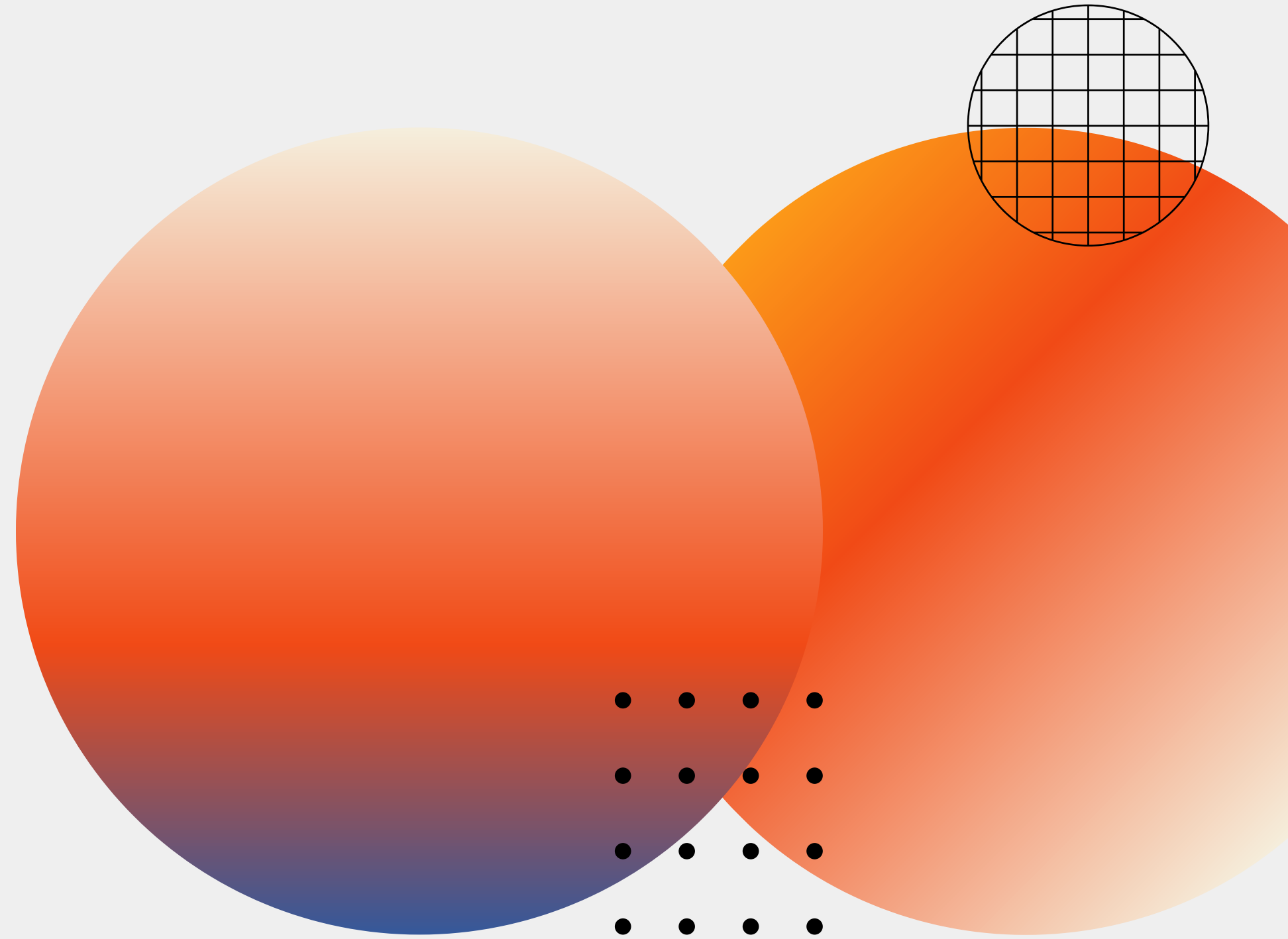
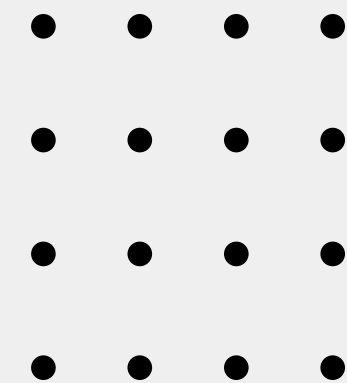


HappyPay IAM Investment





Meeting Agenda



Problem
Solutions/Recommendations
Supporting Evidence

Problem



Nonfunctioning and ineffective legacy IAM system with many workers still using manual processes in managing identity and access management.

