



JAMF PRIVATE ACCESS

A Total Cost of Ownership Analysis

Scalable and economical, Private Access minimizes the total cost of ownership for remote access capabilities. Jamf also lowers the time required to deploy new applications, improves administrator's visibility and control, and can smoothly replace legacy solutions.

Quantifying the savings

Direct costs have a tangible impact on your bottom line. Private Access is tuned to make it cost-effective to deploy and use, the scalable cloud-based architecture is future-proofed to provide long-term support for your business without any upgrade required.

Technology costs

At a high level the technology costs of traditional VPN and Private Access appear equivalent, but feature comparisons reveal that Jamf outperforms existing technologies, especially in resiliency and scalability. The VPN hardware and software licenses required to achieve similar availability and performance to Private Access can quickly make traditional solutions prohibitively expensive, when calculating the cost of redundant equipment, concentrators and SSL licenses.

Scaling Support

The incremental costs of supporting end-users can quickly add up. The effective cost of supporting Jamf is half that of a VPN; Jamf's end-user interface makes onboarding effortless and reduces the need to re-authenticate, minimizing the number of helpdesk requests, letting the user and IT administrator focus on constructive business tasks instead.

Configuration and upkeep

Jamf is four times cheaper and easier to manage. VPN services are often configured with anonymous device identifiers and IP addresses, making setup slow and complex, whereas Private Access is configured with easily readable user and application names, reducing the time to deploy and modify services and policies. Backhauling traffic to a VPN appliance requires additional bandwidth to be provisioned, this can quickly become expensive if resilience or MPLS are required. Once deployed the appliances need constant maintenance, including hardware upgrades, software patches and certificate management. Jamf's cloud-based service eliminates this, letting IT teams work on more productive projects.



Maximizing the benefits

To determine the true cost of a remote access solution indirect factors must be considered. On average, the indirect costs are four times larger than the more easily measurable direct costs. A large portion of this value is caused by avoidable security breaches and missed opportunities due to VPN delaying new apps and services being rolled out quickly.

Zero Trust security

Built on Zero Trust principles, Private Access elevates the organization's security posture with context-aware policies that can deny access if a device is deemed to be risky or a security requirement is violated. The seamless security assessments doesn't interrupt users but does prevent avoidable data breaches which could disrupt business operations and do financial damage.

Visibility and compliance

Jamf grants centralized visibility into user and application connectivity. Real-time access to user, application, and network information reduces the delay when reviewing compliance policy efficacy. Data can be streamed from Jamf into a 3rd party service allowing it to be easily viewed alongside other event information streams in any chosen SIEM or SOAR solution for complete environment visibility without the time-consuming need to manage multiple consoles.

Seamless migration

Rip and replace projects rarely go smoothly, even upgrading appliances from the same vendor is often disruptive and results in downtime. For a smooth transition, Jamf can be deployed alongside legacy services, allowing access to existing applications to be migrated to Private Access over time. This flexible approach allows businesses to continue to use their VPN appliances until they reach end-of-life, and avoids mass migrations.

A side-by-side comparison

Comparing the Total Cost of Ownership (TCO) for a typical 1,000 seat organization over three years reveals potential savings of \$100,000 per annum.

Cost item*	Jamf Private Access	Traditional VPN	Note
Technology			
VPN appliance	\$0 (N/A)	\$10,000	One-off payment to vendor (two units)
SSL license	\$0 (N/A)	\$120,000	Recurring payment to vendor (3 annum)
SaaS subscription	\$165,000	\$0 (N/A)	Recurring payment to vendor (3 annum)
Configuration and upkeep			
Setup	\$15,000	\$100,000	One-off internal cost (\$100/hr, on going)
Maintenance	\$60,000	\$240,000	Recurring internal cost (\$100/hr, on going)
Bandwidth	\$0 (N/A)	\$36,000	Recurring telco cost (per month, 3 annum)
Support			
End-user support	\$150,000	\$300,000	Recurring internal cost (\$100/hr)
Support contract	\$0 (N/A)	\$3,000	Recurring payment to vendor (per annum)
TCO over three years	\$390,000	\$789,000	

*Costs are cumulative over 36 months, and are based on real-world figures, values will vary depending on organization size, location, internal cost structure, technology stack and architecture, VPN vendor and network operator.

Maximizing the benefits (continued)

Business agility

Once deployed Jamf Private Access supports flexible business models and fast-moving organizations. Deploying a new CMS or payment system could be essential to modernizing the business. Long delivery times could mean missing key dates, lost opportunities, and lower revenue - especially if competitors are able to get to market faster. Innovation and deployment are accelerated with Private Access, additionally broad support for device operating systems, transport protocols, and application architectures makes compatibility concerns a thing of the past. Jamf's cloud-based design and easy to use interface reduce the time and effort required to connect and configure new services.

Individual productivity

Disconnecting from applications stops productive employees from working. Even latency can make any real-time application unusable and create end-user frustration. On average testing has shown that Jamf is four times faster than traditional VPNs. Users can even stream video calls while moving between Wi-Fi and cellular connections without interruption - keeping them connected and productive.



Jamf Private Access works seamlessly with your existing IT services and technologies.

Deep integrations with Microsoft, Google, Cisco and more help you extend the value of your existing tech stack.



www.jamf.com

© 2002-2021 Jamf, LLC. All rights reserved.

To learn more about how Private Access can safely connect workers to devices app and corporate data, please visit jamf.com