

FORRESTER®

Forrester Total Economic Impact™ Tool
Commissioned By Google

The Total Economic Impact™ Of Google SecOps

A Custom Business Case For Helios Empire LLC

Introduction

Security operations (SecOps) teams face an increasingly complex and fast-evolving threat landscape. Organizations often struggle with fragmented tools, resource constraints, and operational inefficiencies that hinder their ability to detect, investigate, and respond to threats effectively. As a result, security leaders seek comprehensive solutions that provide agility, scalability, and automation to modernize security operations and reduce risk.

This interactive tool is based upon “The Total Economic Impact™ Of Google SecOps,” a commissioned study conducted by Forrester Consulting on behalf of Google in July 2025. It is meant to help you determine a high-level estimate of the benefits and total economic impact that an investment in Google SecOps can bring to your organization’s specific business environment.

Forrester interviewed five representatives across four organizations using Google SecOps to identify and quantify potential key benefits of investing in Google SecOps, including:

- Reduced risk and cost of a breach.
- Optimized security with faster investigation and response.
- Empowered junior SecOps analysts.
- Increased cost model predictability with google and decommissioned legacy solutions.

DISCLAIMER

Google commissioned Forrester Consulting to develop this business case estimator in July 2025 using its proprietary Total Economic Impact™ methodology. For the interactive functionality using Configure Data/Custom Data, the intent is for the questions to solicit inputs specific to a prospect's business. Forrester believes that this analysis is representative of what companies may achieve based on the inputs provided and any assumptions made. Forrester does not endorse Google or its offerings.

Although great care has been taken to ensure the accuracy and completeness of this model, Google and Forrester Research are unable to accept any legal responsibility for any actions taken on the basis of the information contained herein. The tool is provided “as is,” and Forrester and Google make no warranties of any kind.

TEI FRAMEWORK AND METHODOLOGY

Google commissioned Forrester Consulting to build this interactive financial model to estimate the total economic impact of Google SecOps.

The objective of the framework is to identify the cost, benefit, flexibility, and risk factors that affect the investment decision. Forrester took a multistep approach to evaluate the impact that Google SecOps can have on an organization.

DISCLOSURES

Readers should be aware of the following:

This interactive tool is commissioned by Google and delivered by Forrester Consulting.

This interactive tool is not meant to be used as a competitive product analysis.

Forrester makes no assumptions as to the potential ROI that other organizations will receive. Forrester strongly advises that readers use their own estimates within the framework provided in the report to determine the appropriateness of an investment in Google SecOps.

Google reviewed and provided feedback to Forrester, but Forrester maintains editorial control over the calculator and its equations and did not accept changes that contradicted Forrester's findings or obscured the meaning of the study.

Google provided the customer names for the interview but did not participate in the interviews.

DUE DILIGENCE

Interviewed Google stakeholders and Forrester analysts to gather data relative to Google SecOps.

INTERVIEWS

Interviewed five representatives across four organizations using Google SecOps to obtain data with respect to costs, benefits, and risks. Please see Appendix B for additional information on the interviewees' organizations.

FINANCIAL MODEL FRAMEWORK

Constructed a financial model representative of the interviews using the TEI methodology and risk-adjusted the financial model based on issues and concerns of the interviewees.

ROI CALCULATOR

Constructed a calculator based on the model in the associated study and in accordance with Forrester and TEI standards. Forrester's aim is to clearly show all calculations and assumptions used in the analysis. Please see Appendix A for additional information on the TEI methodology.

