

NUCLEUS  
RESEARCH

ROI: 270%  
Payback: 3 Months

# VERTICA WANDERA

## ANALYST

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## THE BOTTOM LINE

Wandera deployed the Vertica analytics database management platform to replace an AWS Redshift legacy system and to improve the performance, reliability, and scalability of its mobile protection products. The implementation of the Vertica platform enabled Wandera to avoid hiring additional technical staff to support the legacy platform and improving the IT team's (managing the data platform) productivity by 18 percent. Additionally, Wandera experienced better performance and reliability with Vertica, reducing hardware issues by 5 percent, and achieving an average annual benefit of \$339,792.

## THE COMPANY

Wandera provides enterprise mobile security and data management solutions, focusing on prevention, detection, and containment of data issues. Its Software-as-a-service (SaaS) platform provides customers with a Secure Mobile Gateway (SMG) that compresses mobile data, enforces acceptable usage policies, provides multi-level mobile threat detection, and provides data usage reporting to business. Wandera solutions are designed to secure mobile devices, optimize data usage, and protect sensitive business data.

## THE CHALLENGE

As Wandera's customer base grew, it experienced speed and scalability issues with its current vendor. The company recognized the need to expand its data storage capacity, improve processing speed, provide real-time information, and gain the ability to optimize processing with internal resources.

**Cost : Benefit  
Ratio | 1 : 4.5**

## THE STRATEGY

Wandera began its search for a new vendor in 2016 and looked at several options available on Amazon Web Services (AWS). In February 2017 the decision to migrate to Vertica was made with a planned deployment for June 2017. The company selected Vertica for the following key reasons:

### FLEXIBILITY

Wandera can easily augment existing services with additional nodes as needed. Vertica offers multiple options for deployments, enabling an enterprise to select the best option for its circumstances. Vertica is not only available on AWS, but also available on other cloud platforms thus avoiding cloud vendor lock-in" that differentiates it from other vendors who run on AWS only.

### SCALABILITY

Wandera is experiencing high year-on-year growth, and Vertica has the capacity to scale with the company, as it expands its markets.

## SPEED AND STORAGE

Vertica is designed for high volume data processing and uses columnar storage, that enables Wandera to access information faster because the software does not have to search rows or the entire table – only the specific columns selected. Additionally, the capability to compress similar or repetitive values can save as much as 90 percent of storage space.

## CUSTOMER SUPPORT AND COMMITMENT

Wandera was very pleased with the level of customer support it received before and during deployment and has confidence that Vertica is a dependable partner that will continue this level of service and innovation.



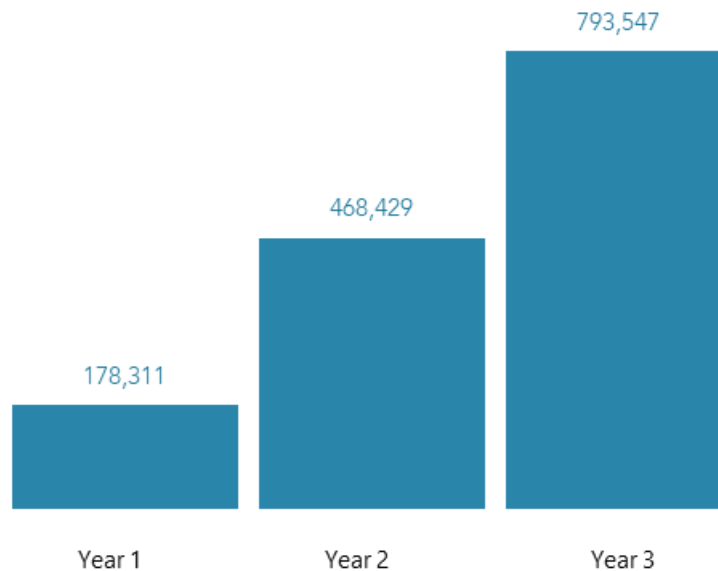
## KEY BENEFIT AREAS

Moving to Vertica enabled Wandera to replace a legacy system, improve performance, reliability, and scalability of its mobile protection products while reducing costs and increasing productivity. Key benefits of the deployment include:

