

MyWorkDrive:

2026

# Business Case And ROI Analysis

Enterprise File Access Without VPN or Migration

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## Executive Summary

Enterprise organizations face multiple file access challenges: expensive VPN infrastructure, stalled migrations, Microsoft licensing overspend, and weak auditability across hybrid storage environments. These fragmented approaches cost organizations \$320 per user annually while creating security gaps and user friction.

MyWorkDrive provides secure HTTPS access to files in their existing locations — Windows SMB shares, Azure Files, SharePoint, OneDrive — solving multiple pain points: eliminating VPN requirements, avoiding risky migrations, enabling Office Online editing for on-premises files, and centralizing audit trails across hybrid storage.

### Headline Metrics (5,000 users)

- ✓ **Net annual savings** - \$698,000 (conservative: \$383K, aggressive: \$923K)
- ✓ **Payback period** - 2.1 months (conservative: 4-6 months)
- ✓ **3-Year NPV** - \$1,695,000 at 8% discount rate
- ✓ **Support ticket reduction** - 45-65% for file access issues

Risk is managed through a free 30-day trial, POC with success criteria, and phased rollout, maintaining temporary dual access for validation.

### Customer Evidence

- ✓ **Healthcare system (45,000 users):** 58% VPN reduction, \$2.1M annual savings
- ✓ **Regional hospital network (20,000 users):** \$1.2M saved via Office Online editing enabling E5→F3 transitions
- ✓ **Education institution (25,000 users):** Eliminated student VPN entirely, \$890K savings
- ✓ **State government agency (8,500 users):** Unified audit trail across hybrid storage, 72% ticket reduction
- ✓ **Average customer rating:** 4.6/5 (Capterra), 4.5/5 (GetApp), 8.7/10 (Gartner Peer Insights)