Inputs

You provided the following information about your organization's environment:

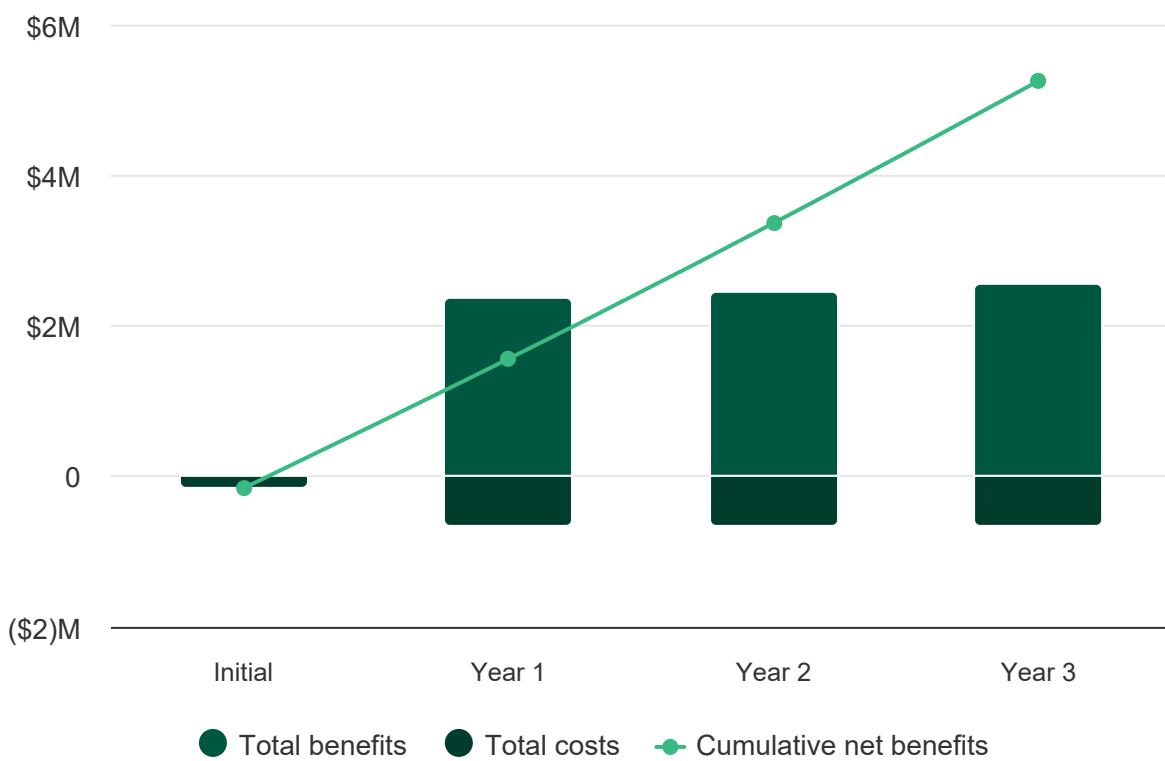
Metric	Inputs
Name of your organization	Helios Empire LLC
Annual revenue	\$8,000,000,000
Average fully burdened annual salary for SecOps analysts	\$150,000
Number of SecOps team members	25
Average percentage of SecOps team time spent on investigation	40%
Average percentage of SecOps team time spent on response	15%

Financial Summary

CONSOLIDATED THREE-YEAR, RISK-ADJUSTED METRICS

Financial Summary (Risk-Adjusted Estimates)

ROI	Payback Period (Months)	Total Benefits (PV)	Total Costs (PV)	Net Present Value
240%	<6 months	\$6,116,162	(\$1,800,601)	\$4,315,561



Cash Flow Analysis (Risk-Adjusted Estimates)

	Initial	Year 1	Year 2	Year 3	Total	Present Value
Total costs	(\$156,170)	(\$661,250)	(\$661,250)	(\$661,250)	(\$2,139,920)	(\$1,800,601)
Total benefits	\$0	\$2,379,199	\$2,464,832	\$2,550,466	\$7,394,497	\$6,116,162
Net benefits	(\$156,170)	\$1,717,949	\$1,803,582	\$1,889,216	\$5,254,577	\$4,315,561
ROI						240%
Payback						<6 months

