Immersive

FORRESTER TEI

Quantify The Return On Cyber Resilience

EXECUTIVE SUMMARY: THE FORRESTER TOTAL ECONOMIC IMPACT™ OF IMMERSIVE ONE

Security leaders are under sustained pressure to justify spend, not just describe risk. This summary introduces an independent financial framework for the moments that matter: budget scrutiny, board questions, and executive decision-making.

BASED ON A RISK-ADJUSTED THREE-YEAR MODEL FOR A COMPOSITE ORGANIZATION

327%	$2.2M	< 6 MOS
Return on Investment (ROI)	Net Present Value (NPV)	Payback Period

> Immersive [One] as a suite of tools is increasing communication, collaboration, and skills in cybersecurity on different levels across the organization.
>
> — Cybersecurity Manager, Insurance

Go From Spreadsheet To Strategy

Other findings from the study that drive long-term strategic value include:

- **Regulatory Alignment:** Quantify and independently attest to skills coverage for auditors and frameworks like DORA or ISO 27001.
- **Operational Agility:** Access to labs for new attack vectors within 48 hours, compared to months for internal development.
- **Hiring Accuracy:** Use performance-based assessments to reduce onboarding time by 25%.

> Threats are always evolving and Immersive is meeting our needs to stay on top of those threats... Staying current is a critical concern for our clients and our regulators and Immersive continues to help us address those concerns.
>
> — Global Lead, Cybersecurity Fusion Center Response and Readiness, Banking

Be Ready.

immersive

Turn Readiness Into ROI

The TEI model identifies four key drivers where readiness translates into measurable economic impact:

CONSOLIDATED SPEND & RISK:

- **$100K+ saved annually** by retiring legacy, non-scalable training programs.
- **5% improvement** in annualized risk exposure through better threat preparedness.

TALENT RETENTION & MOBILITY:

- **3% improvement** in cybersecurity staff attrition.
- Creates measurable skill pathways that reduce "regrettable" churn.

ENGINEERING PRODUCTIVITY:

- **2,400 developer hours reclaimed** by catching vulnerabilities early in the SDLC.
- Reduces remediation and coding rework by embedding secure practices earlier.

RESOURCE OPTIMIZATION:

- Avoided up to **4 external cybersecurity hires** annually by promoting from within.
- Homegrown talent is identified through demonstrable performance data rather than static certifications.

> Our Immersive relationship allows us to be fairer and more equitable with our hands-on cybersecurity opportunities while being able to track and report skills progress. We now have better assessments of our teams' knowledge and skill sets.
>
> — VP of Program Management and Strategic Projects, Managed Services

Get The Full Business Case

The full 28-page report includes the detailed financial model, risk-adjustment assumptions, and the complete customer journey narrative.

DOWNLOAD THE FULL FORRESTER TEI STUDY

Be Ready.