

Implementation Plan

1. **Preparation:**
   o Engage with SAP administrators to assess the current security and compliance landscape.
   o Develop a tailored implementation roadmap based on business needs.
2. **Deployment:**
   o Implement ShareLog within the SAP environment, integrating with existing systems and ensuring seamless operation.
   o Provide training to security, IT, and compliance teams.
3. **Monitoring & Support:**
   o Activate real-time monitoring and audit logging.
   o Ensure continuous support for a month and updates through the included training and support package.

Risk Analysis

- **Technical Risk:** Low, given ShareLog's compatibility with SAP and straightforward implementation process.

- **Financial Risk:** Minimal, with a modest initial investment and fast ROI.

- **Operational Risk:** Low, as ShareLog automates processes that are prone to human error in manual logging.

Conclusion

ShareLog offers a compelling solution to mitigate security risks, streamline compliance, and reduce operational costs for organizations using SAP. With a modest investment and a payback period of less than one month, ShareLog delivers high returns through enhanced security, efficiency, and risk management. The business case for implementing ShareLog is clear—proactive protection and improved operational excellence at an excellent cost-benefit ratio.

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