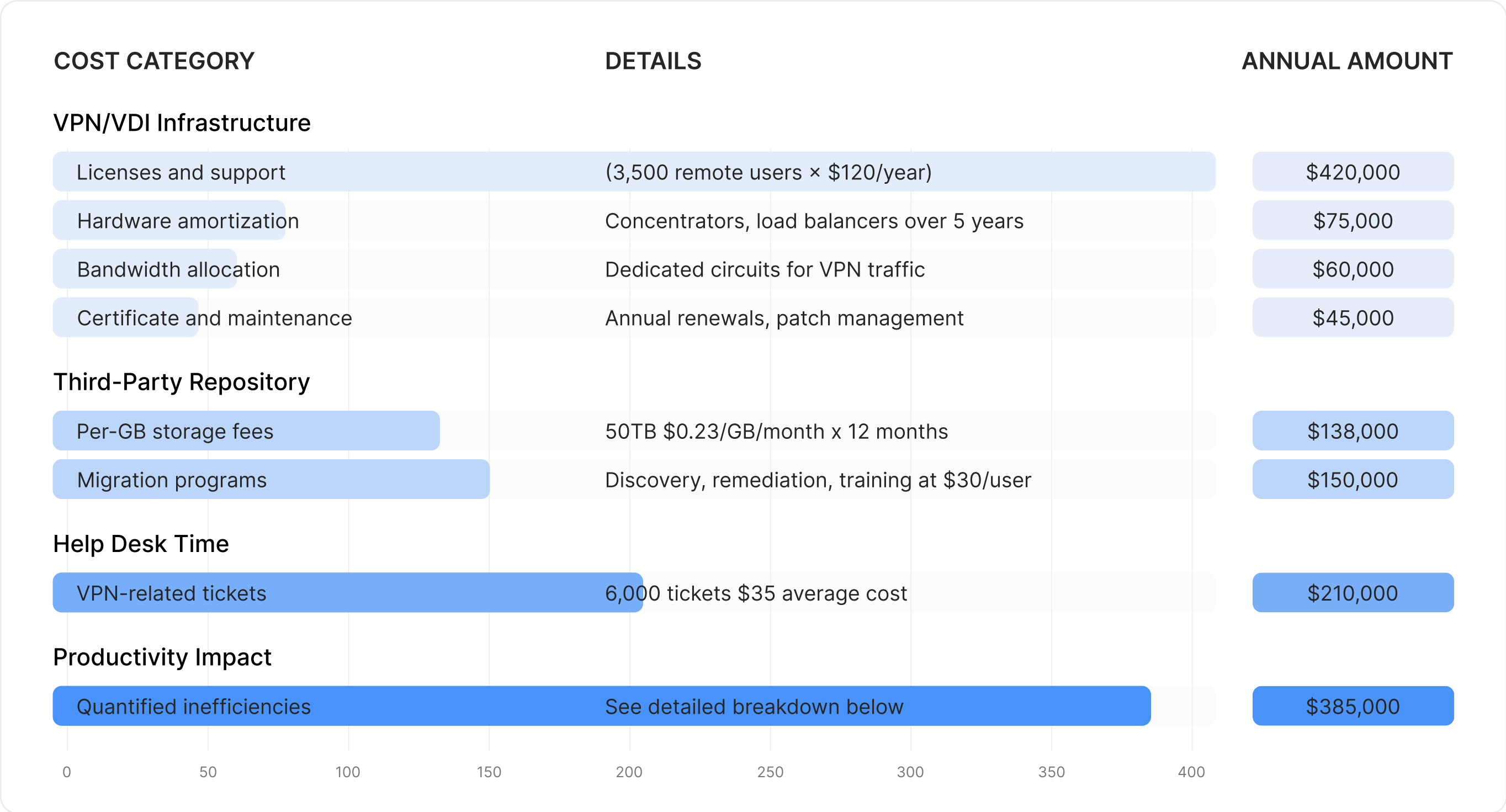
# Current State And Cost Baseline

## How Organizations Handle File Access Today

Target organizations employ fragmented approaches creating multiple pain points:

- ✓ **VPN/VDI dependency** - File-only users consume expensive licenses and infrastructure
- ✓ **Stalled migrations** - "Move everything to SharePoint" projects risk re-permissioning disasters
- ✓ **License overspend** - E3/E5 for everyone, even when web Office would suffice
- ✓ **Hybrid blindness** - Multiple access methods obscure audit trails across on-premises and cloud storage
- ✓ **Edge appliances** - Branch offices require maintenance and refresh cycles

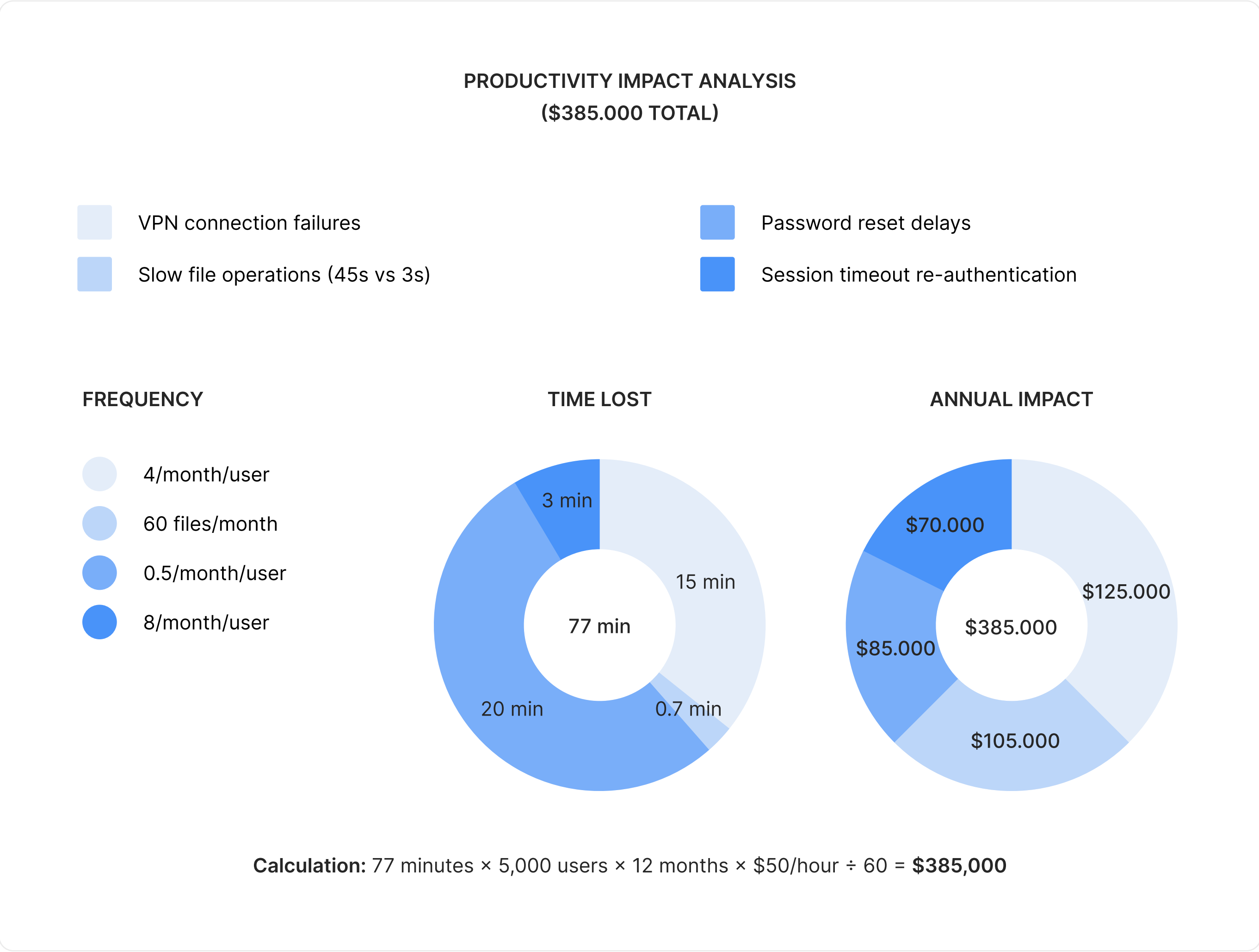
### Itemized Cost Drivers (5,000 users)



# Current State And Cost Baseline

## Productivity Impact Analysis

Rather than vague estimates, we've quantified specific productivity drains:





# What MyWorkDrive Changes

## Architecture In Prose

MyWorkDrive Server operates on Windows Server 2016 or later as a stateless broker between users and existing storage. Files remain in customer repositories with permissions governed by NTFS and tenant controls. No file content is stored at rest on MyWorkDrive servers.

