

Identity Governance and Cloud Security in a Single Cloud Solution



Saviynt is a cloud-based enterprise software platform that enables organizations to control and secure identity access and risk across multi-cloud, cross-applications, and machine identities. Using Saviynt, companies control where employees, partners, vendors, contractors, and non-human identities can access the enterprise, view, or manipulate data and cloud services.

Why Saviynt?

A Single Enterprise Identity Cloud. Unify identity governance, granular application access, and privileged access with an intelligent cloud platform.



Identity Governance & Administration (IGA)



Application Access Governance & Segregation of Duties (SoD)



Privileged Access Management (PAM)



Data Access Governance (DAG) & Third-Party Access Management



Identity Risk Exchange

Differentiators

- **Cloud-Native:** built in the cloud, for the cloud and delivered in the cloud
- **Flexible Administration:** Saviynt's configurable platform eliminates the need for third party changes
- **Complementary:** No need to rip and replace your existing environments

Value Propositions

- **Rapid deployment:** usually 8 to 12 weeks versus 6 months
- **Efficient Administration:** do more with fewer administrators
- **Configurable:** versus customizing all changes; easy to use
- **Lower Total Cost of Ownership:** reduce initial and ongoing costs and achieve 237% ROI in three months
- **Consolidates Governance, Risk, and Compliance tools:** a centralized identity cloud breaks down siloed security apps and provides a unified experience

Ideal Customer Profile

Saviynt is an ideal solution for medium to large enterprises across all industries, especially highly regulated industries with complex compliance requirements such as Energy, Oil and Gas, Financial and Healthcare.

Current Customers



Key Competitors

IGA



PAM



Ideal Partner Skill Set

- IGA, Identity Management (IdM) & Identity Access Management (IAM)
- MSFT Identity Management
- Digital Transformation + Identity Security
- Cloud Security

Typical Deal Size, Services and Margin

License ACV

- Low: \$50 – 100K
- Average: \$100 – 300k
- High: \$300k to \$1M

Gross Margin

- Up to 30%, 15%min
- Implementation Services 1.5x to 2x multiple of license for phase 1