Assumptions & Methodology

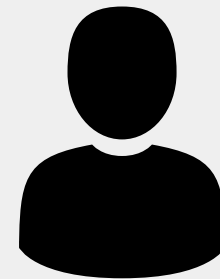
- Savings calculated based on salary and man-hours saved; we use a weighted average of manager and employee salaries as the basis unless otherwise stated
- Time-savings are assumed 100% effective and based on a 40-hour week, 260 day year; in practice, savings may not be 100% effective due to holidays, not filling in the saved time productively, etc.
- Although HappyPay experienced frequent fluctuations of employee numbers, we're basing their overall average on 6,000 employees

Average Total Burdened Cost Of Full Time App Owner (Managers)	\$249,600.00
Average Total Burdened Cost Of Full Time Equivalent (FTE) (Employees)	\$140,000.00
Average Total Burdened Cost Of All Workers (1 manager per 50 employees)	\$142,149.02
Workdays per year (52 weeks * 5 days / week = 260)	260
Hours worked per day	8
Minutes per hour	60
Total number of employees / users	6000
Discount rate of firm	10%

Solution

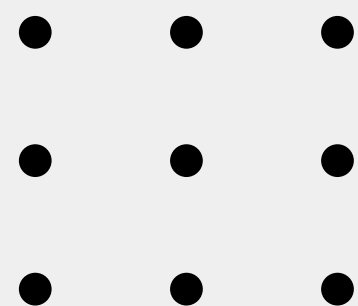
SailPoint offers a robust IAM solution with various modules and functionalities, or an enhancement of HappyPay internal IAM service

Recommend Modules



Single Sign On (SSO)

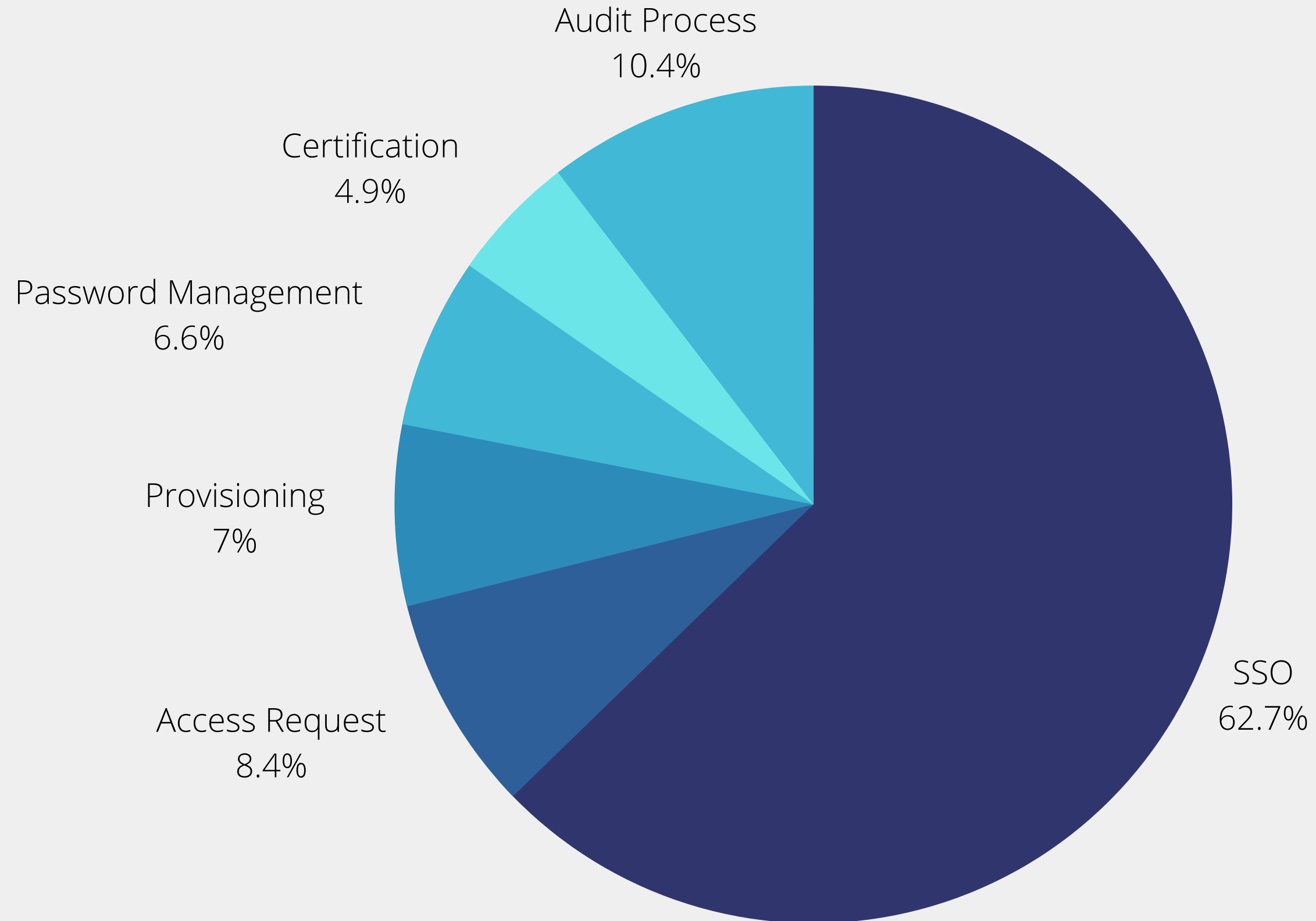
Single username and password for all applications with the HappyPay system