## Identity and Authorization

Integrates with Active Directory or Microsoft Entra ID using SAML 2.0 or OIDC for SSO and MFA. Supports Duo, Okta, PingFederate, and other identity providers. User authentication passes through existing identity infrastructure with no separate user database.

## Storage Connectivity

Direct access without data movement to:

- ✓ Windows SMB shares and DFS namespaces
- ✓ Azure Files (SMB and REST)
- ✓ Azure NetApp Files
- ✓ Amazon FSx for NetApp ONTAP
- ✓ SharePoint Document Libraries
- ✓ OneDrive for Business
- ✓ Azure Blob Storage with Data Lake Gen2

## What MyWorkDrive Changes

### Security Posture

- ✓ Least-privilege enforcement; MyWorkDrive cannot elevate permissions
- ✓ No file content persists on MyWorkDrive servers
- ✓ TLS 1.2 or higher on all paths; TLS 1.3 preferred where available
- ✓ Unified audit logging: Centralized visibility across hybrid storage (SMB, SharePoint, OneDrive)
- ✓ Full SIEM integration via Syslog for compliance and forensics
- ✓ For browser editing, temporary staging in your Microsoft 365 tenant with automatic write-back

### Key Capability: Office Online for On-Premises Files

MyWorkDrive uniquely enables Office Online editing directly on your SMB file shares and on-premises storage, unlocking license optimization opportunities without migration. Users edit Word, Excel, and PowerPoint files in their browser with changes saving directly back to your servers.

### Optional Components

- ✓ Cloud Web Connector for outbound-only publishing (no inbound firewall ports)
- ✓ Reverse Proxy or WAF deployment options
- ✓ Entra Application Proxy for Microsoft-native ingress
- ✓ Device approval allowlisting and DLP controls (view-only, watermarking, download blocking)

# Customer Success Evidence

## Regional Hospital Network - 20,000 Users

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*We weren't even looking to replace VPN initially. We just needed Office Online editing for our on-premises files to enable license optimization. MyWorkDrive delivered that plus unexpected benefits like unified auditing across our hybrid storage.*

**CIO**  
Regional Hospital Network

### Results

- ✓ Enabled E5→F3 transitions for 8,000 administrative staff
- ✓ Office Online editing directly on SMB file shares
- ✓ Annual savings: \$1.2M from license optimization alone
- ✓ Deployment: 10 weeks with phased department rollout
- ✓ Bonus: Centralized audit trail across on-prem and cloud storage

## Healthcare System - 45,000 Users

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*MyWorkDrive transformed our remote access strategy. We reduced VPN usage by 58% while improving clinician satisfaction scores by 32%. The ability to access patient files instantly from any device has been game-changing.*

**VP of Infrastructure**  
Multi-State Healthcare System

### Results

- ✓ VPN licenses reduced from 31,000 to 13,000
- ✓ Support tickets down 61% (1,800 to 700 monthly)
- ✓ Annual savings: \$2.1M
- ✓ Deployment: 16 weeks including clinical workflow validation
- ✓ Bonus: Centralized audit trail across on-prem and cloud storage

# Customer Success Evidence

## Education Institution - 25,000 Users



*We eliminated student VPN access entirely. Faculty love the seamless Office Online integration, and IT loves the 70% reduction in password reset tickets.*

**CTO**  
State University System

### Results

- ✓ 100% student VPN elimination (18,000 users)
- ✓ Faculty VPN reduced by 45%
- ✓ Annual savings: \$890,000
- ✓ Deployment: 8 weeks before fall semester

## State Government Agency - 8,500 Users



*Post-pandemic, we needed to solve multiple problems: VPN alternatives, unified auditing across hybrid storage, and avoiding a risky migration. MyWorkDrive addressed all three in 6 weeks.*

**IT Director**  
State Department

### Results

- ✓ Replaced aging Citrix infrastructure
- ✓ Unified audit trail across on-premises SMB and SharePoint Online
- ✓ Avoided \$255,000 migration project
- ✓ Consolidated 5 file access methods to 1
- ✓ Annual savings: \$420,000
- ✓ Mobile adoption: 67% within 90 days

## Third-Party Validation

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*It's simple, secure, and does exactly what we need without any headaches.*

