



Guide to Maximizing Check Point Software ROI

INTRODUCTION

The cybersecurity industry is hurtling towards the trillion dollar mark, and in 2021 alone, the cybersecurity market is predicted to grow by **10%**. The continued prioritization of cybersecurity, the robust threat landscape, tightening of compliance regulations, and the shift to the cloud all contribute to the security sector's momentum. Despite the stratospheric growth, 2020 was marked by a record number of incidents, including the now infamous SolarWinds attack. This marks an important distinction. Where other tech sector spending is driven by reducing inefficiencies and increasing productivity, security spending is fueled by cybercrime and the actions of state-sponsored actors. However, when developing a cybersecurity strategy, more investment does not necessarily equate to greater protection. Rather, when companies invest, the focus should revolve around creating value per dollar, than the total cost.

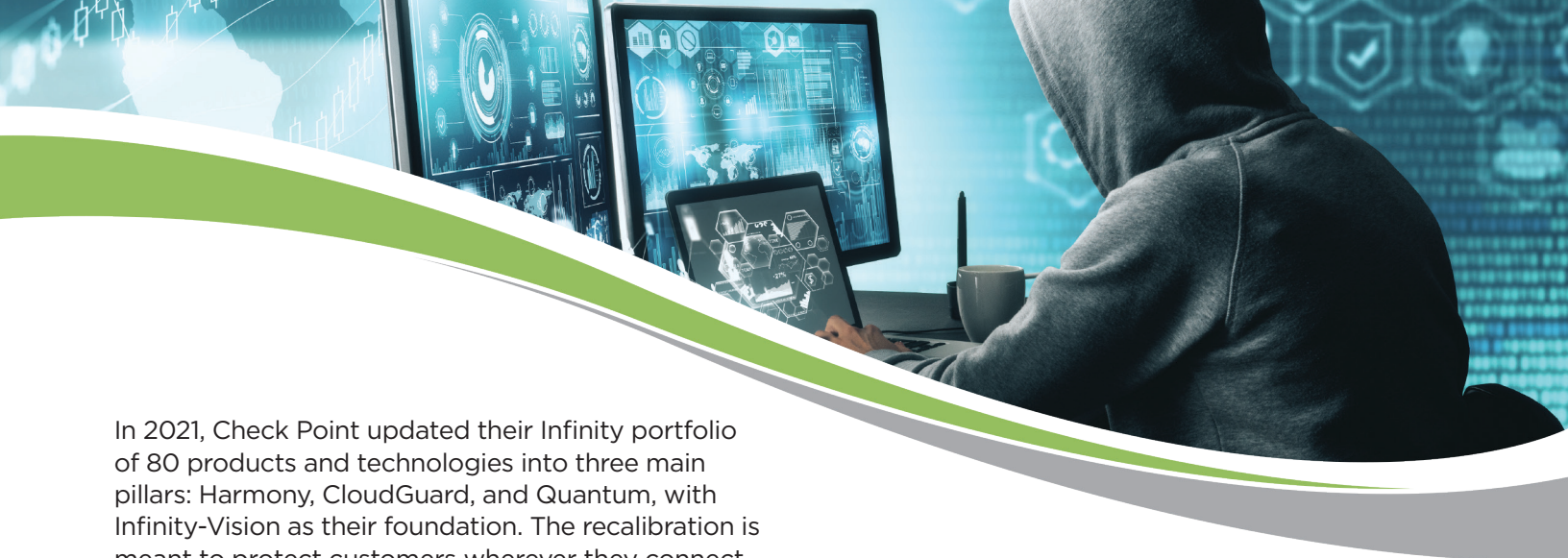
Whether you are a current Check Point customer or considering purchasing, to help you go against the trend and spend smarter while improving your cybersecurity posture, this guide demonstrates how to improve the ROI of a Check Point Software Technologies investment.

