



Annual value study

Results that matter: Elastic Security drives success through risk reduction

Hundreds of current Elastic Security customers shared their experience with Elastic through a survey managed and analyzed by Socratic Technologies.

Elastic delivers a security platform that equips teams to prevent, detect, and respond to threats at cloud speed and scale. Insights from Elastic Security customers reveal reduction of risk through decreases in phishing scams, ransomware, and malware attacks — as well as acceleration of decision-making in response to threats of all kinds.

Through increased visibility across the enterprise — from endpoints to network to cloud — Elastic Security eliminates blind spots using out-of-the-box rules and machine learning models to drive near real-time threat detection and rapid response.

90%

of Elastic Security
customers are
satisfied

97%

say they will use
Elastic Security as
much or more in the
coming year



Who we talked to

sample and demographics

290 Elastic Security customers

28 countries worldwide

69% in business five or more years

4,650 employees per organization
(average)

59% technology roles

34% executive decision maker

What we asked about

survey topics

Capabilities used

Benefit areas

Implementation

Impact measures

Future use

Methodology

how we asked

An online survey was conducted
March 10th to April 4th, 2022

Elastic Security drives success with risk reduction: Benefit averages



Based on the survey conducted, the following are the participants average self-reported benefits from using Elastic Security. Perception of these improvements are highly correlated to satisfaction with the solution.

Decreases **impact of threats** by

69%

Accelerates **decision making** by

68%

Reduces **risk** by

60%

Decreases **phishing scams** by

64%

Reduces **risk of customer churn** due to security incidents by

65%

Elastic Security users with the highest satisfaction cite reasons such as the **product's broad capabilities** and **reliability**.

Ease of use, security and threat detection is cited most often as the reason for their high level of satisfaction.



Extremely stable and helps the organization to detect threats easily.

Elastic Security customer | Industry - Consulting, HR and Professional services

Accelerating threat detection, at scale

Elastic Security unifies SIEM, endpoint security, cloud security, and XDR, enabling analysis across years of data, automating key processes, and protecting data hosted both on premises and in the cloud.

The following are the range of Elastic customers' and community members' self-reported benefits from using Elastic Security use cases.

Elastic customers report that Security capabilities reduce:



Reduces risk of data breach by
42%-92%



Employee productivity disruption by
41%-91%



Risk of revenue disruption by
38%-92%



Cost through app and service consolidation by
38%-92%



False positive security alerts by
39%-88%



Compared to IBM QRadar, it is easier to customize and support is better.
Wide usage globally means documentation provisioning is quick.

Elastic Security customer | Industry - Retail and eCommerce

Critical capabilities

Elastic empowers security teams through integrated SIEM and endpoint detection to ensure systems are monitored proactively so your analysts can focus on finding threats faster.

Users most strongly associate these benefits with the following capabilities:



Capability		Key use cases	% Agree
SIEM	→	Security monitoring and compliance	60%
SIEM	→	Threat hunting and security risk reduction	60%
Log analytics	→	Operational efficiency improvment	57%
Malware protection	→	Risk reduction	48%



Elastic's security is really reliable and practical, and the risk rate for our projects continues to go down.

Elastic Security customer
Industry - Telecommunications



Reduces unnecessary data duplication when we need to perform controlled access. This reduces business time and resources wasted.

Elastic Security customer
Industry - Financial services

Fast, easy, secure

Elastic Cloud is the best way to consume all of Elastic's products across any cloud. Easily deploy in your favorite public cloud, multi-cloud, or a hybrid cloud environment. Take advantage of the ability to lower your total cost of ownership, streamline operations, seamlessly ingest data to gain insights, and more.



AWS, Azure, GCP — you can use Elastic Security on whichever cloud platform you'd like. And with 50+ regions (and counting) around the globe, your data stays close by, with performance to match.

Elastic Cloud: simplifying solution management

Why is Elastic Security better in Elastic Cloud? You can secure your applications and infrastructure in the cloud availability zones in which they reside across any cloud provider, and leverage capabilities like cross cluster search to search across regions and zones without incurring data backhaul costs. Additionally, instantly spin up long-term storage with data tiering and searchable snapshots into blob storage like Amazon S3, while still accessing results in real time.



Elastic Security enables security teams to stop threats quickly at cloud scale, providing a best-in-class prevention platform.

Elastic Security customer | Industry - Retail and eCommerce

In addition to evaluating Elastic Security, 233 respondents also evaluated Elastic Cloud.



The following are Elastic customers' self-reported benefits from using Elastic Cloud:

Simplifies **solution management** by

67%

Reduces **downtime** by

72%

Reduces **overhead costs** by

71%

Reduces **service disruptions** by

68%

Reduces **risk of SLA violation** by

68%

Elastic at a glance

NYSE: ESTC

We're the leading platform for search-powered solutions, and we help everyone — organizations, their employees, and their customers — find what they need faster, while keeping applications running smoothly, and protecting against cyber threats.



Founded in 2012



2600+ employees



40+ countries with employees



18,600+ customers



50%+ of Fortune 500 companies trust Elastic