SailPoint®

The Power **of Identity**™

Digital Transformation is a Priority

40% of all IT spending in 2019 – or $2+ trillion
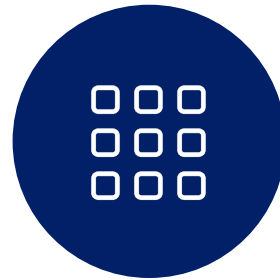
Source: IDC

Digital Transformation is Driving Explosive Growth In:

Users

Applications

Data

Employee

Vendor

Partner

Contractor

We Are the New Attack Vector

7.9 billion records
were exposed in 2017

Source: Risk Based Security, 2017 Report

Every Industry Has Been Impacted

Healthcare

Government

Retail

Financial

Technology

Education

442 Incidents

348 Incidents

338 Incidents

395 Incidents

447 Incidents

281 Incidents

Source: Risk Based Security, 2017 Report

SailPoint Enables and Secures Digital Identities

ALL users

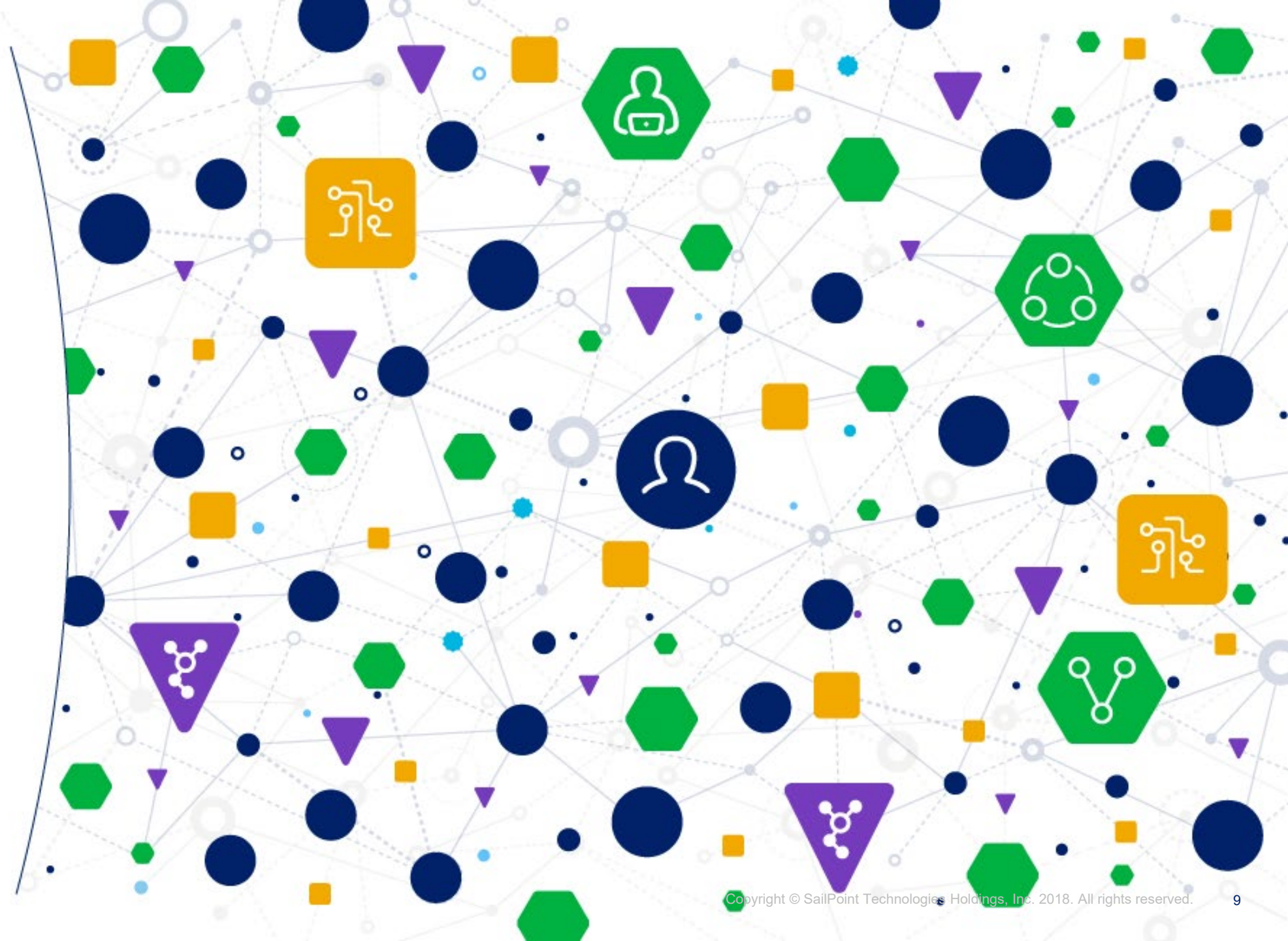**ALL** apps

ALL data

All Users

Users represent many populations:

