# Expected client outcomes

## Safety from criminal activity

- Reduced exposure of critical assets to attack
- Fewer security breaches
- Less loss potential in the event of a breach
- Better recoverability from problems
- Safety from unknown threats
- Fewer “races” with the bad guys
- Fewer business disruptions

## Lower cost of system ownership

- Unnecessary complexity identified and eliminated
- Features that don’t deliver value removed
- More stable and robust codebase
- More effective, less costly testing
- Reduced audit costs with increased conformity
- Fewer control measures required for a given outcome

## Parity in vendor and source relationships

- Power more balanced interacting with vendors
- More alternative sources
- Less dependency
- Less presumption of trust
- Less buying pressure from suppliers
- Sources more accountable for defects

## Improved return on personnel

- Reduced IT and automation expenditures
- More funds to compensate and retain key positions
- Fewer marginally productive positions
- Candidate evaluations correlate to probable achievements
- High worker satisfaction and retention

## Staying power for existing systems

- Fewer systems with fewer components
- Fewer breakdowns caused by outside changes
- Fewer updates and patches necessary
- Longer system life cycle
- Higher workloads practical with fewer resources
- Fewer equipment and software replacements

## Effective administration

- Fewer managers necessary
- Ineffective processes made visible and corrected
- Better-informed expectations
- Fewer delays and cost overruns
- Less security jargon and associated paperwork
- Compliance easier, less costly, and assurable

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