**The Total Economic Impact™ Of Mimecast**

Cost Savings And Business Benefits From Using Mimecast With Microsoft 365

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**BOTTOMLINE FINANCIAL SUMMARY**

- **ROI**: 225%
- **BENEFITS PV**: $3.92M
- **NPV**: $2.72M
- **PAYBACK PERIOD**: <3 months

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**AREAS OF ECONOMIC IMPACT**

1. Prevented losses due to blocked malicious emails
2. Retired on-premises archiving solution
3. Streamlined e-discovery efforts
4. Lowered cost of protecting against fraudulent websites
5. Reduced administration and monitoring time
6. Decreased costs from employee risky behavior

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**BACKGROUND**

**Interviewed Organizations**

<table>
<thead>
<tr>
<th>Industry</th>
<th>Region</th>
<th>Interviewee</th>
<th>Company Size</th>
<th>Email Provider</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financial Services</td>
<td>EMEA</td>
<td>Head of security operations</td>
<td>35,000 employees</td>
<td>Microsoft 365</td>
</tr>
<tr>
<td>Energy Production</td>
<td>APAC</td>
<td>Information security manager</td>
<td>6,500 employees</td>
<td>Microsoft 365</td>
</tr>
<tr>
<td>Financial Services</td>
<td>USA</td>
<td>CIO</td>
<td>7,000 employees</td>
<td>Microsoft 365</td>
</tr>
<tr>
<td>Healthcare</td>
<td>USA</td>
<td>VP/CISO</td>
<td>85,000 employees</td>
<td>Microsoft 365</td>
</tr>
</tbody>
</table>

**Composite Modeled Organization**

<table>
<thead>
<tr>
<th>Industry</th>
<th>Region</th>
<th>Company Size</th>
<th>Email Provider</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Services</td>
<td>Multinational</td>
<td>12,000 employees</td>
<td>Microsoft 365</td>
</tr>
</tbody>
</table>

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**VOICE OF THE CUSTOMER**

***A local hospital system was recently the victim of a ransomware attack that took down a number of their facilities. It was a Word attachment, and we had seen it coming a couple weeks before with Mimecast.***

**VP/CISO, healthcare**

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***When the auditors come, email security is one of the major focuses for them. Simply by telling them we have Mimecast we skip a huge part of the process. They don’t have to ask about specifics – they know Mimecast does it.***

**CIO, financial services**

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***It’s saved me at least two full-time employees doing email. We hardly get any calls about spam or mail being wrongly blocked. What most of the team is doing now is investigating phishing attempts and higher-level issues that require their expertise.***

**Information security manager, energy production**

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***We recently had someone stand up an imposter website that was trying to scam people who wanted a job with us. They were telling people they would get them a job in exchange for $10,000.***

**Information security manager, energy production**

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This document is an abridged version of a case study commissioned by Microsoft titled: The Total Economic Impact Of Mimecast, January 2021.

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