



ArPro ROI in a Real-World Network

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Table of Content

1. Network Operation Management Challenges.....	3	2.
Network Resource Management Challenge	4	3.
Benefits of the ArPro Solution	5	4.
ArPro Return On Investment (ROI) Calculation	7	

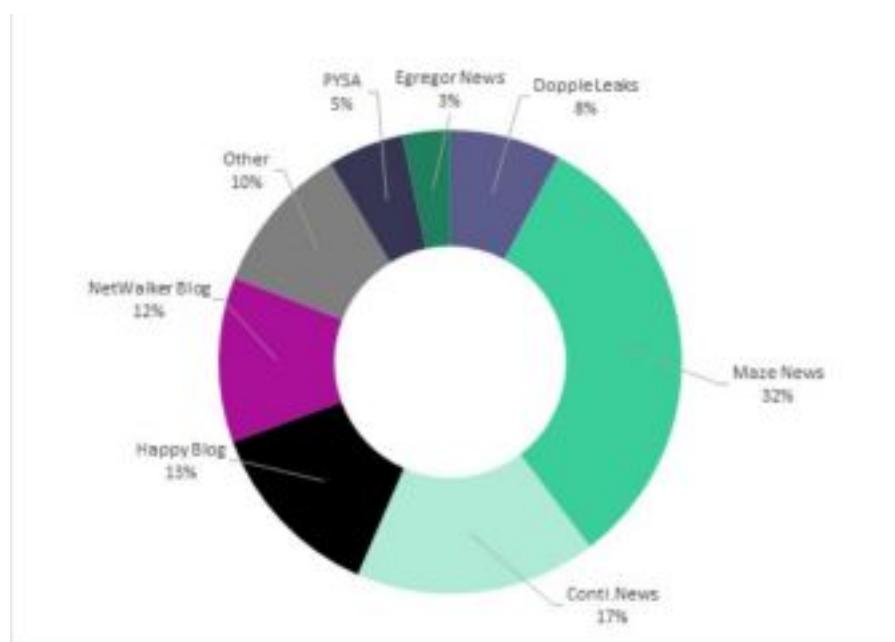
ROI in a Real-World Network 2

1. Desafíos de la gestión de operaciones de red

ArPro System proporciona un conjunto completo de recursos de red y sistema de administración de seguridad, que incluye IPAM, NAC, administración de mapas de ubicación geográfica, administración de seguridad y sistema de notificación de mensajería en tiempo real. En 2020, hoy en día, muchas instituciones y corporaciones se enfrentan a graves desafíos de gestión de seguridad y gestión de recursos de red.

En la gestión de la seguridad, según el último informe de seguridad, las tendencias de ransomware en el tercer trimestre de 2020 son un nuevo ataque todos los días. (cf. Tendencias de ransomware en el tercer trimestre: un nuevo ataque todos los días:

<https://www.securitymagazine.com/articles/93723-ransomware-trends-in-q3-a-new-attack-every-day>).



This research also highlights that cybercriminals tend to take the path of least resistance to attack. Thus the ArPro security platform, in integration of third parties antivirus systems provides the unified security management in real time dashboard visualization and messenger notification functionalities.

2. Network Resource Management Challenge

In network resource management, the rapid growth of IP based devices, such as BYOD(Bring Your Own Device), WLAN network for customers and visitors, multiple geo-location offices and IP addresses for virtualized systems have exploded. IPAM becomes more sophisticated and dynamic than ever before.

In today's fast-paced virtualized environments, the manual IP address management is not only enormously time consuming but prone to human error, and leads to reduced operational productivity. IP address management through spreadsheet is slow, inefficient and largely error-prone. Administrators often end up with a fragmented database full of orphaned IP addresses and incomplete information.

The logical reasons to invest in ArPro for automated IP management are the following:

Manual Process	Automated ArPro
More time and effort involved	Greater operational efficiency
Costs due to human errors	Reduced human errors costs
Duplication of IP address causing IP conflicts	Reduced or zero conflicts
Delay due to dependency on the Network team	No dependency on Network Teams to get the job done
No scalability	Scalable
Difficult to troubleshoot issues	Quickly resolve IP issues
No centralized control	Centralized management and control

ROI in a

Real-World Network 4

3. Benefits of the ArPro Solution

Some key benefits of deploying the ArPro solution, include:

1. Significant task time savings
2. Significant cost savings
3. Reduction or elimination of errors through automation
4. Increase Network service availability
5. Integration of real time Messenger LINE for notification management
6. Integration of 3rd parties' antivirus systems for enterprise security protection

To demonstrate the above benefits, the manual approach and the ArPro automation approach have been compared on several daily performed tasks and many weekly or periodically performed tasks.

