Investing in Armis Centrix™ for Cyber Exposure Management

Executive Summary

To safeguard our expanding attack surface and proactively manage risk, we recommend investing in **Armis Centrix™**, a unified Cyber Exposure Management (CEM) Platform. This platform provides real-time visibility, risk assessment, and automated remediation across IT, OT, IoT, IoMT, and cloud assets. The investment will enable us to reduce the likelihood and impact of a cyberattack, optimize operational costs, and ensure compliance with key regulatory frameworks.

1. Business Need

Our organization faces a growing cyber threat landscape characterized by:

- Rapid expansion of connected devices (IT/OT/IoT/IoMT/) across physical, logical and virtual environments.

- Lack of visibility and control over unmanaged or legacy assets.

- Siloed security tools that lack context and integration.

- Increasing compliance and regulatory pressures.

- Rising costs associated with breach recovery, downtime, and manual incident response.

We require a scalable, real-time solution that closes our visibility, security and control gaps while reducing risk exposure across all connected assets.

2. Why Armis Centrix™

Armis Centrix™ is purpose-built for today's hyper-connected, threat-saturated digital environment. It is the industry's most comprehensive Cyber Exposure Management platform, delivering the visibility, intelligence, and automation required to secure every connected asset across IT, OT, IoT, IoMT, and cloud environments.

1. More detail on the top Armis differentiators

2. For a full explanation of CEM and how you can implement CEM in your environment, please download our Buyers Guide.

Armis Centrix offers the following critical capabilities:

I. Complete Asset Inventory

We'll gain 100% visibility into our connected environment including managed, unmanaged, IT, OT, IoT, IoMT, and cloud assets. Armis continuously discovers every asset without disrupting business operations. Unlike CMDBs or point solutions, Armis maintains a live inventory with real-time asset state, behavior, and relationships, offering a single source of truth across our enterprise. This comprehensive and current view of the attack surface is foundational to CEM, ensuring we can't be exposed to what we might not know about.

II. AI-Powered Early Warning System

Armis Centrix™ includes AI-driven anomaly detection and behavioral modeling to flag deviations from known-good baselines. This enables:

- Proactive threat identification before exploits are launched.
- Silent breach detection, including for zero-days and supply chain attacks.
- Predictive analytics to uncover threats targeting similar organizations.

This early warning capability will give our team the precious time advantage needed to prevent breaches, not just react to them. Furthermore, this proactive threat identification is essential for CEM, empowering our teams to act before exposures become breaches.

III. Real-Time Risk Assessment

Armis provides context-aware risk scoring using live telemetry, behavioral baselines, and threat intelligence. Risk is calculated dynamically, not just from CVSS scores, but with our business context in mind and it includes: asset criticality, exploitability, and threat activity. This approach enables organizations to focus on what truly matters, eliminating noise and sharpening prioritization efforts. Embedding this level of intelligent risk scoring into your security operations is central to executing effective CEM.

IV. The Context We've Been Missing

At the heart of Armis Centrix is the Armis Asset Intelligence Engine, built from:

- Billions of daily signals across global customer environments.
- Detailed profiles of over 6 billion unique devices and behaviors.
- Correlation with threat intelligence feeds, CVEs, vendor advisories, and more.

This unrivaled data foundation means Armis knows what our assets are, how they should behave, and when they are at risk, with unmatched accuracy and speed. In Cyber Exposure Management, this level of real-time, hyper-contextual insight is the key to accurately assessing and addressing exposure across complex environments.

V. Next-Gen Vulnerability Management

Legacy VM solutions surface vulnerabilities. Armis Centrix™ goes further and will help us:

- Correlate vulnerabilities with active threats and lateral movement paths.
- Predict exploitability using intelligence from the world's largest asset knowledgebase.
- Prioritize based on business impact and critical asset exposure.
- Enable automated, closed-loop remediation through integration with patching and ticketing systems.

This results in faster mitigation, fewer false positives, and drastically reduced mean time to remediate (MTTR). This transforms vulnerability management into a dynamic, risk-focused process in accordance with what modern CEM demands.

VI. An Extensible Platform That Will Grow With Us

Armis Centrix™ is not a point product, it's a modular, extensible platform that has been proven at scale. This adaptability ensures our Cyber Exposure Management strategy remains agile and future-ready as our infrastructure evolves and our risk surface expands:

- We can start with visibility and expand into Vulnerability Management, Threat Detection, Early Warning, Compliance etc.