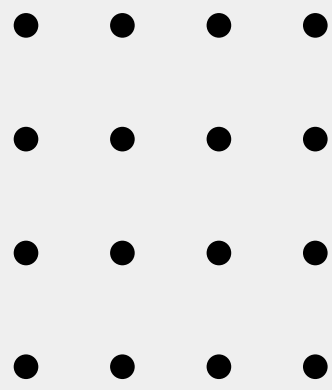


Audit Process

Compliance controls to improve security and streamline audits

Line Item Savings





SailPoint IAM

Lower cost of Implementation
with one time activation fee



Higher quality due to
specialization in developing IAMs



Internal IAM

Singular high investment with
very low maintenance costs

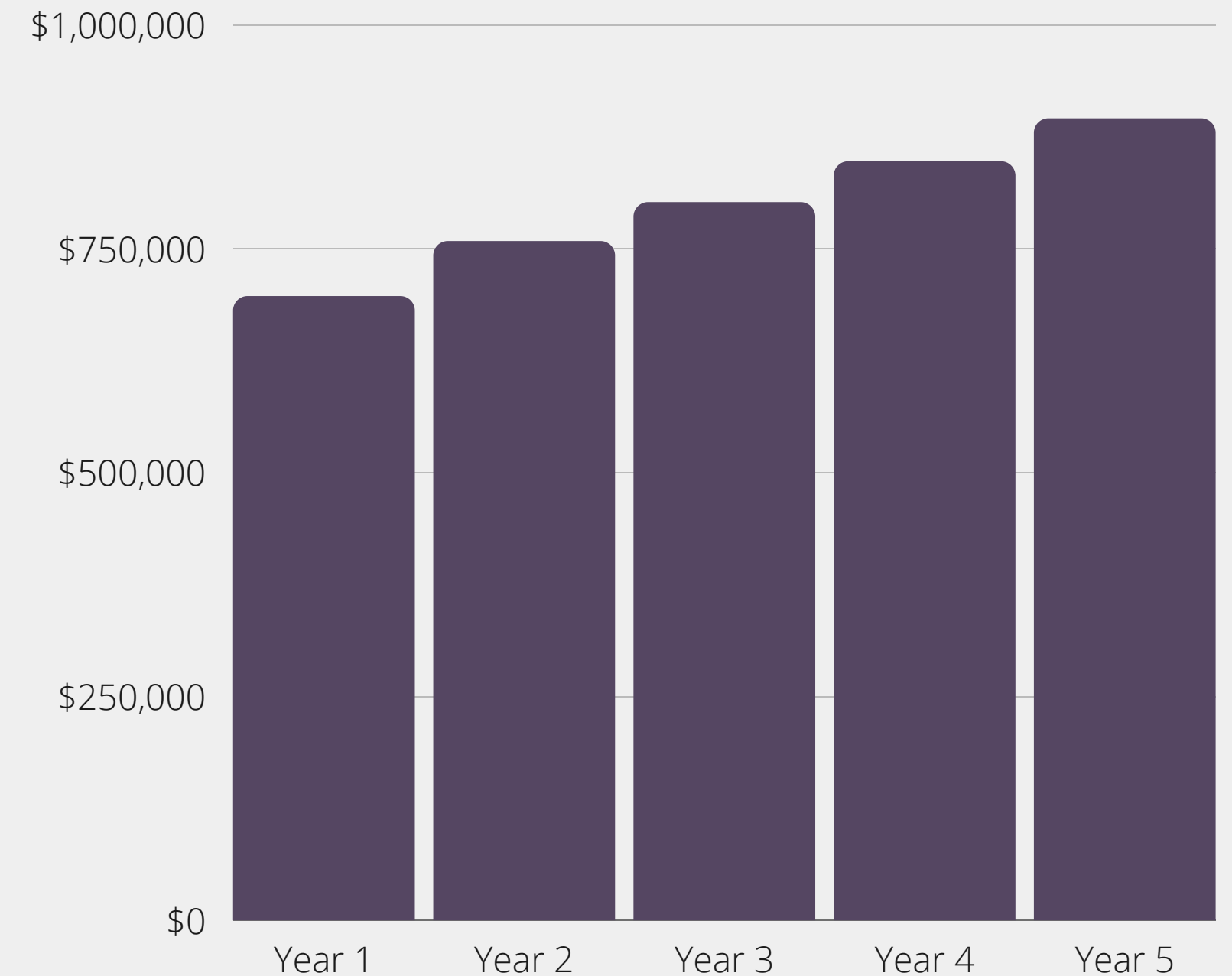


No risks associated with
outsourcing work to a third-party

Savings from SailPoint IAM

Total savings from modules and retirement of legacy IAM tools

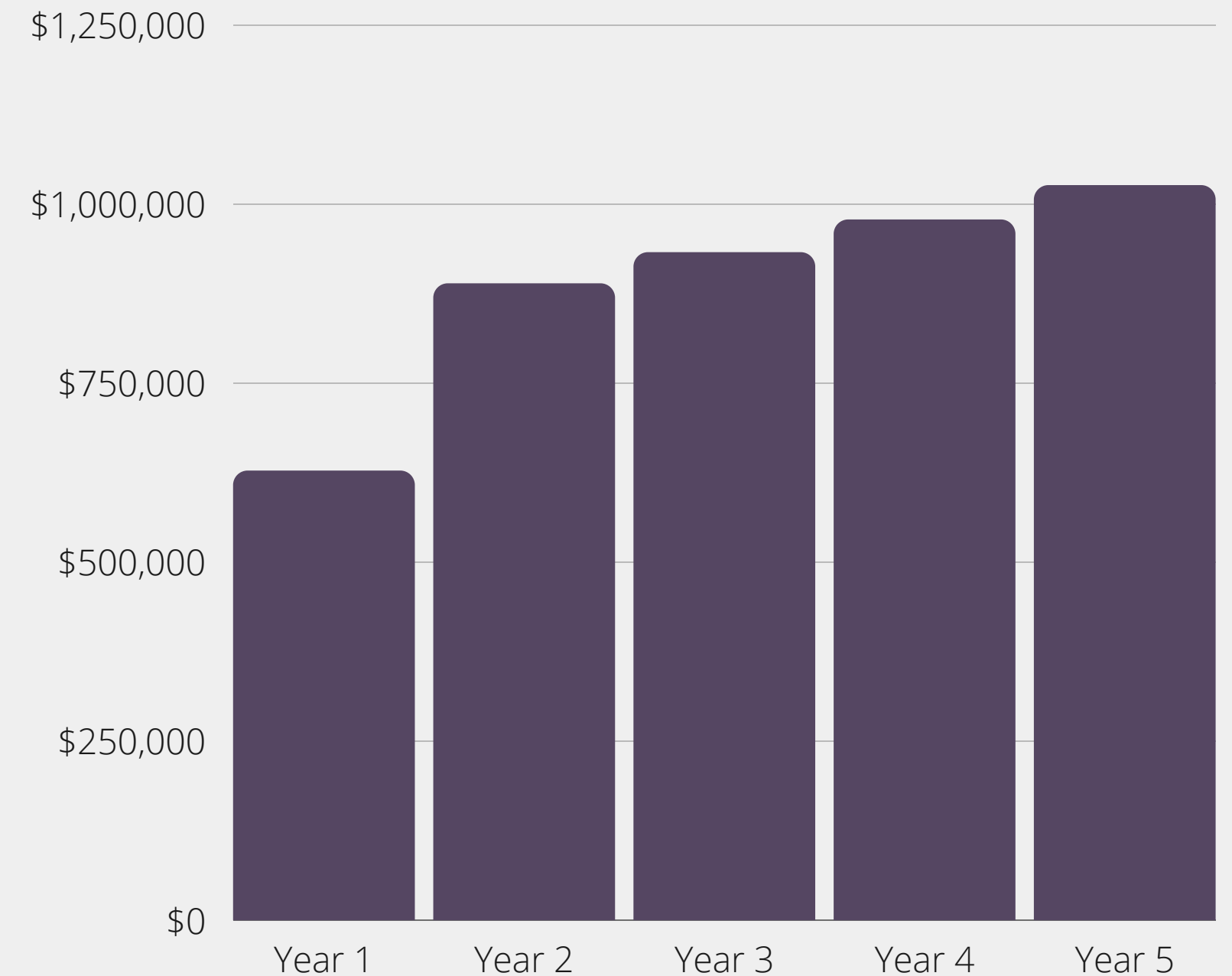
Total Savings: \$3,998,153



