OWL Cyber Defense

Cheat Sheet: 5 Reasons Why Owl Data Diodes Have the Best ROI

You're in the market for a cybersecurity solution that aligns with the business' priorities and budget. Sounds simple, right? So, you start talking to companies, collecting quotes, and comparing your options to determine the smartest deal.

When choosing which cybersecurity solution to purchase, it's important to not only look at the product's direct costs (purchase price), but also at its indirect costs like skills, training, maintenance, licensing, and product life span which together make up the Return on Investment (ROI). The ROI looks at the cost of owning an asset long-term by assessing both its purchase price and ongoing operational costs (staff, training, etc.).

When analyzing the ROI for a cybersecurity product, there are five main categories to consider:

1 Maintenance hours

2 Skills & Training

3 Mean Time Before Failure (MTBF)

4 Expandability

5 Low total cost of ownership (TCO)

Owl keeps it simple. The price you see is the price you pay. No steep markups, unnecessary add-ons, or contracted services needed. That's why we're breaking down why Owl data diodes have the strongest ROI on the market to aid you in your buying decision.

1 DATA DIODES REQUIRE LITTLE TO NO MAINTENANCE

Most competitive solutions on the market aren't transparent about the number of hours annually that need to be dedicated to solution maintenance. These maintenance hours add up and require specialized training, specific skill sets, and time away from more important tasks. Owl data diodes are a "set it and forget it" solution, meaning once the customer installs the device(s), they often don't touch it for multiple years. **The annual ongoing maintenance for an Owl device is an average of 2 hours**.

2 NO ADDITIONAL SKILLS & TRAINING

Like many competitive solutions, common indirect costs associated with cybersecurity devices are extensive certifications, staffing labor, and service contracts. Often the cost to just manage and run the solution can double its price. Many cybersecurity devices like firewalls and unidirectional gateways require a specialized senior IT expert or outside contractor. Owl data diodes can be set up and configured by a low-level IT manager, resulting in a less expensive solution. No outside expertise is needed or expensive certification.

3 HIGH MTBF OVER A DECADE

The MTBF on Owl products averages over a decade, which means your investment in Owl will serve you for a long time. Unlike other products with short refresh cycles, our customers continue to secure their networks with a single solution, even as their needs change. This is possible because Owl products feature:

- A strong architectural base, with all-in-one appliances that are purpose-built for one-way transfers

- The ability to add new software interfaces and protocols as data variety grows or volume expands

- Supports a full library of software capabilities without swapping out hardware for upgrades

4 VARIABLE BANDWIDTH LICENSING AVAILABLE

Variable bandwidth licensing is unique to Owl and allows customers to upgrade the bandwidth of their Owl products through a simple software update. Available on the OPDS-100, OPDS-100D, and OPDS-1000, this license-based model provides our customers an upgrade path to easily upgrade throughput to meet changing requirements. Start with a bandwidth license that meets today's needs, knowing that your platform can expand to meet future needs as they arise.

5 LOWEST TOTAL COST OF OWNERSHIP

Single Box: Simpler to manage and administer over the lifespan of the product reducing operating expenses year after year

Scalable Performance: Easily meet increased bandwidth requirements up to 10x without the need for new equipment or for changes to the configuration of the system

Increased Longevity: Utilize the same Owl product for a much longer duration, exceeding normal 2-3 year IT refresh cycles by up to five times

Entry Price Point: Lower your capital expenditures and buy only the license you need, with an option to upgrade at any time

Future Proofing: Address new regulations, consolidate data flows, or add new protocols and data types.

TCO Comparison Chart

OWL DATA DIODES VS. IT-BASED CYBERSECURITY DEVICE

This comparison chart shows the annual time investment in a common IT-based cybersecurity device vs. an Owl data diode. Often times, companies aren't transparent about ongoing maintenance, management, and initial set up hours for IT-based solutions.

	I.T. BASED CYBERSECURITY DEVICE		OWL DATA DIODE	
INITIAL SETUP	• Senior Tech: 2 hrs. • Mid Tech: 4 hrs.	2–4 hrs.	• Senior System Engineer: 2 hrs. • Senior IT Administrator	2–4 hrs.

ONGOING MAINTENANCE	• Weekly maintenance
	• Software updates (every 3 months)
	  - Updating Patches
	  - Controls/process/ change mgmt.
	• Ongoing configuration (monthly)
	  - New apps, new users
	  - New rules, config., permissions
		0.5 hr.
		1 hr.
		
		0.5 hr. – 1 hr.
			• Annual O/S security update
			  (recommended but not optional)
				2 hrs.

MANAGEMENT COMPLEXITY	• Vendor #1 • Vendor #2 (different from vendor #1 following safe practices)	All hours ×2	Not Applicable	
ANNUAL MAINTENANCE HOURS		**39 hrs.** (78 hours*)		**2 hrs.**

CONCLUSION

From the initial set up process to total ongoing yearly maintenance, using an Owl data diode saves you 37 hours of labor a year, so your team can spend more time valued-added tasks and innovation.

OWL Cyber Defense

Owl Cyber Defense Solutions, LLC leads the world in data diode and cross domain network cybersecurity. With a constant focus on customers in the military, government, critical infrastructure, and commercial communities, Owl develops market-first, one-way data transfer products to meet a variety of operational needs, from entry level to enterprise.

For more information on Owl, or to schedule a demo, visit www.owlcyberdefense.com

@OwlCyberDefense | 203-894-9342 | Info@owlcyberdefense.com