Analysis Of Benefits

- Quantified benefit data as applied to Helios Empire LLC

Total Benefits						
Ref.	Benefit	Year 1	Year 2	Year 3	Total	Present Value
Atr	Reduced risk and cost of a breach	\$1,027,603	\$1,113,237	\$1,198,870	\$3,339,710	\$2,754,944
Btr	Optimized security with faster investigation and response	\$606,900	\$606,900	\$606,900	\$1,820,700	\$1,509,270
Ctr	Empowered junior SecOps analysts	\$255,946	\$255,946	\$255,946	\$767,837	\$636,499
Dtr	Increased cost model predictability with Google and decommissioned legacy solutions	\$488,750	\$488,750	\$488,750	\$1,466,250	\$1,215,449
Total benefits (risk-adjusted)		\$2,379,199	\$2,464,832	\$2,550,466	\$7,394,497	\$6,116,162

Reduced risk and cost of a breach  \$2.8M

Optimized security with faster investigation and response  \$1.5M

Empowered junior SecOps analysts  \$636.0K

Increased cost model predictability with Google and decommissioned legacy solutions  \$1.2M

REDUCED RISK AND COST OF A BREACH

Google SecOps may help organizations improve their security operations by increasing event ingestion, onboarding more log sources, increasing attack surface coverage through the scale of the platform, implementing more detection rules, enabling multistage detection modeling, and prioritizing investigations.

Ref.	Metric	Source	Year 1	Year 2	Year 3
A1	Cumulative cost of breaches	Scaled for Helios Empire LLC	\$4,233,000	\$4,233,000	\$4,233,000
A2	Likelihood of experiencing one or more breaches	Forrester research	68%	68%	68%
A3	Percentage of organization currently addressable with Google SecOps	TEI case study	60%	65%	70%
A4	Annual risk exposure addressable with Google SecOps	A1*A2*A3	\$1,727,064	\$1,870,986	\$2,014,908
A5	Reduced risk of exposure to breach costs from addressable attacks with Google SecOps	Interviews	70%	70%	70%
At	Reduced risk and cost of a breach	A4*A5	\$1,208,945	\$1,309,690	\$1,410,436
	Risk adjustment	↓15%			
Atr	Reduced risk and cost of a breach (risk-adjusted)		\$1,027,603	\$1,113,237	\$1,198,870
Three-year total: \$3,339,710			Three-year present value: \$2,754,944		

OPTIMIZED SECURITY WITH FASTER INVESTIGATION AND RESPONSE

Google SecOps may enable organizations to investigate and respond to threats more efficiently due to the platform's Unified Data Model, faster query and search capabilities, generative AI (genAI) assistance, access to 12 months of hot data by default with options for longer retention periods, integrated threat intelligence, automation with playbooks, and a reduction in false positives.

Ref.	Metric	Source	Year 1	Year 2	Year 3
B1	SecOps analysts who work on investigation and response	Scaled for Helios Empire LLC	20	20	20
B2	Average percentage of their time spent on investigation	Scaled for Helios Empire LLC	40%	40%	40%
B3	Reduction in mean time to investigate with Google SecOps	Interviews	50%	50%	50%
B4	FTEs no longer working on investigation, due to Google SecOps	B1*B2*B3	4	4	4
B5	Average percentage of their time spent on response	Scaled for Helios Empire LLC	15%	15%	15%
B6	Reduction in mean time to respond with Google SecOps	Interviews	65%	65%	65%
B7	FTEs no longer working on response, due to Google SecOps	B1*B5*B6	1.95	1.95	1.95
B8	Fully burdened annual salary for a SecOps analyst	Scaled for Helios Empire LLC	\$150,000	\$150,000	\$150,000
B9	Productivity recapture	TEI methodology	80%	80%	80%
Bt	Optimized security with faster investigation and response	(B4+B7)*B8*B9	\$714,000	\$714,000	\$714,000
	Risk adjustment	↓15%			
Btr	Optimized security with faster investigation and response (risk-adjusted)		\$606,900	\$606,900	\$606,900
Three-year total: \$1,820,700			Three-year present value: \$1,509,270		

EMPOWERED JUNIOR SECOPS ANALYSTS

Google SecOps' ease of use and genAI capabilities may empower junior SecOps analysts to take on more advanced responsibilities and quickly understand the platform's features. Work traditionally performed by more senior analysts may now be expected to be handled by junior colleagues assisted by Gemini in SecOps, which may summarize alerts; provide recommendations; facilitate fast and comprehensive investigations; augment detection and playbook engineering with natural language; and analyze alert data with workflows for triage and assistive guidance.