- **Cost Savings.** With the deployment of Vertica, Wandera was able to avoid hiring additional IT staff that would be needed to support the legacy system. Additional savings were achieved with Vertica's lower costs for data storage and elimination of hardware.
- **Improved IT productivity.** Wandera can support the Vertica platform with minimal resources freeing-up as much as 30 percent of IT time for more strategic activities.
- **Increased user productivity.** Moving from Redshift to Vertica to manage its data, the staff accomplishes more, in less time using Vertica. Additionally, the improved processing speed and reliability of Vertica ensured that real-time access to data is consistently delivered.
- **Improved technology management.** Eliminating Redshift enabled the company to save almost \$400,000 of direct expenses while delivering a more reliable system.

Vertica analyzes and monitors data usage and has multi-level security protections, provides real-time information, and is scalable to support Wandera's annual growth.

## CUMULATIVE NET BENEFIT



## KEY COST AREAS

Key cost areas for the project included software licenses, hardware, personnel time to deploy and support the application, and employee training time.

## LESSONS LEARNED

With Wandera's choice to leverage the cloud for data management and storage, it avoided investing in hardware and annual maintenance costs required by the previous platform and increased productivity and agility. Wandera did opine that if they were to redo the deployment, they would focus on a tightly defined scope, rather than the broad offerings, to avoid distractions. Using Vertica, Wandera can deploy big-data management to its customers quickly and cost-effectively. In turn, its customers will benefit from a lower TCO and the ability to access information rapidly and improve company performance.

## CALCULATING THE ROI

Nucleus quantified the initial and ongoing costs of software, hardware, personnel, and training to calculate the bank's total investment in Vertica. Direct benefits quantified included the elimination of legacy software license costs, and the avoidance of additional IT hires. Nucleus conservatively estimated the indirect benefits of productivity of IT staff and managers associated with moving to a solution that enabled them to access data more quickly, deliver secure mobile access, and improve usability. Nucleus expects that this productivity number will continue to improve over time as users become more comfortable with the solution

# FINANCIAL ANALYSIS

**Annual ROI: 270%**  
**Payback period: 0.4 years**

BENEFITS	Pre-start	Year 1	Year 2	Year 3
Direct	0	301,272	301,272	301,272
Indirect	0	38,520	38,520	38,520
<b>Total per period</b>	0	339,792	339,792	339,792

COSTS - CAPITALIZED ASSETS	Pre-start	Year 1	Year 2	Year 3
Software	0	0	0	0
Hardware	0	0	0	0
Project consulting and personnel	0	0	0	0
<b>Total per period</b>	0	0	0	0

COSTS - DEPRECIATION SCHEDULE	Pre-start	Year 1	Year 2	Year 3
Software	0	0	0	0
Hardware	0	0	0	0
Project consulting and personnel	0	0	0	0
<b>Total per period</b>	0	0	0	0

COSTS - EXPENSED	Pre-start	Year 1	Year 2	Year 3
Software	35,000	35,000	35,000	0
Hardware	0	0	0	0
Consulting	0	0	0	0
Personnel	13,362	14,674	14,674	14,674
Training	63,445	0	0	0
Other	0	0	0	0
<b>Total per period</b>	111,807	49,674	49,674	14,674

FINANCIAL ANALYSIS	Results	Year 1	Year 2	Year 3
All government taxes	45%			
Cost of capital	7.0%			
Net cash flow before taxes	(111,807)	290,118	290,118	325,118
Net cash flow after taxes	(61,494)	159,565	159,565	178,815
<b>Annual ROI - direct and indirect benefits</b>				<b>270%</b>
Annual ROI - direct benefits only				235%
Net Present Value (NPV)				372,968
<b>Payback period</b>				<b>0.4 years</b>
Average Annual Cost of Ownership				75,277
3-Year IRR				255%

All calculations are based on Nucleus Research's independent analysis of the expected costs and benefits associated with the solution.