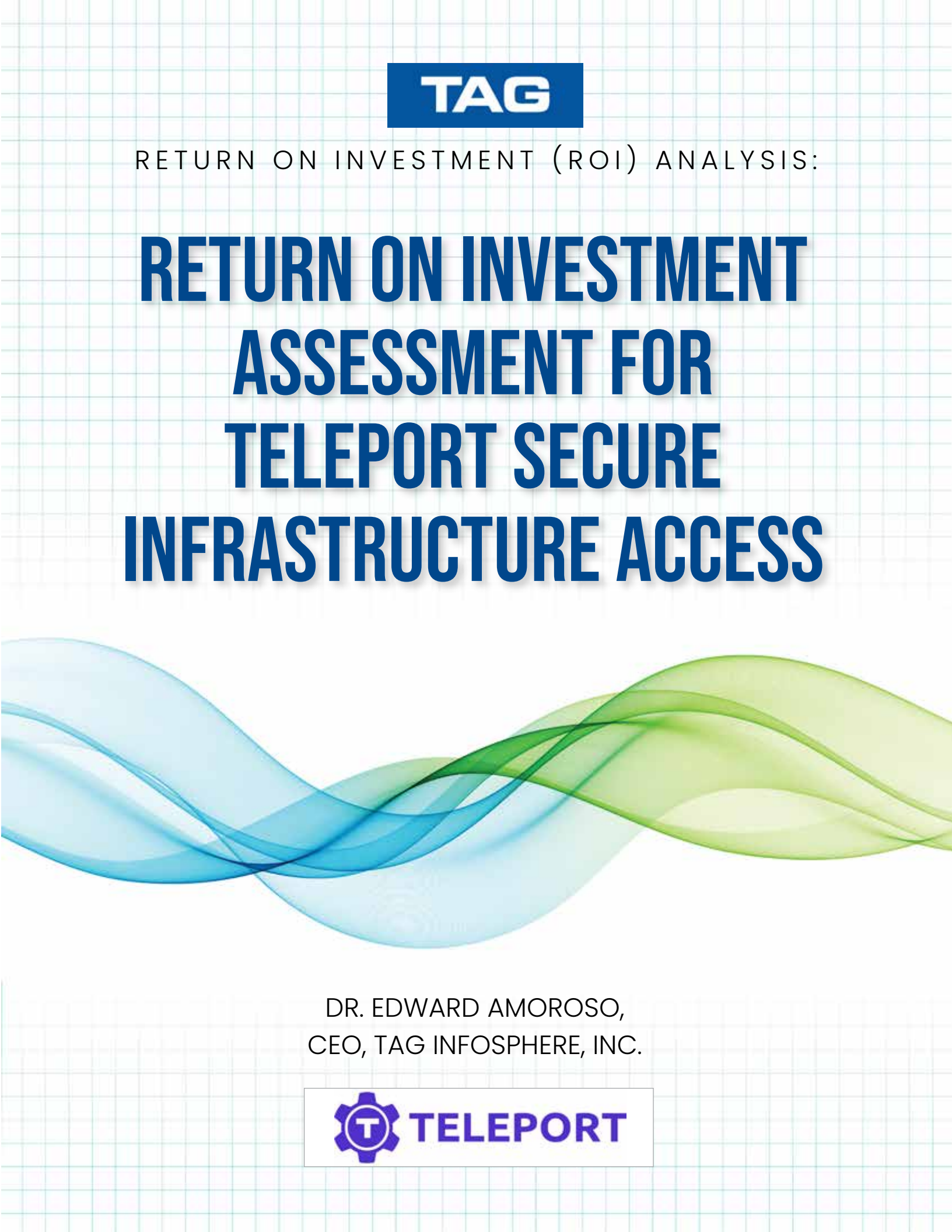




TAG

RETURN ON INVESTMENT (ROI) ANALYSIS:

RETURN ON INVESTMENT ASSESSMENT FOR TELEPORT SECURE INFRASTRUCTURE ACCESS

DR. EDWARD AMOROSO,
CEO, TAG INFOSPHERE, INC.