Director of Service Operations



4.7 ★★★★★ (30)  
MyWorkDrive

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*For us, it offered the best method to access our shared file server without a VPN connection. it offers a mapped drive client for access which is exactly what our end users asked for.*

IT Services



4.4 ★★★★★ (9)  
MyWorkDrive

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*I like the ability to access my file shares without needing to VPN in or Remote Desktop software.*

IT Director



5/5 ★★★★★ (2)  
MyWorkDrive

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*The options to map multiple types of file shares for users to interact with single interface is great.*

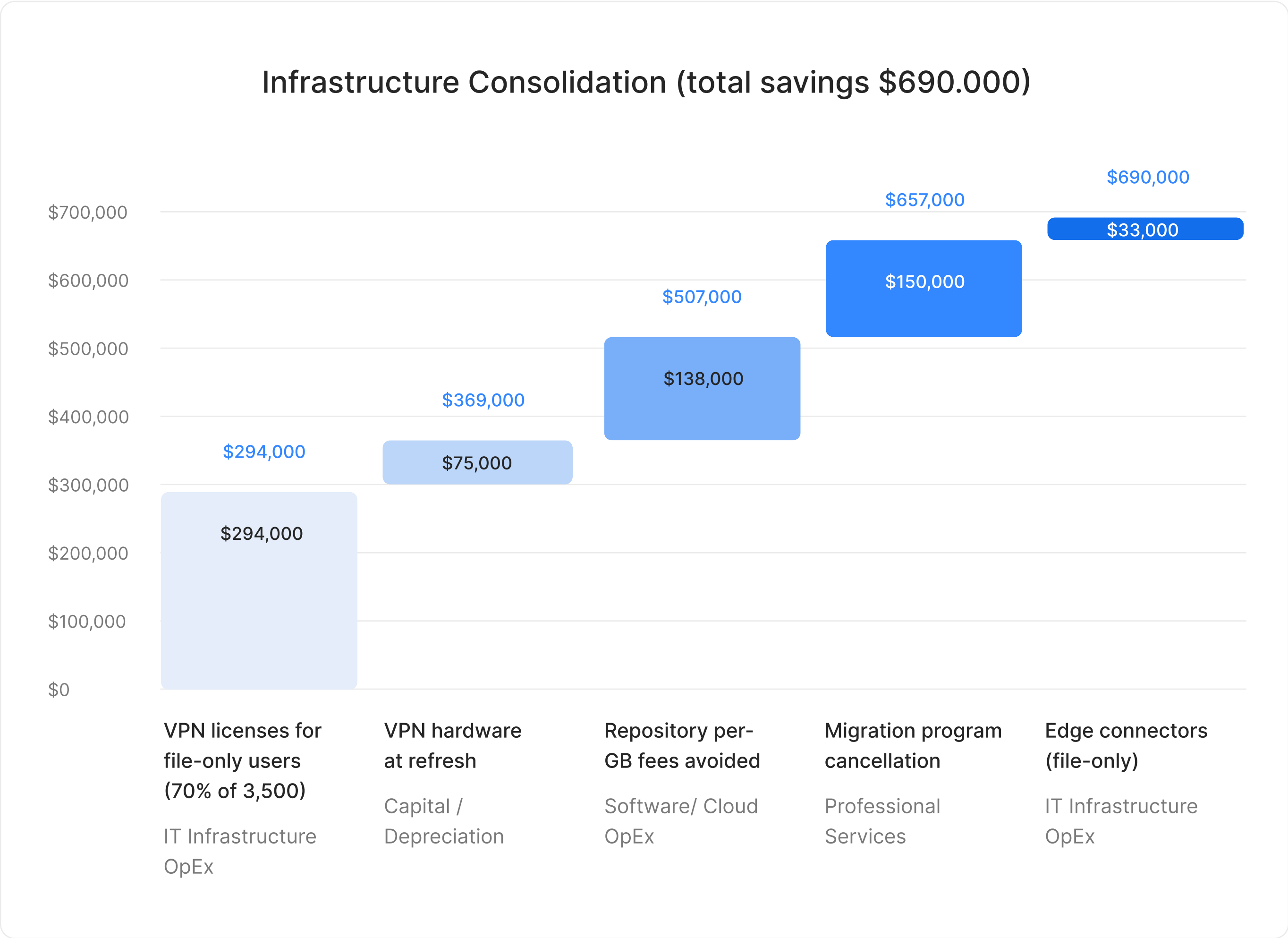
Exec. Dir. Engineering Operations and IT



4.7 ★★★★★ (30)  
MyWorkDrive



# Savings Drivers And P&L Impact



## Microsoft 365 License Optimization

**F3 License Considerations** - F3 licenses are appropriate ONLY for frontline workers who: Use primarily web/mobile Office apps (no desktop applications); Need only 2GB storage (vs. 1TB+ in E3/E5); Or don't require advanced security features or Power Platform access. Users requiring desktop Excel for complex modeling, Outlook with add-ins, or advanced features should remain on E3/E5.