- ● Employees
- ⬡ Contractors
- ❋ Suppliers
- ▪ Business Partners
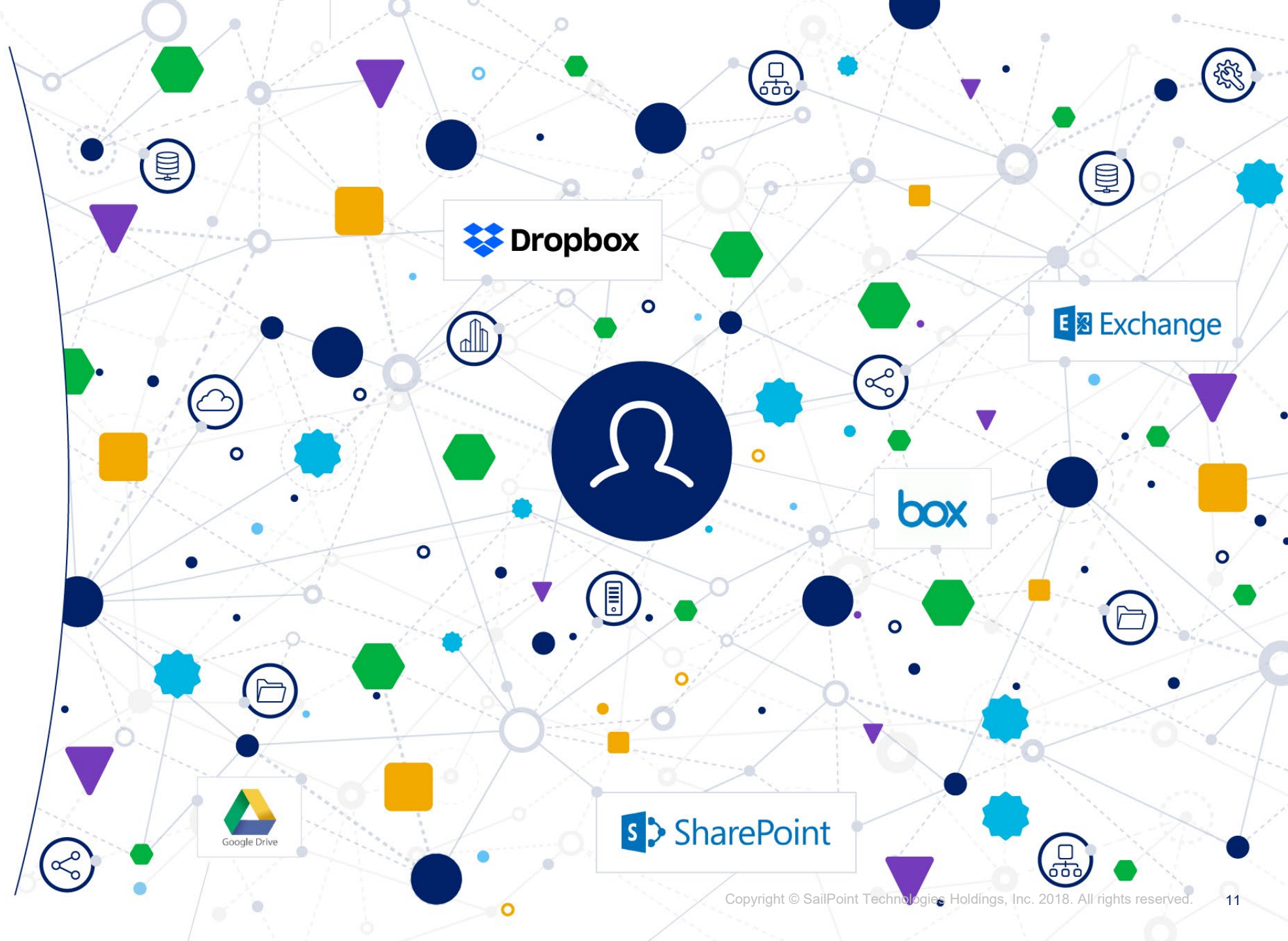
All Applications