THE NEW CHECK POINT LANDSCAPE

Overly complicated security stacks incur a high cost—and we're not talking about wasted money alone. When you have too many disparate security tools, it takes a toll on increasingly scarce human resources. For all of those "next-gen" security solutions that tout automation, there are still time-wasting false alarms that a skilled security analyst needs to sort through. And what's worse, are the false negatives that slip through and allow malicious actors to gain a foothold in the network.

To simplify and remove waste, security solutions must deliver:

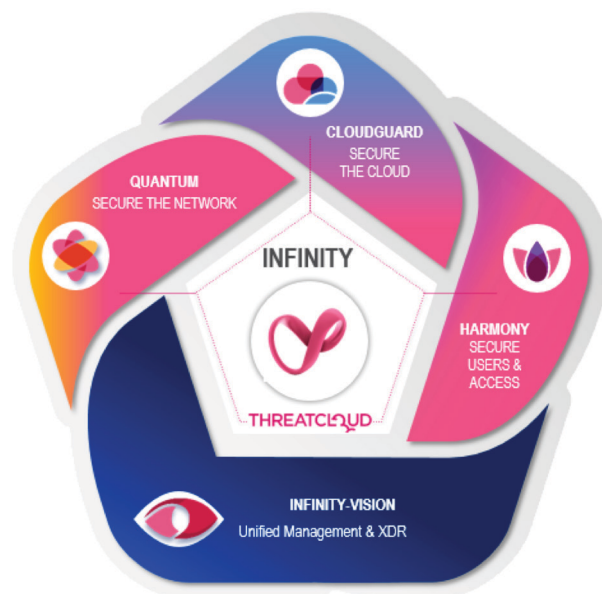
1. Complete security against modern, zero-day attacks
2. Easy deployment and management
3. Elimination of patchwork security architectures and high TCO with integration and interoperability



In 2021, Check Point updated their Infinity portfolio of 80 products and technologies into three main pillars: Harmony, CloudGuard, and Quantum, with Infinity-Vision as their foundation. The recalibration is meant to protect customers wherever they connect from, whatever they connect to and however they connect. Together, they address the most imminent cyber threats using three core principles:

- 1. Prevention-first approach** – deploy pre-emptive user protections to eliminate threats before they reach the users
- 2. Gold Standard Management** – single pane of glass to manage the entire security estate
- 3. Consolidated Solution** – Realize complete, preemptive protection against the most advanced threats while achieving better operational efficiency

By streamlining its products, Check Point has positioned their solutions to become inherently ROI focused to provide customers with the greatest value possible.



77% OF SECURITY PROFESSIONALS ANTICIPATE A SIGNIFICANT BREACH IN THE NEAR FUTURE¹

ESTABLISH A SECURITY BASELINE, FIND THE HOLES

ROI is a key performance indicator that helps decision makers decide whether or not their investment is sound. When applying this to cyber security technologies, the math gets muddy because there is no revenue generated by the security. Instead, the ROI comes from eliminating risk and potential costs. But what happens when you don't know where the risk is in your environment? Or if you aren't sure if you are complying with your industry regulations?

The first step in improving ROI is to form a security baseline that defines what financial dangers your current risks present. To do this, you can perform a security gap analysis to find weaknesses, and then align those areas of risks to the Check Point solutions. While Check Point has an entire portfolio of technologies to protect the network, cloud, and beyond, not every business needs every offering.

1. Jaikumar Vijayan, **31 Cybersecurity Stats That Matter**



To improve ROI for most environments:

- Deploy application/data monitoring technologies and vulnerability management tools to identify and quantify your exposure to potential information security risks
- Refine and improve your patch management program
- Map out solutions to overcome risks and exposures found by those tools which cannot be resolved by patch management
- Review current controls to see if they are working as intended—and adjust as necessary
- Repeat these processes on a regular basis to measure improvements and identify new risks.
- Assess if the environment is currently in compliance with regulations if applicable

STREAMLINE FOR FASTER IMPLEMENTATION, INTEGRATION, AND CONFIGURATION

Once you have purchased a Check Point solution, the clock is ticking. To make the most out of every minute of your investment, you'll want to be ready to implement, integrate, and configure to your unique environment. Even with easy-to-deploy solutions like those at Check Point, if you or your team do not have prior experience, the implementation process can be lengthier without a plan to simplify the process.