# Savings Drivers And P&L Impact

Microsoft 365 License Optimization		
TRANSITION	ANNUAL SAVINGS/USER*	5,000 USERS (20% ELIGIBLE)
E5 to F3	\$24,000	\$108,000
E5 to F3	\$380,000	\$723,000
E3 to F1	\$2,928,000	\$4,608,000
Business Premium to Basic	\$2,928,000	\$4,608,000

\*Based on Microsoft list pricing, September 2025. Your EA pricing may vary.

Operational Efficiency Gains		
CATEGORY	ANNUAL IMPACT	P&L LINE
VPN ticket reduction (45-65%)	\$105,000	IT Support OpEx
Password reset reduction	\$21,000	IT Support OpEx
Simplified compliance	\$21,000	Compliance/Audit OpEx
System consolidation	\$25,000	IT Operations OpEx

# Competitive Context

## Why Not Full Cloud Migration?

While cloud platforms offer benefits, MyWorkDrive provides unique advantages for organizations with existing infrastructure:

APPROACH	MYWORKDRIVE	BOX/DROPBOX	SHAREPOINT ONLINE	EGNYTE
Cost/User/Year	\$42–54	\$60–180	\$60–144	\$240–500
Data Migration Required	No	Yes	Yes	Yes
Deployment Timeline	2–12 weeks	3–6 months	6–12 months	3–6 months
Data Location	Your servers	Their cloud	Microsoft cloud	Their cloud
Existing Permissions	Preserved	Recreated	Recreated	Recreated
Works with File Shares	Native	No	Limited	Gateway required

## When MyWorkDrive Fits Best

IDEAL FOR:	CONSIDER ALTERNATIVES IF:
<ul style="list-style-type: none"><li>Organizations with significant Windows file server infrastructure</li><li>Regulated industries requiring data sovereignty</li><li>Hybrid environments with on-premises and cloud storage</li><li>Companies avoiding large-scale migrations</li></ul>	<ul style="list-style-type: none"><li>Already committed to full cloud migration</li><li>Primarily Mac/Linux environment</li><li>Under 100 users (consumer tools may suffice)</li><li>Require advanced AI-powered governance features</li></ul>

# Investment Required

MyWorkDrive Licensing			
USERS	ANNUAL PER USER	5,000 USER TOTAL	NOTES
1,000–4,999	\$54	\$270,000	Standard
5,000–19,999	\$42	\$210,000	Volume
20,000–49,999	\$30	\$600,000 (20k)	Enterprise
Education/Non-profit	50% discount	\$105,000	All tiers

Infrastructure Requirements			
Minimal footprint scales efficiently:			
USERS	SERVERS	SPECIFICATIONS	INFRASTRUCTURE COST
<1,000	1	2 vCPU, 8GB RAM	Use existing VM
1,000–5,000	2	4 vCPU, 16GB RAM	\$5,000/year
5,000–20,000	4 (HA)	8 vCPU, 32GB RAM	\$15,000/year

## Investment Required

One-Time Implementation			
PHASE	COST	DURATION	ACTIVITIES
Pilot	\$0	4 weeks	POC setup, success criteria
Change Management	\$35,000	8 weeks	Communications, training materials
Process Updates	\$20,000	4 weeks	Documentation, runbooks
Project Management	\$25,000	12 weeks	Coordination, reporting
Contingency (10%)	\$9,500	—	Risk buffer
Total One-Time	\$89,500	12 weeks	



