

Sphinx Logon Manager

Payoff Calculation

Sphinx typically pays for itself in 5 months, through logon time savings alone:

- ◆ A typical employees saves an average of 3 minutes a day using Sphinx.
- ◆ Purchase price of the solution - including software and card reader - is on average \$100 per employee.
- ◆ Average yearly savings is \$249 per employee, so the cost of the solution is covered in less than 5 months.
(See average figures used in this calculation, below.)
- ◆ This calculation does not even include the additional savings which are the result of increased security.

Logon to Windows is accelerated and more efficient.

Estimated time savings per day: 1/2 minute

- ◆ **Time saver 1: User name and password no longer need to be typed in.**
At computer startup - and throughout the day as they log on and log off - cardholder presents card to reader and types in card PIN. Windows logon information is transferred to Windows logon process and cardholder is logged on.
- ◆ **Time saver 2: No need to remember long, complex passwords.**
For increased security, many companies require long, complex passwords and frequent password changes.
Long, complex passwords are almost impossible to remember. End-users write them down, then must search for them in whatever secret location they have "hidden" them. Aside from the fact that this method completely nullifies any intention to increase security, it is also an inefficient use of an employee's valuable time.
- ◆ **Time saver 3: Less errors.** End-users are more error-prone when they type long, complex passwords.
- ◆ **Additional bonus: No extra effort required for upkeep.** When end-user is prompted by the Windows process to change his Windows password, the password change is automatically updated in Sphinx.

Logon to websites and applications provide similar time savings, multiplied by greater frequency.

Estimated time savings per day: 3-5 minutes

Most employees have multiple locations they log onto numerous times a day - for corporate and professional services, travel reservations, shipping processing, office supplies, bank services, product support, and more.

- ◆ Sphinx simplifies each logon process: Cardholder double-clicks on desired logon location in Sphinx program to "browse" to location, presents card to reader, and types in card PIN. Website or application logon information is transferred to logon entry fields and cardholder is logged on.
- ◆ Same time saver benefits as those listed above for Windows, but since use is frequent throughout the day, savings add up even more quickly.

Additional savings are achieved through increased security.

Using Sphinx helps prevent intrusion into corporate networks, computers, and accounts.

As many organizations have unfortunately experienced, intrusion can lead to:

- ◆ Destruction of crucial data.
- ◆ Theft of proprietary data, and the threat of losing intellectual property or secrets to competitors.
As insurance companies know, an unsettling amount of corporate information and property theft is performed internally, by disgruntled employees.
- ◆ Identity theft, which can make both the individual employee and the company vulnerable.

Recovery and resolution for the above scenarios result in significant cost and effort. Employee productivity is also seriously compromised, in scenarios where down-time results.

Average figures used:

The figures below were used to calculate the Sphinx payoff rate:

Company size: 200 employees
Salary: \$40,000
Working days per year: 244

3 minutes saved per day
x 244 days
= 732 minutes saved per year

\$40,000 salary costs \$.34 per minute

\$.34 employee cost per minute
x 732 minutes saved per year
= \$248.88 saved per year per employee



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