

# Three Key Points for WAF Savings

## Summary

Choosing Signal Sciences provides not only effective protection for your applications and APIs but also significant cost savings, resulting in a materially lower Total Cost of Ownership (TCO).

## Signal Sciences eliminates hidden costs other WAFs require

When evaluating other WAF vendors, customers consistently report that they discover significant hidden costs not apparent that result in their WAF costs being far higher than initially predicted.

---

**Aside from the security and operational benefits our advanced web defense solution provides, Signal Sciences significantly lowers and even outright eliminates certain costs of legacy WAFs.**

---

Organizations of all sizes should consider the following criteria when determining the total cost of ownership during the evaluation of any WAF product. Customers consistently choose Signal Sciences because of the significant cost savings provided in all three areas.

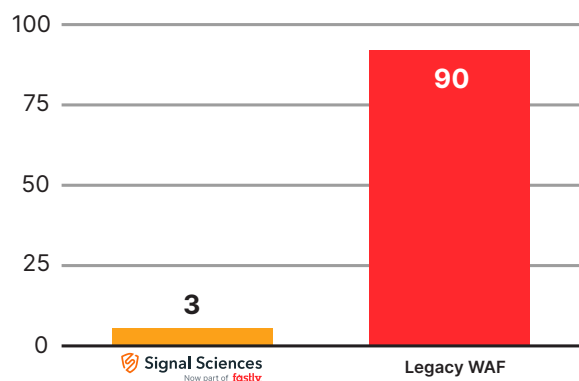
# Time to Value

How fast can a WAF be installed? How long will it take your staff to get trained to gain security value from it? The time of Security, DevOps, and Development engineers is one of the highest costs for a company of any size. Stakeholders should consider the time and resources required to properly install and maintain the WAF and the personnel and opportunity cost incurred if they choose a product that is difficult to use and requires dedicated staff to create and maintain regular expression rulesets necessary to run it in full blocking mode.

## Signal Sciences installs fast

Our global average install time is three days with most installs occurring in an hour or less. In contrast, a legacy WAF requires three to six months to install with most of the time spent on rules tuning or ensuring that the WAF does not negatively impact apps and APIs in production.

## Average Install Time in Days



“Incredibly fast to implement and powerful to use. We were able to get Signal Sciences up and running in a matter of just a few minutes time. Unlike traditional WAFs, Signal Sciences has very little overhead in terms of time or effort and returns an exponential impact for securing our organization.

—Sr. Manager of DevOps at \$10B+ Manufacturer

## Signal Sciences doesn't cost you political capital

A WAF project, and security projects in general, often cost practitioners extensive political capital to get deployed. Unlike other technologies disliked by users and derails future efforts, Signal Sciences customers report the highest NetPromoter Score of any publicly measured security company.

## NetPromoter Score



# Managed Services Fees

Other WAF vendors require additional, ongoing fees for managed services to cover maintenance, support, basic rule creation, and adjusting false positives. Signal Sciences does not, often resulting in a direct savings of one-third to one-half of the total contract costs.

---

“ Signal Sciences is such a turnkey, innovative way to quickly secure your web applications. It does not need constant care and feeding of the rules. This tool is worth the investment and peace of mind that your application is protected. It will save you so much time and resources.  
—Director of Security at a \$250M+ Manufacturer

---

### Signal Sciences eliminates the significant and ongoing cost of rules tuning

Legacy WAF products require ongoing labor-intensive rules tuning to eliminate false positives due to their dependence on regular expression pattern matching rules for attack detection. Signal Sciences SmartParse, in contrast, eliminates rules tuning by evaluating the context of web requests and how they would actually execute if they reached the app or API endpoint. This ability enables our highly accurate detections.

### Signal Sciences does not charge additional fees for customer support or software updates

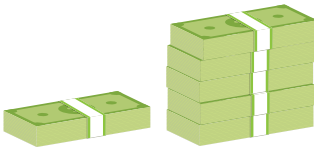
When we release new versions of our agent, there are no additional fees charged. Other WAF vendors require additional fees for software updates or assistance with installation of new versions and support.

## Average Managed Services Fees

 **Signal Sciences**  
Now part of **fastly**

**\$0**

**Other WAF Vendors**



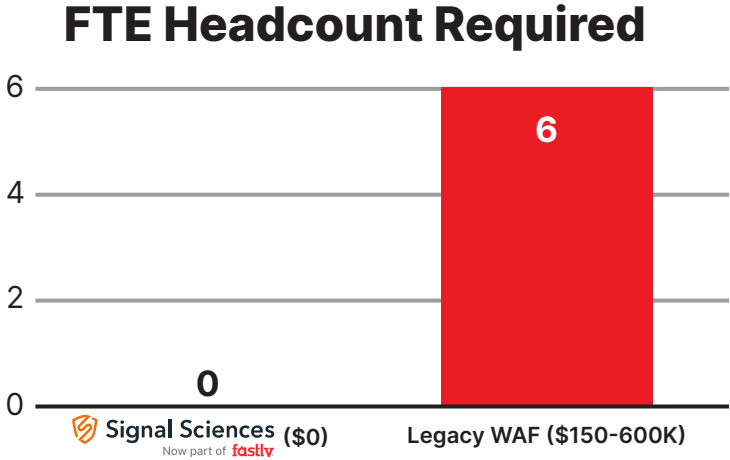
**\$50-250K**



# Labor Cost for Installation and Ongoing Maintenance

The longer installation periods and ongoing ruleset maintenance that legacy WAF vendors require means you will need to dedicate full-time staff to the install project and then the ongoing rules maintenance. If you don't have experienced IT staff that can handle this work, you will need to pay WAF vendor fees just to use the WAF and then drive value (use it in blocking mode) thereafter.

**Example:** A global media conglomerate that replaced their legacy WAF deployment with Signal Sciences had allocated three full-time staff just to maintain the WAF as an ongoing yearly maintenance cost. After deploying Signal Sciences, they discovered it required less than a single full-time headcount dedicated to WAF management, which resulted in roughly ~\$500k savings that could be repurposed to other projects.



---

“ Signal Sciences is a low-touch, high-quality WAF that doesn't require extra headcount to manage. The real-world implementation process took less than a day and we implemented straight into blocking mode vs. monitoring for weeks or months.  
—Head of Information Security at a \$1B+ Financial Services Company

---