# Financial Model

## Core Metrics

### Calculation Methodology

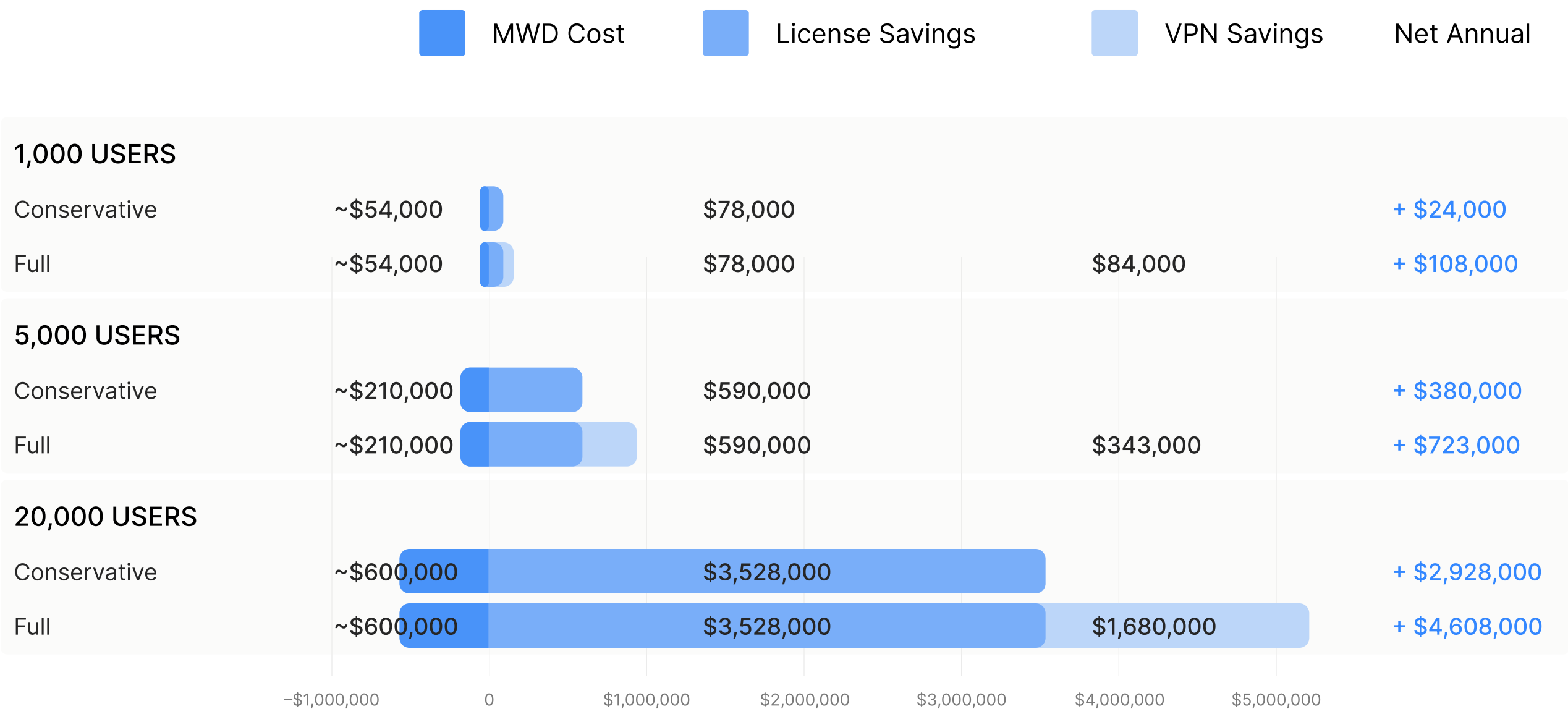
**NET ANNUAL SAVINGS** =  $\Sigma(\text{Savings Categories}) - \text{Annual MyWorkDrive Cost}$

**PAYBACK MONTHS** =  $\text{Year-0 Program Cost} \div (\text{Net Annual Savings} \div 12)$

**3-YEAR NPV** =  $\text{Net Annual Savings} \times 2.578 - \text{Year-0 Cost}$

### Scenario Analysis

Three Organization Scenarios:



## Financial Model

### What Drives ROI Most (Ranked)

- 01 License optimization rate (0–30% of users): ±\$294,000 impact
- 02 VPN elimination rate (60–90% of file users): ±\$147,000 impact
- 03 Per-GB repository cost (\$0.15–0.30/GB/month): ±\$82,000 impact
- 04 Ticket reduction rate (30–70%): ±\$42,000 impact
- 05 MyWorkDrive volume pricing (±20%): ±\$42,000 impact

## Risk Mitigation

RISK	PROBABILITY	IMPACT	MITIGATION
Adoption resistance	Medium	High	<ul style="list-style-type: none"><li>Free trial validation</li><li>Familiar interface (no training)</li><li>User champions program</li></ul>
Change fatigue	Medium	Medium	<ul style="list-style-type: none"><li>Phased rollout by department</li><li>Clear benefits communication</li></ul>
Technical exceptions	Low	Low	<ul style="list-style-type: none"><li>Retain VPN for ~10% edge cases</li><li>Validate in POC</li></ul>
License validation	Medium	Medium	<ul style="list-style-type: none"><li>F3 limitation assessment</li><li>Pilot with target users</li></ul>

# Deploy-In-A-Day Pilot

## Day 1 Activities:

- 01 Install MyWorkDrive on Windows Server (30 minutes)
- 02 Connect Active Directory or Entra ID
- 03 Configure SSO with existing SAML provider
- 04 Publish two SMB shares and one SharePoint library
- 05 Test Office Online co-authoring
- 06 Capture baseline file access timings