Ref.	Metric	Source	Year 1	Year 2	Year 3
C1	Senior and mid-level SecOps analysts	Scaled for Helios Empire LLC	12	12	12
C2	Percentage of their work that can be shifted to more junior analysts with Google SecOps	Interviews	35%	35%	35%
C3	Expected compensation savings for work performed by more junior analysts	TEI case study	30%	30%	30%
C4	Fully burdened annual salary for a senior and mid-level SecOps analyst	Scaled for Helios Empire LLC	\$170,460	\$170,460	\$170,460
C5	Subtotal: Cost savings of shifting work to more junior analysts with Google SecOps	C1*C2*C3*C4	\$214,780	\$214,780	\$214,780
C6	Onboarded junior SecOps analysts (e.g., new hires)	Scaled for Helios Empire LLC	4	4	4
C7	Time to productivity before Google SecOps (months)	TEI case study	2.5	2.5	2.5
C8	Reduction in time to productivity with Google SecOps	Interviews	70%	70%	70%
C9	Fully burdened monthly salary for a junior SecOps analyst	Scaled for Helios Empire LLC	\$9,943.50	\$9,943.50	\$9,943.50
C10	Subtotal: Cost savings from reduced time to productivity for new junior analyst hires	C6*C7*C8*C9	\$69,605	\$69,605	\$69,605
Ct	Empowered junior SecOps analysts	C5+C10	\$284,384	\$284,384	\$284,384
	Risk adjustment	↓10%			
Ctr	Empowered junior SecOps analysts (risk-adjusted)		\$255,946	\$255,946	\$255,946
Three-year total: \$767,837			Three-year present value: \$636,499		

INCREASED COST MODEL PREDICTABILITY WITH GOOGLE AND DECOMMISSIONED LEGACY SOLUTIONS

As a scalable solution that supports data from on-prem environments, Google Cloud, and other cloud providers, Google SecOps may help organizations decommission their legacy on-prem security information and event management (SIEM), security orchestration, automation, and response (SOAR), user and entity behavior analytics (UEBA) platform, and custom data lake. This may reduce operational complexity and saves costs.

Ref.	Metric	Source	Year 1	Year 2	Year 3
D1	Cost of legacy security solutions decommissioned upon adoption of Google SecOps	Interviews	\$575,000	\$575,000	\$575,000
Dt	Increased cost model predictability with Google and decommissioned legacy solutions	D1	\$575,000	\$575,000	\$575,000
	Risk adjustment	↓15%			
Dtr	Increased cost model predictability with Google and decommissioned legacy solutions (risk-adjusted)		\$488,750	\$488,750	\$488,750
Three-year total: \$1,466,250			Three-year present value: \$1,215,449		

Analysis Of Costs

Quantified cost data as applied to Helios Empire LLC

Please note: The following costs are based on high-level estimates and do not constitute a quote. For more details, please contact Google.

Total Costs							
Ref.	Cost	Initial	Year 1	Year 2	Year 3	Total	Present Value
Etr	Google SecOps licensing fees	\$0	\$575,000	\$575,000	\$575,000	\$1,725,000	\$1,429,940
Ftr	Internal labor for implementation and ongoing maintenance	\$156,170	\$86,250	\$86,250	\$86,250	\$414,920	\$370,661
	Total costs (risk-adjusted)	\$156,170	\$661,250	\$661,250	\$661,250	\$2,139,920	\$1,800,601

GOOGLE SECOPS LICENSING FEES

For the use of Google SecOps, organizations may incur annual licensing fees to Google. These costs may vary by organization and depend on factors like data volume and implementation scope.