As figures 1, 2 and 3 show estimated task time using first a manual approach and then using ArPro automation. Figure 1 shows tasks that are likely performed on a daily basis. Figure 2 and 3 show tasks performed weekly or periodically.

These figures show, some very common tasks take 4X or more time to complete manually. As these tasks are repeated frequently, the cost will increase very significantly.

Figure 1. Daily Tasks

Daily Task Execution (estimate min. completion)		
Task	Manual(min.)	ArPro(min.)
New Static IP/MAC Address	20	5
Modify Static IP/MAC Address	20	5
New DHCP IP Reservation	5	2
Modify DHCP IP Reservation	7	2
New IP Subnet Set Up	15	2
Modify IP Subnet Set Up	15	2
New DHCP IP Authorization	10	2
Modify DHCP IP Authorization	10	2

ROI in a

Real-World Network 5

For the weekly or periodically tasks, the comparison lists are showing in the following Figure 2 and Figure 3.

Figure 2. Weekly or Periodically Tasks

Periodic Task Execution (estimate min. completion)		
Task	Manual(min.)	ArPro(min.)
IP Address Troubleshooting	15	10
Protect IP/MAC Address	120	2
Privilege IP/MAC Set Up	120	2
GLBP IP/MAC Set Up	120	2
No_Modify IP/MAC Set Up	120	2
IP/MAC Blocking Set Up	120	5
IP Broadcasting Storm Resolution	120	20
Unknown DHCP Blocking	60	10
Network Switch Configuration Report	60	5
Audit on Reclaim IP Address	480	5

Figure 3. Weekly or Periodically Tasks

Periodic Task Execution (estimate min. completion)		
Task	Manual(min.)	ArPro(min.)
Network Switch Report	60	2
Network Switch Topological Map	240	2
Network Switch Port Report	60	2
Network Switch Availability Map	60	2
Network Event Geographic Location Map	480	5
Network Event Building-Room Locator	480	5
AD Authorization Set Up	120	10
Non-AD Authorization Blocking Set Up	120	10
Network Event Report	60	2
Real Time Messenger LINE Notification	480	5

ROI in a

Real-World Network 6

4. ArPro Return On Investment (ROI) Calculation

For one of ArPro customer with 50,000 IP address environments, they provided some estimates of the number of times that common tasks and weekly or periodically tasks would be performed over the course of a year. We assume that the number of tasks would stay constant for all the years. Figure 4 shows the total number of times of all

estimated tasks performed.

Figure 4: 50,000 IP Address Management Operations - Three Year Estimate

Task	One - Yr.	Two - Yr.	Three - Yr.
New Static IP/MAC Address	1200	1200	1200
Modify Static IP/MAC Address	600	600	600
New IP Subnet Set Up	36	36	36
Modify IP Subnet Set Up	36	36	36
New/Mod. DHCP IP Reservation	480	480	480
Dynamic IP Modification	480	480	480
Privilege IP/MAC Set Up	12	12	12
IP Address Troubleshooting	600	600	600
Audit on Reclaim IP Address	12	12	12
Network Switch Report	12	12	12
Network Event Geographic Location Map	24	24	24
Real Time Messenger LINE Notification	200	200	200

The ROI and payback period are calculated using a referenced hour rate of \$55. From the above 3 years estimated tasks table, comparing with the costs of the ArPro automated solution, the investment becomes a net benefit for the company in less than one year. The payback period in this instance is only eight months.

After the initial investment in ArPro , the cost savings continue and, over the course of a three-year period, the ROI is 274%.

ROI in a Real-World Network 7

Figure 5. ArPro ROI Based on Labor Cost Saved (50,000 IP environment)

Cost Category	One	Two	Three	3 Year - Total
Yearly Investment in ArPro Solution	100,000	10,000	10,000	120,000
Yearly Labor Cost Saved	149,530	149,530	149,530	448,590
Yearly Net Savings	49,530	139,530	139,530	328,590
Accumulated Yearly Net Savings	49,530	189,060	328,590	\$328,590
ROI and Payback Period				
Estimated ROI in Percentage				274%
Payback Period (months)				8 Months

The above table assumes a 10% system support and upgrade fee \$10,000 for the year - two and year - three.