### Wave-Based Production Rollout

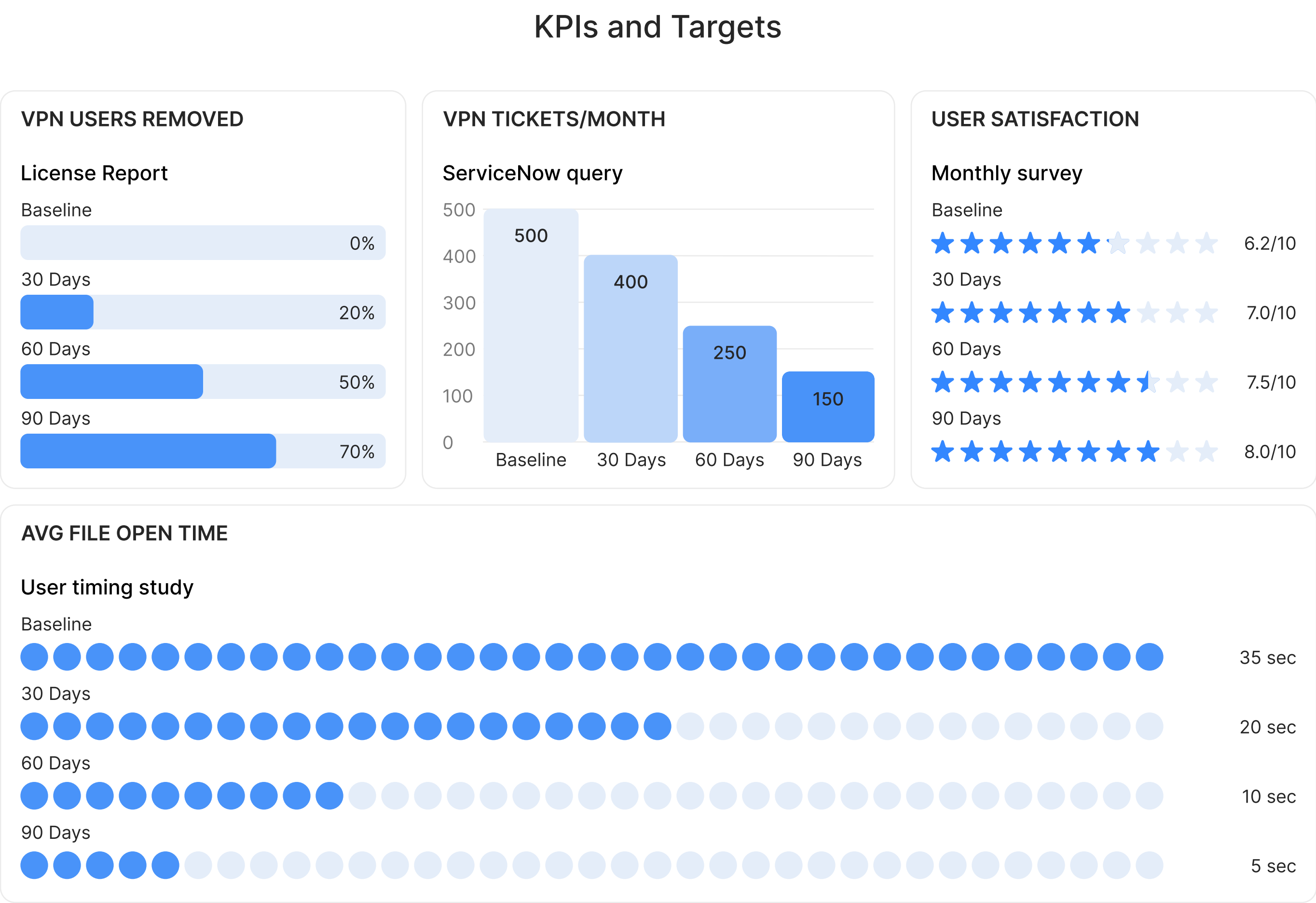
WAVE	WEEK	USERS	FOCUS AREA	SUCCESS CRITERIA
Pilot	1-2	20	IT team	Technical validation
POC	3-6	100	Cross-functional	<5% tickets, >80% satisfaction
Wave 1	7-8	1,500	Remote workers	30% VPN reduction visible
Wave 2	9-10	2,000	Departments	License optimization start
Wave 3	11-12	1,500	Remaining	70% VPN eliminated

## Deploy-In-A-Day Pilot

RACI Matrix					
ACTIVITY	IT OPS	SECURITY	NETWORK	SERVICE DESK	FINANCE
Infrastructure setup	R	C	C	I	I
SSO configuration	A	R	I	I	—
Pilot execution	R	A	C	C	I
License analysis	C	—	—	I	R
Rollout coordination	R	C	C	A	C
Success metrics	A	I	I	R	C

R = Responsible, A = Accountable, C = Consulted, I = Informed

# Success Measurement



## Quarterly Business Reviews

MyWorkDrive recommends quarterly reviews to track:

- ✓ Savings realization vs. projection
- ✓ User adoption and satisfaction trends
- ✓ Performance metrics by location/department
- ✓ Opportunities for further optimization

Most customers achieve 50% of projected savings within 90 days, with full realization at 6–12 months.