Across the data center and the cloud, from mainframe to SaaS
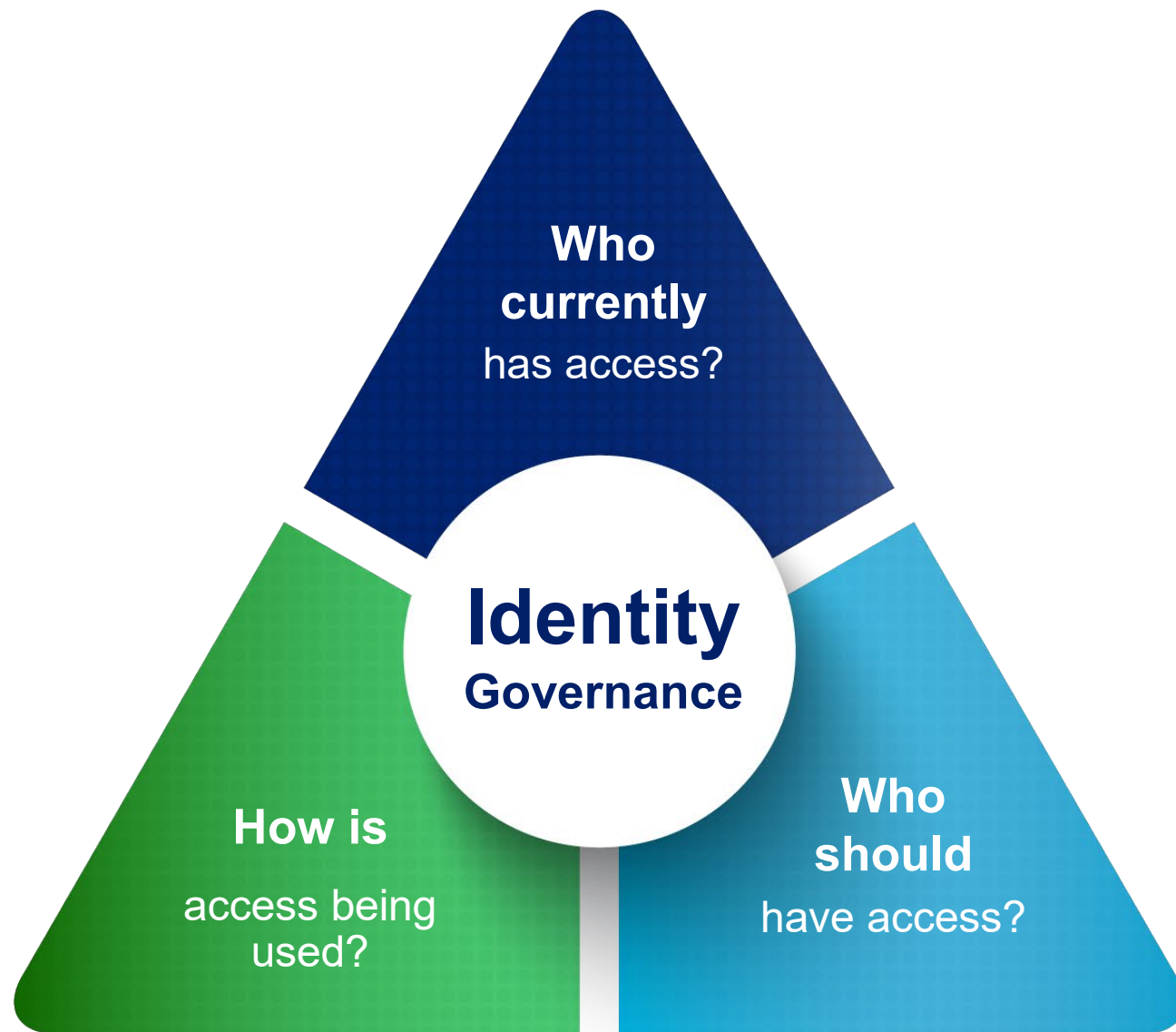
All Data

Data in structured systems, such as SAP and unstructured in files stored in applications, such as Box or SharePoint

SailPoint enables organizations to answer **three critical questions**

Who currently has access?

Identity Governance

How is access being used?

Who should have access?

