



# Improving Profitability and Dealing with Tight Budgets

With budget concerns, substantial cutbacks and limited resources for organizations of all types and sizes, leading organizations are constantly looking for better ways to deliver results. Awareity's Next Generation Knowledge Management solutions are helping organizations proactively address economic challenges and improve profitability.

## Reducing Costs

- Training - Travel Costs for Organization-Specific Sessions
- Training - Overtime Costs for Organization-Specific Sessions
- Training - Tracking Organization-Specific Attendance/Other
- Training - Costs for Facilities, Refreshments, etc.
- Vendor Management and Agreements
- Contractor Management and Agreements
- Third-Party Coordination and Oversight

## Current Costs

- \$.55/Mile (20 miles = \$11.00)
- \$31.50/Hour
- \$21/Hour
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

*By reducing administrative and operations costs in these areas, your organization will improve long-term survivability and significantly improve profitability.*

## Eliminating Costs

**Compliance and Documentation - Audit-Ready and Legal-Ready with On-Demand and Long-Term Accessibility**  
(Organization Specific Policies/Directives are required by multiple State and Federal mandates)

- Human Resources (FMLA, Harassment, etc.) \_\_\_\_\_
- Risk Management \_\_\_\_\_
- Physical Security \_\_\_\_\_
- Identity Theft (FACTA Red Flags, PCI-DSS, etc.) \_\_\_\_\_
- OSHA (EAP, FPP, etc.) \_\_\_\_\_
- Environmental/LEED Certifications \_\_\_\_\_
- Continuity of Operations Plans and Roles \_\_\_\_\_
- Pandemic Flu Coordination \_\_\_\_\_
- Emergency and Crisis Management \_\_\_\_\_
- Information Security and Acceptable Usage \_\_\_\_\_
- Ethics \_\_\_\_\_
- Others \_\_\_\_\_

*Eliminating documentation costs can help generate immediate and long-term savings and allow limited resources to focus efforts on other critical areas, improving decision-making and productivity across your entire organization.*

## Preventing Costs

- Information Security Incident Notifications \$202/customer
- Information Security Lawsuits \$20 M (Veterans Affairs)
- Violence (Disgruntled employees, loss of life, etc.) \$11 M (Virginia Tech)
- Lawsuits (Class Actions, Wrongful Termination, etc.) \$1.8 M (average jury award)

*The cost of proactively preventing an incident is far less than the reactive costs of recovery, lawsuits, fines and other consequences.*

**Total Cost Savings = Hundreds and Millions of Dollars**

## Successes realized by organizations With MOAT:

*"Working smarter with greater efficiency has always been part of our company's culture. As regulatory impact becomes even greater in the near future, it will be those who can manage their resources the best that will win. Awareity's MOAT is a highly cost-effective tool that brings immediate results without the heavy technical burdens."*

*"Educated employees are a good first step in helping to avoid unnecessary expenditures that will result when there is an IT security breach or malicious conduct. MOAT is a useful tool in helping keep customers aware of ongoing developments relative to security issues and how to best avoid being a victim of inside and outside attacks."*

*"We have been utilizing Awareity's MOAT for nearly five years and every year we find more and more ways to utilize MOAT to save money and improve our employees' awareness of internal controls, security and privacy best practices."*

*"MOAT has allowed us an efficient way to have employees fulfill multiple requirements (security awareness training, policy acceptance) through one annual program. This has reduced the need for reminder e-mails or paper forms distributed to users to remind them of their policy obligations."*