## Compliance And Security

### Framework Alignment

#### ✓ HIPAA Technical Safeguards

- Access Control (§164.312(a)): AD/Entra ID integration, MFA
- Audit Controls (§164.312(b)): Complete logging, SIEM export
- Integrity (§164.312(c)): No file modification in transit
- Transmission Security (§164.312(e)): TLS 1.2+ encryption

#### ✓ GDPR Article 32

- Encryption in transit (TLS 1.2+)
- No data storage on MyWorkDrive servers
- Complete audit trail
- Data remains in designated locations

#### ✓ Zero Trust Principles

- Never trust, always verify
- Least-privilege access
- Assume breach mindset
- Continuous verification

## Compliance And Security



### Security Features

- ✓ **HIPAA** - MyWorkDrive contributes to a HIPAA-aligned security architecture by enforcing least-privilege file access over TLS, leveraging existing directory permissions, and producing centralized audit trails for access and modification events.
- ✓ **DPF** - MyWorkDrive supports DPF-aligned programs by enabling data residency on controlled storage, minimizing unnecessary cross-border replication, and enforcing strong access governance and logging on all remote file sessions.
- ✓ **FIPS 140-2** - MyWorkDrive can operate on platforms configured for FIPS-validated cryptography and uses strong TLS cipher suites, allowing it to function as a FIPS-conscious component within a compliant cryptographic stack.
- ✓ **FedRAMP** - MyWorkDrive can be integrated into a FedRAMP-aligned environment as an application-layer secure file-access broker, supporting controls around access management, encryption, monitoring, and incident response.
- ✓ **GDPR** - MyWorkDrive enables GDPR-supportive architectures by maintaining data on controlled storage, enforcing granular access control and least privilege, and providing detailed logging that underpins integrity, confidentiality, and accountability obligations.
- ✓ **CMMC 2.0** - MyWorkDrive supports CMMC 2.0 control families by delivering identity-driven, encrypted remote file access with MFA integration and comprehensive audit logging for access control, system and communications protection, and audit/accountability requirements.
- ✓ **FINRA** - MyWorkDrive enhances a FINRA-aligned security posture by reducing exposure associated with broad network access, enforcing policy-driven file access over HTTPS, and generating centralized logs that support supervision, surveillance, and incident investigation.

## Frequently Asked Questions

- **We're Planning SharePoint Migration. Why Consider MyWorkDrive?**

Migration projects average 12–18 months and \$30–50 per user with significant re-permissioning risk. MyWorkDrive deploys in weeks, preserves your investment in existing infrastructure, and can coexist with SharePoint for hybrid scenarios. Several customers use us specifically to avoid migration while still modernizing access.

- **Can We Really Use Office Online With Our On-Premises Files?**

Yes. MyWorkDrive uniquely enables browser-based Office editing directly on your SMB file shares. This allows E5→F3 license transitions for appropriate users without migrating data. The hospital network case saved \$1.2M annually through this capability alone.

- **How Does This Improve Audit Visibility Across Hybrid Storage?**

MyWorkDrive provides a single audit trail for all file access whether files are on-premises (SMB), in Azure Files, or in SharePoint/OneDrive. All access logs centralize to your SIEM via Syslog, eliminating the blind spots created by VPN tunnels and multiple access methods.

- **How Does This Support Our Zero Trust Initiative?**

MyWorkDrive embodies Zero Trust principles: identity-based access, least privilege, continuous verification, and encrypted communications. Unlike VPN's network-level access, MyWorkDrive provides application-level security.

- **What About Users Needing More Than File Access?**

Maintain VPN for the ~10–20% requiring full network access (administrators, developers). MyWorkDrive handles the 80% who just need files, dramatically reducing your VPN footprint and support burden.

## Next Steps

- ✓ **Week 1–2: Free Trial**
  - Deploy MyWorkDrive (30 minutes)
  - Connect to your environment
  - Test with IT team
  - Validate performance claims
- ✓ **Week 3–4: Paid POC**
  - 100-user pilot
  - Define success criteria
  - Measure baseline metrics
  - Gather user feedback
- ✓ **Week 5–12: Production Rollout**
  - Phased deployment
  - Monitor KPIs
  - Optimize configuration
  - Begin capturing savings

## Get Started

Contact

Website

Appendices

Appendix A: Detailed Assumptions

ASSUMPTION	VALUE	SOURCE	LAST VALIDATED
VPN cost per user	\$120/year	Industry analysis	Jan 2025
E5 list price	\$684/year	Microsoft pricing	Sep 2025
F3 list price	\$96/year	Microsoft pricing	Sep 2025
Support ticket cost	\$35	ServiceNow data	Aug 2025
IT labor rate	\$85/hour	Market rates	Jul 2025
Storage growth	20%/year	Industry average	Jun 2025
Discount rate	8%	CFO guidance	Sep 2025



## Appendices

### Appendix B: Glossary

**Annuity Factor:** Present value of \$1 received annually for n years at discount rate r

**Cloud Web Connector:** MyWorkDrive component enabling outbound-only connections

**DLP:** Data Loss Prevention controls (watermarking, download blocking)

**Entra ID:** Microsoft's cloud identity service (formerly Azure Active Directory)

**F3 License:** Frontline worker Microsoft 365 license (web/mobile only)

**NPV:** Net Present Value – today's value of future cash flows

**NTFS:** Windows file system permissions structure

**SAML:** Security protocol enabling single sign-on

**SMB:** Server Message Block – Windows file sharing protocol

**Zero Trust:** Security model requiring continuous verification