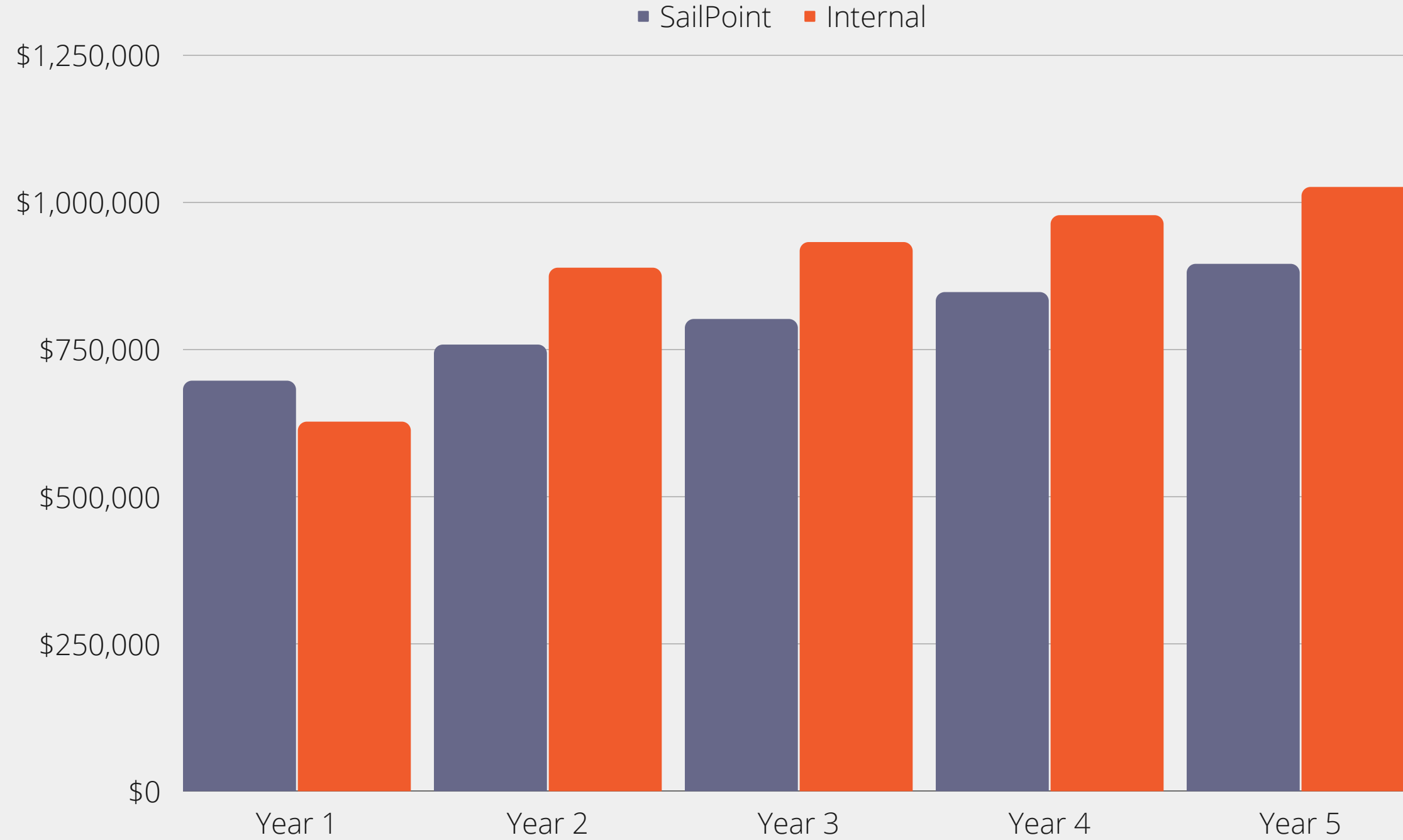
Savings from Internal IAM

Total savings from enhancement of HappyPay's Internal IAM

Total Savings: \$5,125,653



Putting them together



Net Present Value

Cash flows from SailPoint IAM

Return On Investment (ROI) - 5 Year

163.2%

Net Present Value (NPV) - 5 Year

\$2,996,150

	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Total cash inflows due to savings	\$1,202,555	\$1,243,970	\$1,287,455	\$1,333,115	\$1,381,057	\$ 6,448,153
Total cash outflows to vendor of IAM solution	\$ 506,000	\$ 486,000	\$ 486,000	\$ 486,000	\$ 486,000	\$ 2,450,000