Ref.	Metric	Source	Initial	Year 1	Year 2	Year 3
E1	Cost of Google SecOps licensing	Scaled for Helios Empire LLC		\$500,000	\$500,000	\$500,000
Et	Google SecOps licensing fees	E1		\$500,000	\$500,000	\$500,000
	Risk adjustment	↑15%				
Etr	Google SecOps licensing fees (risk-adjusted)		\$0	\$575,000	\$575,000	\$575,000
Three-year total: \$1,725,000			Three-year present value: \$1,429,940			

INTERNAL LABOR FOR IMPLEMENTATION AND ONGOING MAINTENANCE

A subset of an organization's SecOps team may be expected to dedicate time to the implementation and ongoing maintenance of Google SecOps. Additionally, it may be assumed that all team members participate in initial training on the platform.

Ref.	Metric	Source	Initial	Year 1	Year 2	Year 3
F1	FTEs involved in implementation and ongoing maintenance	Scaled for Helios Empire LLC	5	1	1	1
F2	Length of implementation (months)	Interviews	6			
F3	Percentage of FTE time dedicated to Google SecOps implementation or maintenance	Interviews	20%	50%	50%	50%
F4	Fully burdened monthly salary for an FTE involved in implementation	Scaled for Helios Empire LLC	\$12,500	\$12,500	\$12,500	\$12,500
F5	SecOps team members trained	Scaled for Helios Empire LLC	25			
F6	Hours spent on training	Interviews	32			
F7	Fully burdened hourly rate for a SecOps FTE	Scaled for Helios Empire LLC	\$76			
Ft	Internal labor for implementation and ongoing maintenance	Initial: (F1*F2*F3*F4)+(F5*F6*F7) Y1 to Y3: F1*F3*F4*12	\$135,800	\$75,000	\$75,000	\$75,000
	Risk adjustment	↑15%				
Ftr	Internal labor for implementation and ongoing maintenance (risk-adjusted)		\$156,170	\$86,250	\$86,250	\$86,250
Three-year total: \$414,920			Three-year present value: \$370,661			

Appendix A: Total Economic Impact

Total Economic Impact is a methodology developed by Forrester Research that enhances a company's technology decision-making processes and assists vendors in communicating the value proposition of their products and services to clients. The TEI methodology helps companies demonstrate, justify, and realize the tangible value of IT initiatives to both senior management and other key business stakeholders.

TOTAL ECONOMIC IMPACT APPROACH

Benefits represent the value delivered to the business by the product. The TEI methodology places equal weight on the measure of benefits and the measure of costs, allowing for a full examination of the effect of the technology on the entire organization.

Costs consider all expenses necessary to deliver the proposed value, or benefits, of the product. The cost category within TEI captures incremental costs over the existing environment for ongoing costs associated with the solution.

Flexibility represents the strategic value that can be obtained for some future additional investment building on top of the initial investment already made. Having the ability to capture that benefit has a PV that can be estimated.

Risks measure the uncertainty of benefit and cost estimates given: 1) the likelihood that estimates will meet original projections and 2) the likelihood that estimates will be tracked over time. TEI risk factors are based on "triangular distribution."



PRESENT VALUE (PV)

The present or current value of (discounted) cost and benefit estimates given at an interest rate (the discount rate). The PV of costs and benefits feed into the total NPV of cash flows.



NET PRESENT VALUE (NPV)

The present or current value of (discounted) future net cash flows given an interest rate (the discount rate). A positive project NPV normally indicates that the investment should be made, unless other projects have higher NPVs.



RETURN ON INVESTMENT (ROI)

A project's expected return in percentage terms. ROI is calculated by dividing net benefits (benefits less costs) by costs.



DISCOUNT RATE

The interest rate used in cash flow analysis to take into account the time value of money. Organizations typically use discount rates between 8% and 16%.



PAYBACK PERIOD

The breakeven point for an investment. This is the point in time at which net benefits (benefits minus costs) equal initial investment or cost.

Appendix B: Interview Demographics

Role	Industry	Annual Revenue	Employees
Global head of detection response	Financial services	\$200 billion	150,000
Deputy CISO	Financial services	\$200 billion	150,000
Director of cyber defense	Healthcare	\$18 billion	75,000
CISO	Insurance	\$5 billion	3,500
Security operations lead	Professional services	\$400 million	1,500



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