

How to Prove AI is Paying Off

Your Board's Request

"What's the measurable impact of our AI investment?"

Four Areas to Quantify AI Benefits



Time Savings & Headcount



Tool Consolidation



Risk Reduction



Outsourcing Reduction

Reduced Analyst Workload

Analyst burnout is a real cost – in attrition, recruitment, and degraded alert quality. AI's capacity to absorb Tier 1 and Tier 2 work is a measurable efficiency gain.

90%

Alert Investigation
Automated

\$250k

Avg. Analyst
Attrition Cost

3x

Capacity
Multiplier

40%

Burnout Risk
Reduction

Measurable Business Risk Reduction



Attack Surface Coverage



Breach Probability Reduction



Regulatory Exposure

Turning Metrics Into a Business Case

Security Metric	Board Translation	How to Quantify (Example)
MTTI reduced by 9 hours	Breach cost exposure reduced	Hours × hourly breach cost rate
100% Tier 1 & Tier 2 work automated	Avoided headcount or redeployed FTE value	Alert volume × triage time × analyst loaded cost
Technology Replacement/Outsourcing	Direct cost avoidance	Contract value (documented)
3 incidents contained pre-escalation	Avoided IR and breach costs	Avg. IR engagement cost + potential breach exposure
Analyst attrition reduced	Recruitment and ramp cost avoided	Turnover rate delta × fully-loaded replacement cost

Working With Your Internal AI Committee

Evaluation Criteria Your AI Committee Needs to Agree On

What Does "Success" Look Like?

What's the Measurement Window?

Who Validates the Data?

How Do We Control for Other Variables?

If AI Is Still Being Evaluated

You Can Still Build the Case

Pre-Deployment Proof Strategy

- ✔ Document current state baselines (i.e., MTTI, MTTR, alert volume, analyst hours, tool costs). These become your "before" data.
- ✔ Model expected returns using vendor benchmarks and industry data.
- ✔ Define and align on evaluation criteria upfront with the board.
- ✔ Establish a pilot scope. A measurable pilot produces real data faster and reduces board skepticism.

Anticipate the Hard Questions

Boards test claims. Prepare for these before walking into the room.

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**"How do we know
AI caused these
improvements?"**

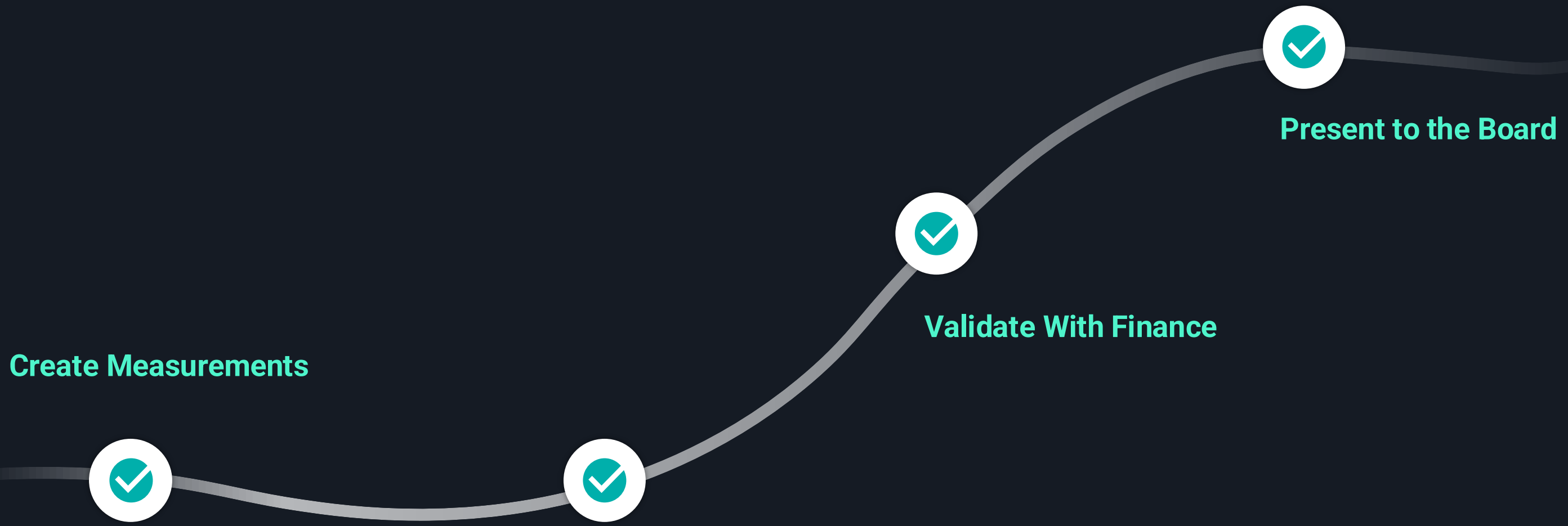
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**"Are these
benchmarks real
or theoretical?"**

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**"What happens if
we don't expand
the investment?"**

90-Day Action Plan



The security leaders who win board confidence aren't the ones with the most data – **they're the ones who present it in the right language, with the right stakeholders behind it.**

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