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EXECUTIVE SUMMARY

This TAG Infosphere¹ report provides a high-level summary of the qualitative and quantitative return on investment (ROI) for the commercial Teleport² secure access platform. The assessment shows that organizations should expect excellent qualitative benefits from the use of the Teleport solution as well as quantitative ROI in the range of 200% to 320% for larger and midsize organizations under reasonable assumptions.

INTRODUCTION

Secure access is hardly a new requirement in cybersecurity, and the availability of vendors supporting means for users to connect with remote services over public and private networks is one of the most mature aspects of the cybersecurity industry. Virtual private networks (VPNs), for example, have long been on the commercial market, and they have been used by practitioners on a day-to-day basis across the enterprise for several decades.

A major change, however, is that where VPNs were developed for enterprise networks remotely accessed via a choke point perimeter gateway, the present approach to enterprise architecture involves a more zero-trust approach where branch offices no longer use multiprotocol label switching (MPLS) – a form of VPN, and where third parties and employees might be located virtually *anywhere* including in the office, at home, or on the road.

An important group work highlighting that requires support for secure access involves the *software developers* and *engineers* who typically work in and around a myriad of different systems, networks, applications, workloads, and services. Simplifying their access in a manner that streamlines their work, while also ensuring proper levels of cybersecurity, thus becomes an important use-case for secure access platforms.

An additional consideration is that in the context of the day-to-day work activity of an enterprise, it is not just the human users who require secure access, but also the workloads and applications that are such an important part of modern computing. As such, secure access means must extend to a more converged approach, one that offers general means for authentication and other security functions.

In this report, we focus on a commercial vendor called Teleport that has developed a innovative platform for the type of secure access mentioned above, especially for developers and engineers. We explain the platform at a high level and then show how installation, deployment, and use of the solution components – *Teleport Access*, *Teleport Identity*, and *Teleport Policy* – will provide qualitative and quantitative return on investment (ROI).

The results of the analysis show that under reasonable circumstances, the team budgeting for and operating complex access platforms such as VPN, cloud infrastructure entitlement management (CIEM), and privileged access management (PAM) can expect to see quantitative returns in the range of 200% to 320%.

OVERVIEW OF THE TELEPORT PLATFORM

Founded in 2015 and headquartered in California, Teleport is a technology company specializing in secure access solutions for modern infrastructure. It offers a software platform aimed at securing privileged access to modern infrastructure environments. At its core, Teleport enables engineers and developers to securely access their infrastructure resources, irrespective of their location, while equipping organizations with identity security and policy governance that deliver defense in depth security strategies.

The *Teleport Access Platform* delivers least-privileged access to infrastructure, on a foundation of cryptographic identity and zero trust. It eliminates the use of credentials or standing privileges, thus reducing the attack surface and hardening infrastructure against identity-based attacks and breach and pivot strategies. It also enables both human and non-human identities to securely access servers, Kubernetes clusters, databases, web applications, and clouds, unifying access control across data centers and hybrid cloud environments. The platform consists of three products:

1. **Teleport Access** provides on-demand least privileged access on a foundation of cryptographic identity and zero trust, eliminating credentials and standing privileges.
2. **Teleport Identity** hardens infrastructure against identity-based attacks, with just-in-time access, access monitoring and reviews, and identity locking.
3. **Teleport Policy** unifies visibility and control over access relationships and policies across all infrastructure, answering the question of who has access to what and enabling organizations to stop threat actors in their tracks.

Teleport emphasizes improved engineering productivity, while securing your infrastructure from unauthorized access, as its key value proposition for customers. Teleport specifically streamlines access through the DevOps tools engineers are accustomed to using, or a web dashboard, which eliminates the need for engineers to remember myriad access paths and credentials. This protects time to market, engineer satisfaction, and improves operational overhead of onboarding and offboarding.

TAG ROI METHODOLOGY

The approach being taken for this Teleport ROI assessment involves identification of two categories of benefit that come from deployment and use of the platform. The first involves so-called *qualitative ROI* which includes benefits that are clearly valuable to a given security or infrastructure team, but that do not result in any direct reductions in budget expenditure. Qualitative ROI is certainly tangible, but it is considered non-financial.



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