- Built on a flexible architecture with deep integrations into ITSM, EDR, SIEM, SOAR, NAC, firewalls, and cloud-native tools so we can further leverage the tech stack we've invested in.

- Future-proof investment: as our environment grows or our risk profile changes, Armis Centrix™ adapts with no rip-and-replace.

VII. Threat Detection and Response

Behavioral analysis, threat intelligence, and contextual correlation power Armis' ability to detect and respond to threats across the entire cyber-physical attack surface. Key features include:

- Real-time anomaly detection for known and unknown threats.

- Incident enrichment and automated response workflows via integrations with Splunk, Palo Alto, Microsoft, ServiceNow, and others.

- Lateral movement and attack path analysis to identify and stop threat propagation across hybrid environments.

Embedding threat detection and response into our exposure lifecycle ensures that detection and containment are not reactive but integral parts of continuous Cyber Exposure Management.

VIII. Compliance and Reporting

We can simplify our audits and compliance initiatives with automated, always-current reports aligned with frameworks like HIPAA, NIST, ISO 27001, SOC 2, NERC CIP, and PCI DSS. Built-in dashboards and policy enforcement will provide us with real-time insight into compliance status. This ensures compliance isn't just a checkbox activity but an active component of Cyber Exposure Management thus reducing our risk while meeting regulatory obligations continuously; not just during audits.

IX. Rapid Time to Value

Armis Centrix™ delivers full deployment and value realization in days, not months. There is no endpoint software and no network disruption. This means we can immediately begin identifying exposures, prioritizing threats, and automating responses. Fast time to value accelerates CEM maturity, empowering us to move from reactive to proactive security postures almost instantly.

3. Quantifiable ROI

A. Risk Reduction

By identifying and addressing high-priority exposures faster and earlier, Armis reduces the likelihood and impact of breaches. Real-time early warning shortens dwell time and enhances control over emerging risk which is a measurable outcome of strong CEM.

B. Operational Efficiency

- Consolidates multiple tools into a single platform, a projected 30–40% cost savings in licensing and management overhead.

- Automated risk prioritization and automated granular workflows both reduce manual triage efforts thus freeing up our analysts' time.

C. Downtime Avoidance

- Average cost of IT/OT downtime: $300,000-$1,000,000/hour (Gartner in 2014, ITIC in 2022).

- Armis helps prevent at least 4 hours/year of unplanned downtime = $1.2M/year in value preserved.

D. Compliance and Audit Savings

Armis reduces audit prep time by up to 70% through automated reporting and evidence collection. In CEM terms, this means regulatory risk is consistently addressed, freeing up resources while maintaining trust and accountability.[3]

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3. Please leverage the Armis ROI calculator which is available through your rep. It provides you with industry averages, sources for your averages, and the ability to compute downtime avoidance and investment summary for your specific organization.

4. Investment Summary

Item	Cost Estimate (Annual)
Armis Centrix™ Platform Subscription	$
Implementation & Integration	$ (one-time)
Training & Enablement	Included
Total Year 1 Investment	$

*ROI breakeven expected within **7–10 months** based on reduced risk, efficiency gains, and downtime avoidance*

5. Strategic Alignment

This investment supports our strategic objectives:

- **Cyber Resilience -** Enabling real-time protection of mission-critical assets.

- **Operational Excellence -** Driving efficiencies across IT, security, and compliance teams.

- **Regulatory Compliance -** Ensuring adherence to HIPAA, NERC CIP, ISO 27001, and other best practice security frameworks.

- **Board-Level Risk Reduction -** Enhancing transparency and control over our cyber exposure.

6. Recommendations

We recommend approving the purchase of Armis Centrix™ as a strategic investment to strengthen our security posture, reduce enterprise risk, and drive operational savings. This platform is not a cost center; it's a business enabler and risk reducer with measurable financial returns.

7. Additional References
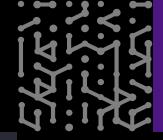
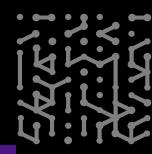**Armis Customer Success Stories**

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ARMIS

Armis, the cyber exposure management & security company, protects the entire attack surface and manages an organization's cyber risk exposure in real time.

In a rapidly evolving, perimeter-less world, Armis ensures that organizations continuously see, protect and manage all critical assets - from the ground to the cloud. Armis secures Fortune 100, 200 and 500 companies as well as national governments, state and local entities to help keep critical infrastructure, economies and society stay safe and secure 24/7.

Armis is a privately held company headquartered in California.

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