The Right Identity Partner

We Empower the Largest, Most Complex Organizations

1,000+ Customers

95% Customer Retention

7 of the top 15 banks

4 of the top 6 health insurance and managed care providers

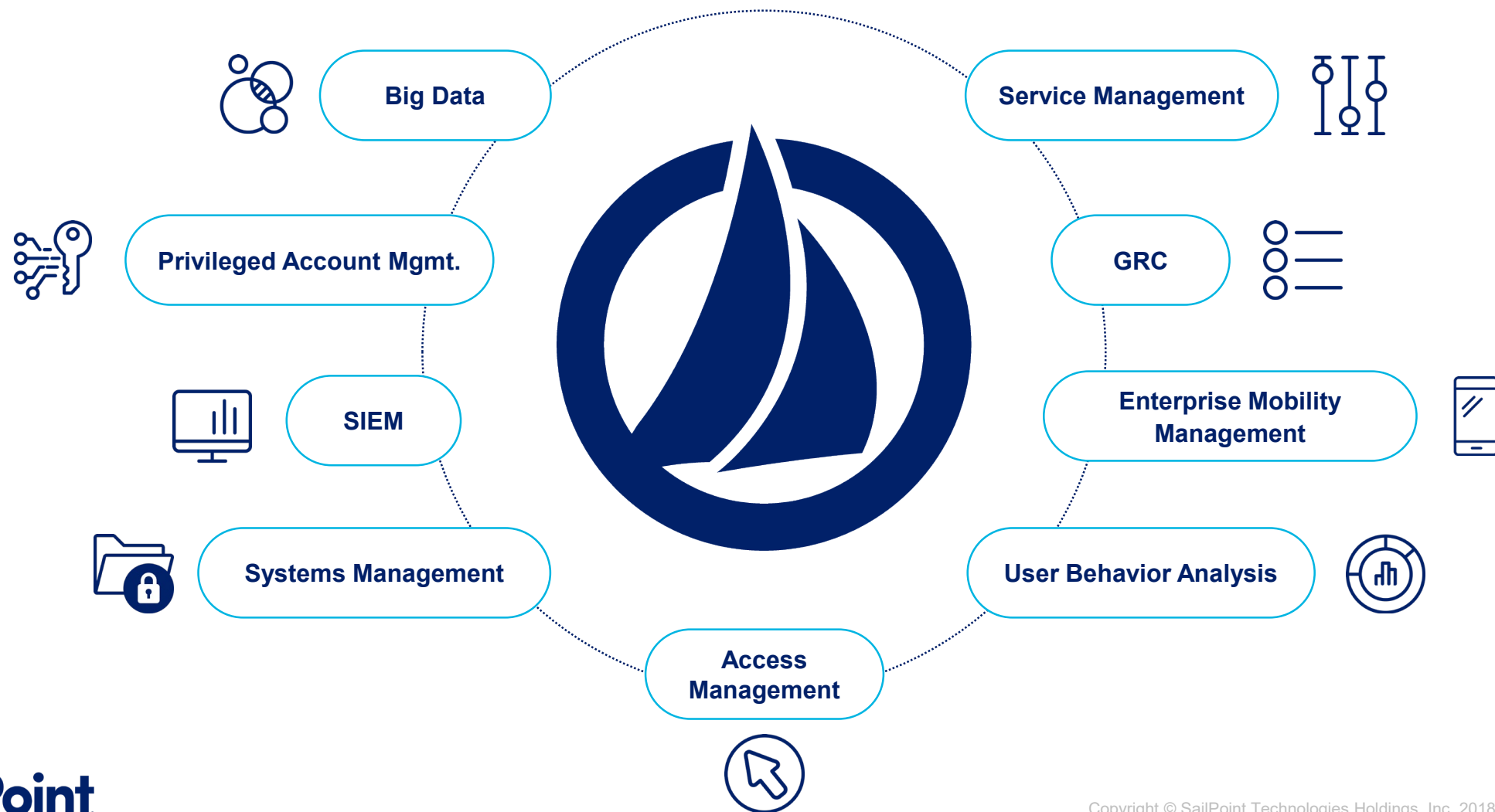**9 of the top 15 property and casualty insurance providers**

5 of the top 13 pharmaceutical companies

11 of the largest 15 U.S. federal agencies

14

We Put Identity at the Center of Security and IT

Big Data

Service Management

Privileged Account Mgmt.

GRC

SIEM

Enterprise Mobility Management

Systems Management

User Behavior Analysis

Access Management

We Enable and Secure Digital Identities

ALL users

ALL apps

ALL data

…through the deployment option of your choice.