Net cash flows	\$ 696,555	\$ 757,970	\$ 801,455	\$ 847,115	\$ 895,057	\$ 3,998,153
Cumulative cash flows	\$ 696,555	\$1,454,525	\$2,255,981	\$3,103,095	\$3,998,153	
Present value of net cash flows (NPV)	\$633,232.18	\$689,063.61	\$728,595.70	\$770,104.40	\$813,688.52	\$3,634,684.42

SailPoint IAM

Net Present Value

Cash flows from Modernizing Legacy

Return On Investment (ROI) - 5 Year

379.6%

Net Present Value (NPV) - 5 Year

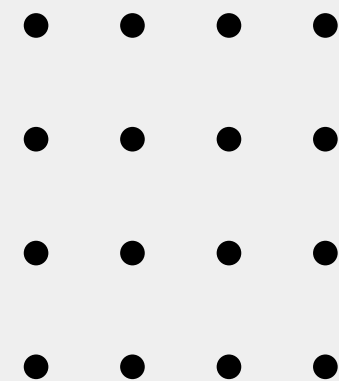
\$3,309,029

	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Total cash inflows due to savings	\$1,037,555	\$1,078,970	\$1,122,455	\$1,168,115	\$1,216,057	\$ 5,623,153
Total cash outflows	\$ 410,500	\$ 190,500	\$ 190,500	\$ 190,500	\$ 190,500	\$ 1,172,500
Net cash flows	\$ 627,055	\$ 888,470	\$ 931,955	\$ 977,615	\$1,025,557	\$ 4,450,653
Cumulative cash flows	\$ 627,055	\$1,515,525	\$2,447,481	\$3,425,095	\$4,450,653	
Present value of net cash flows (NPV)	\$570,050.37	\$807,699.98	\$847,232.06	\$888,740.76	\$932,324.89	\$4,046,048.05

Modernized Legacy IAM

Modernizing Provides Better Financials

- Slightly greater overall NPV and net income
- ROI more than twice as high
- Potentially greater flexibility and familiarity



End

Thank you

Do you have any questions?

