Company Name
Business Case

For Resolver’s *(insert applications)* Solution

*(INSERT LARGE COMPANY LOGO)*



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##### Executive Summary

The top problems facing XYZ Company’s corporate security department include (insert problems). (Insert explanation on how these problems are affecting/impacting the company as a whole [think bigger than just the security department]).

The solution put forward in this document is Resolver’s (insert applications) software. With an expected benefit of (insert each benefit highlighted and the monetary benefit) and an expected cost of (insert total cost), implementing Resolver has an expected 3-year ROI of (insert 3-year ROI). Additional non-quantifiable benefits includeeasy adoption, configuration & scalability as well as Kroll and Resolver’s corporate security expertise.

There are a few highlighted risks (and associated mitigations) to implementing Resolver’s platform. These include Resolver’s ability to deliver within budget (Resolver has a 96% successful implementation rate), implementation timeline (with customer engagement, Resolver typically meets or beats expected timelines to go-live), and user adoption/change management (one of Resolver’s biggest strength is easy UX/UI).

In conclusion, we put forward that Resolver has the ability to satisfy the outlined security needs of the organization, while providing a strong ROI justification by modernizing and streamlining COMPANY XYZ’s corporate security platform.

##### Top Problems

This section should outline your prospects core problems. Use the problems and associated impacts from your opportunity plan. If you need examples to mirror, or generic problems if you don’t have enough, refer to the Highspot Sales Play for options.

**Problem 1:**

**Problem 2:**

**Problem 3:**

##### Recommended Solution

**Resolver**

Resolver’s corporate security platform improves data capture, increase operational efficiency, and generate actionable insights to let security teams stop chasing incidents and start getting ahead of them. With powerful built-in reporting capabilities, Resolver’s platform enables security leaders to prove the value of their program and fast-track investments by connecting security initiatives to outcomes that matter to the broader organization. Resolver is used and trusted by more than 1,000 global enterprises today.

*[Insert solution/new reality from pre-demo deck]*

##### Quantified Benefits

Provided below are templated benefit statements that you can leverage verbatim or adjust as needed. You are also welcome to use your own benefit statements, just ensure to include reference to the relevant $ value quantified in the model. Delete the benefits not related to the specific apps you are pitching to them.

**Improved Incident Reporting, Triage, and Case Management Efficiency**

Resolver provides the tools needed to efficiently capture all incident data in one centralized database, significantly improving the visibility of security teams and reducing organizational exposure to unseen risks. With 100+ available integrations, employee friendly reporting options, and convenient mobile application ensure security teams will have comprehensive incident data and will no longer need to manually transfer data from one system to another.

Once captured, Resolver’s built-in AI automatically identifies the people, locations, assets, and times indicated in the incident report and provides links to any prior incident reports where they were mentioned. This combined with market leading case management capabilities ensures triage and case management processes will be both accurate and efficient.

In fact, on average, Resolver customers estimate the efficiency of their incident and case management processes improved 51% after adopting Resolver. And based on the specific of your business, we expect this to result in [insert cost savings from model] of cost savings for [Company XYZ].

**Improved Threat Detection & Management**

Resolver’s combination of threat software and expert services increases security teams’ ability to get ahead of threats and prevent incidents. By reducing the likelihood of insider threats materializing into incidents workplace violence, theft, or destruction of property, we expected to generate a cost savings of [insert cost savings from model] for [Company XYZ].

**Reduced Losses from Incidents**

Resolver’s incident management platform enables security teams to convert incidents into insights, identify root-causes, and put forth data driven recommendations to improve the security of the organization. This results in lower incident volumes and reduced incident severity for Resolver customers. In fact, on average, customers estimate Resolver drove a 25% reduction in losses from incidents over a three-year period. Given [Company XYZ]’s business, we expect this to be worth [insert amount from the model].

**Improved Guard Force Efficiency**

Resolver provides the data needed to optimize guard scheduling and post orders. Additionally, Resolver optimizes response times and adherence to SOPs through its mobile app and dispatch module. On average, Resolver customers estimate that this software enabled them to improve the efficiency of their guard force by 25%. For [Company XYZ], we expect this to be worth [insert number from model].

**Increased Efficiency of Site Audits & Risk Assessments**

Resolver’s SRM application comes with pre-built assessment templates that can be easily tailored to match your sites perfectly. Additionally, the application provides detailed guidance to your site teams on how to answer questions and what evidence to include. With local teams empowered to complete site audits accurately and independently, [Company XYZ] would no longer need to send consultants or members of its global security team to each site. With this barrier lifted, [Company XYZ] can increase its audit cadence and coverage while reducing cost. Given the specifics of [Company XYZ]’s business, we expect this to be worth [insert amount from model].

**Improved Executive Reporting Efficiency**

By enabling teams to centralize, standardize, and efficiently tag their security data, Resolver allows for effective and efficient executive reporting. From there, Resolver’s included risk intelligence dashboards empower customers to build and automate highly custom and visually engaging strategic overviews and operational summaries. Due to this, Resolver customers estimate that their reporting efficiency improved by 40% after adopting this tool. For [Company XYZ], we expect this to be worth [insert number from model]

##### ROI Analysis

**Table:** Once your valuation is complete, please add a screenshot of the final table like what is shown below and be sure to attach the full model when you send the case to the customer.

The following table summarizes the quantifiable benefits in the form of an ROI calculation for COMPANY XYZ. Based on average benefits seen by teams using Resolver, the estimated 3-year ROI is (insert total ROI from excel sheet).



For details on all calculations, including input values and assumptions, refer to this spreadsheet: (insert Highspot pitch link for excel spreadsheet)

##### Other Benefits

**Easy Adoption, Configuration & Scalability**

Resolver is a no-code platform, with simple drag-n-drop tools to help users customize workflows, forms, and reports to align to exactly how their organization operates. Resolver also simplifies the adoption and integration process and allows clients to plug into its internal networks and systems, reducing manual effort, improving synchronization, and providing live up-to-date information across the organization.

**Kroll and Resolver Expertise**

Unlike other standalone Corporate Security providers, Resolver, a part of Kroll, delivers both innovative software combined with industry best advisory services – such as a partnership on threat advisory services. Our customers get best practice recommendations and research insights alongside an integrated technology solution to help clients gain financial and human capital cost efficiencies.

**Risk-Mitigation**

As with any software implementation, there are a few risks that you should be aware of and ready to mitigate. We’ve outlined these risks and how Resolver ensures you are ready to manage them below.

|  |  |
| --- | --- |
| **Risk**   | **Mitigation/Control**   |
| **Vendor ability to deliver within budget**   | * Will validate with references
* Resolver has successfully completed over 96% of their implementations on our products (over 500 implementations since 2020 alone)
 |
| **Implementation Timeline**   | * White glove implementation
* Resolver has been delivering software solutions for over 30 years
* Resolver has fine-tuned their approach and built a strong reputation by delivering tailored solutions to each customer while meeting (or beating) the timeline set out
 |
| **User Adoption/Change Management**   | * Resolver Core was designed with user adoption in mind
* Every feature is built and validated for ease of use through a UI/UX team, with continual testing through an analytics tool
* Full suite of security and GRC products, ensuring that your employees will be on a familiar user interface as you expand these functions
 |

##### Conclusion

After thorough analysis, it’s believed that Resolver has the ability to satisfy [insert problems], resulting in the quantifiable and other benefits outlined in the document. With a modern and streamlined [insert solution] corporate security platform in place, the security team at COMPANY XYZ will have greater visibility into security-related matters and an increased ability to protect its people and assets.