

## How IANS Saved a Client \$1.7M with Open-Source Strategy

### The Pain Point

The client faced significant challenges after securing a contract, primarily due to not accounting for the necessary security and compliance costs in the initial budget. This oversight led to a financial strain, as the company needed to meet the contract requirements but lack the funds to cover the unexpected costs.

### A Tailored Solution

IANIS facilitated effective communication to bridge business and security needs, helping the client build an integrated strategy to manage the unexpected compliance costs. Through a series of Ask-An-Expert calls, IANS Faculty guided the team in selecting open-source tools that met their compliance requirements without a significant budget increase. The team had little to no experience with the recommended tools, so an external, unbiased viewpoint was critical.

### With IANS In Your Corner

By using open-source tools and leveraging expert guidance, they successfully met their project goals on the new contract. The internal security team at the organization didn't have the expertise to craft this integrated strategy and couldn't have met the contract need alone.

**This approach saved the company approximately \$1.7 million**, ensuring the company could operate securely and compliantly while managing its resources effectively and meeting customer needs.

Regional Utility Provider

Security Team: 1-10

Employees: 2,500+

Revenue: \$3B+

One of the largest in-state providers of electricity in the United States. Serving over 1.4 million residents.