At Cadre, our veteran engineers have performed thousands of installations. So speaking from experience, to have a fast, efficient implementation and integration, a three-phased approach works

**THROUGH 2025, 99%
OF CLOUD SECURITY
FAILURES WILL BE THE
CUSTOMER'S FAULT.**

– Gartner. “Is the Cloud Secure?” 2019

best after a review of the documentation of your existing security network:

- 1. Establish a plan to install** – Define an implementation plan that has clear tasks, responsibilities, and milestones to meet your requirements for success.
- 2. Configure and test the new system** – Establish a testing plan for both the network security and the performance of your Check Point appliance. Then execute the test to identify and mitigate risks with the actual implementation to ensure smooth and successful deployment.
- 3. Assess post-installation to confirm network security and end-user satisfaction** – Once you deploy your Check Point solution it is a best practice to optimize the existing systems for maximum results and ROI. Additionally, consider educating your team with essential security management knowledge and troubleshooting tips

INCREASE SECURITY INVESTMENT UTILIZATION THROUGH TRAINING

Using only 20% of a security solution means wasted money, less efficiency, and creates gaps in security—all eroding ROI. To improve your security investment utilization, Check Point has a training and certification program to inform Check Point administrators on how to best manage their solutions.

In January 2021, Check Point implemented their new certification model, which places more emphasis on specialized accreditation for emerging technologies to stay ahead of the quick-moving industry.

80% OF PRODUCT FEATURES ARE “RARELY OR NEVER USED”²

YOUR JOURNEY TO CYBERSECURITY MASTERSHIP



2. Pendo, **State of Product Leadership**



By completing Check Point's Infinity Specialist Accreditations, security professionals are able to demonstrate that they understand the concepts and skills needed to administer, deploy and manage specific security solutions within the Check Point Infinity Cyber Security Architecture. Infinity Specialist Accreditations are also the building blocks to the Security Master and Security Master Elite certifications.

To complete Check Point's training, you and your team can work with an Authorized Training Center (ATC) Partner. These strategic partnerships ensure that Check Point customers around the world have access to quality, convenient training programs that increase the efficiency of IT security environments and reduce technical support needs. However, not all ATC partners are the same. Check Point assigns Platinum Elite and Gold statuses for a select group of partners.

INVEST IN TECHNOLOGY AND PEOPLE

While it may seem antithetical to fiscal-minded leaders, investing security budget not only in technology, but in people through a technology consulting partnership can increase the ROI of a Check Point technology investment. Businesses that invest in isolated solutions, expecting it to cure their security problems, find themselves doomed for failure without a consideration for the wider security ecosystem. To make the most of a Check Point solution, it must fit into the longer-term strategy of the business and how it needs to be secured.



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CHECK POINT AWARDS PLATINUM ELITE STATUS BASED ON THE FOLLOWING CRITERIA:

- **Greater than 150 Core Training Delegates (CCSA/CCSE)**
- **Greater than 40 Infinity Specialist Trainings**
- **Virtual Instructor Led Training Delivery**
- **Greater than 8.5 quality rating based on student surveys**

Cadre Information Security has worked with countless clients to assess, plan, implement, train, and maintain Check Point solutions. And, as a Platinum Elite partner, Cadre is the only U.S. ATC to provide extended access to lab work. This benefit ensures that learning how to best manage Check Point solutions continues long after the training class has ended.

By partnering with Cadre, you gain access to a team of experienced cybersecurity consultants and support professionals that act as an extension of your team to lower your costs, gain more control, and increase the velocity and impact of your efforts. With access to Level 1-3 technical support, no Check Point question will go unanswered, ensuring that you are continually maximizing your investment. To learn more about how Cadre can help with your Check Point investment, **contact us** to schedule a no-obligation consultation.