

The SailPoint Difference

A leader in IAM. SailPoint is 100% focused on IAM with deep roots in its technology, implementations and best practices. We hire the best & the brightest to offer one of the strongest IAM teams in the world.

We strive for innovation. Over our 10-year history, we have responded rapidly to the changes affecting our customers – leading the charge with new products and capabilities and changing the industry.

We take care of our customers. We invest heavily in the success of our customers throughout our relationship with them, from pre-sales to deployment to ongoing support & maintenance, with a consistent 90%+ customer satisfaction rating.

SailPoint Customer Examples



5 of the top 10 banks



2 of the top 3 automotive companies



3 of the top 5 healthcare/managed care providers



5 of the top 6 US credit card providers



The largest fast food company in the world



5 of the top 7 property and casualty insurance providers

SecurityIQ Customer Examples



SecurityIQ Differentiators

Complete Coverage – Protect unstructured and semi-structured data on-premises and in the cloud

Business Oriented – SecurityIQ is designed for the business user, translating IT speak into actionable business information and simplifying the user experience

Patent-Pending Crowdsourcing Technology – Crowdfund various data access governance decisions to the real data experts: the business users

Real-Time Actionable Intelligence – Respond to access violations in real-time to minimize potential damage

No Hidden Costs – No feature-based pricing: compliance, classification, and real-time alerting are included

What is unstructured data?

Unstructured data is information that does not have a pre-defined data model or is not organized in a pre-defined manner. Simply put: all files and emails.

Where is it stored?

File servers and NAS devices

Microsoft SharePoint (on-premises and online)

Microsoft Exchange (on-premises and online)

Cloud storage solutions (Box, Dropbox, Google Drive, Microsoft OneDrive)

How much of it is out there?

“Unstructured content accounts for 90% of all information” - IDC

“Data volume is set to grow 800% over the next 5 years and 80% of it will reside as unstructured data” - Gartner

Why is it so hard to protect?

It's Everywhere. Data is stored in both on-premises and in the cloud.

It's Ever-changing. Users are freely creating, modifying and deleting data.

It's Disjointed. Different storage systems use different authentication methods and data access models.

It's Neglected. Traditional IAM strategies and products do not consider unstructured data.

Client Pain Points

Data Breaches	The number and frequency of data breaches grows exponentially from both internal and external sources.
Audit and Compliance	Existing manual processes for providing evidence of audit controls is time consuming, expensive, and inaccurate.
Overburdened IT	The team is required to make decisions about who should and shouldn't have access to data with which they are not familiar, and to manage access requests and certification processes manually.
Rising Costs	The demand for more storage space, the responsibilities of the IT department, and the regulatory compliance requirements are constantly increasing.
No Visibility into Data and Access	Where the sensitive data reside? Who can and is accessing it? Who owns it?

Solution Benefits

Gain 360° Visibility to Unstructured Data. Identify where sensitive data resides and determine who has access to it as well as how it is being used. Then, put real-time controls in place to secure it.

Make Business the First Line of Defense. Elect the rightful business data owners using patent-pending crowdsourcing technology and empower them to act with actionable dashboards.

Ensure Regulatory Compliance. Automate access certification campaigns, normalize access controls and provide proof of compliance to auditors.

Complete Coverage for Your IAM Program. Integrate all identities across all applications and all data by leveraging SecurityIQ data within your IdentityIQ deployment.

Reduce Costs. Identify and remediate stale data and accounts, streamline access lifecycle management processes and automate audit reporting to dramatically reduce IT workload.

Conversation Starters

1. Do you know **where** your sensitive data resides?
2. Do you know **who** can and is accessing your data?
3. Do you know **what** sensitive data is overexposed?
4. Can you **respond** in real-time to access violations?

Opportunity Identifiers

Do you have a data access governance project underway or planned? What stage is it in?

Tell me about your cyber-security strategy. How do you account for the unstructured data part of it?

What compliance or security challenges are you facing today relating to users' access to data?

What you are currently doing for unstructured data security and access management?

How do your investors and auditors access your corporate data?

The SailPoint Business Partners Relationship

Partners are an extension of the SailPoint sales organization, often providing the first impression of SailPoint to prospects and clients. **Early engagement is key.**

Partners invest in SailPoint because our market position, the ease of implementation and their ability to security services engagements.

Leverage the SailPoint partner network to secure the best position with the prospect.

Partner Lead Registration at sailpointdealregistration.force.com/partners.