IdentityNow

Benefits of IdentityNow

Our comprehensive platform offers the full breadth of identity governance in an easier-to-manage package.

There are **no maintenance or upgrades,** so organizations can focus solely on running their identity program.

A faster solution set up demonstrates immediate value of governance to the business.

Configurable best practices make policy creation and management faster and simpler.
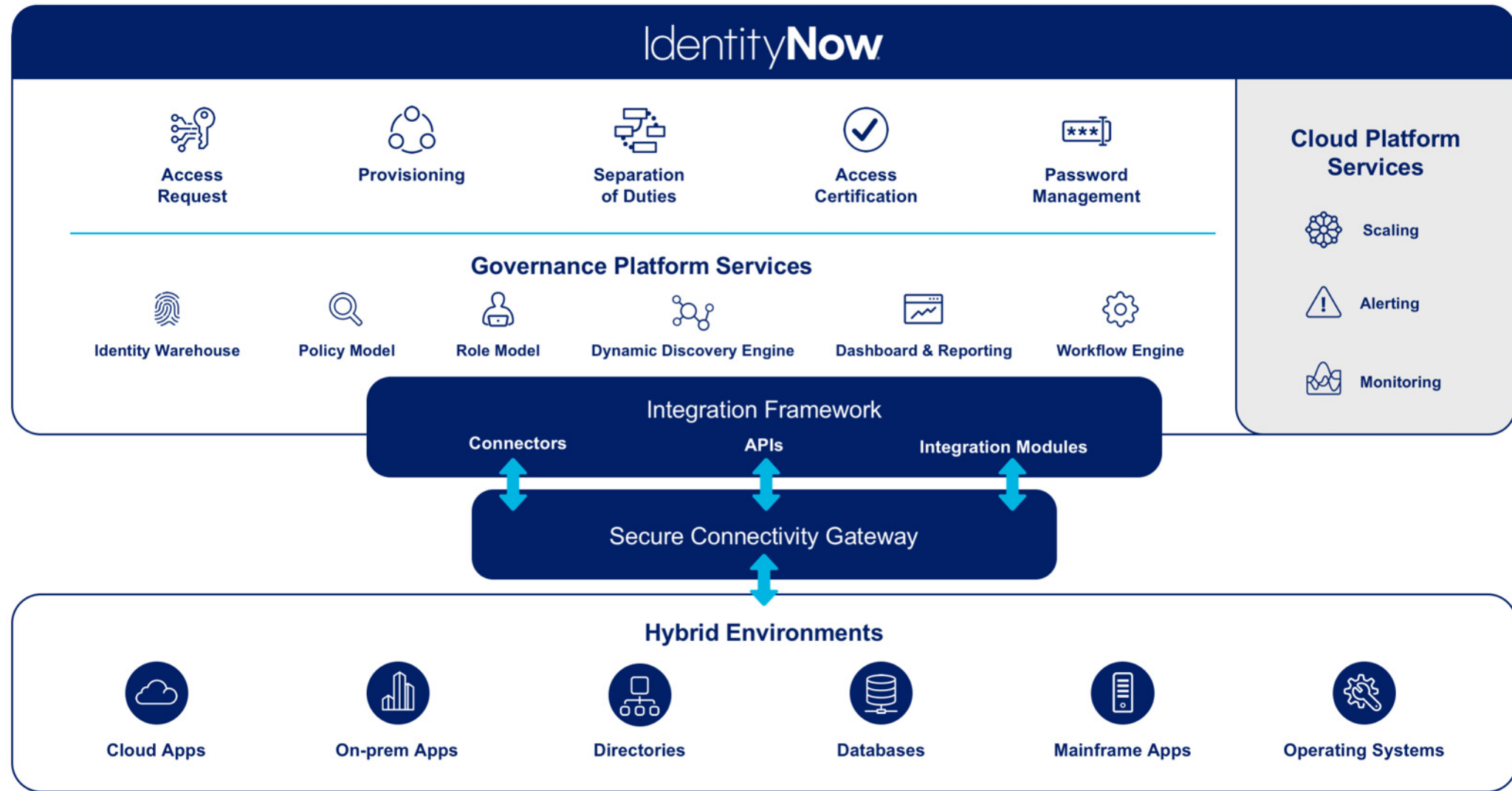
Business-friendly language enables effective self-service for end users.

Visibility across cloud and on-premises apps enables complete control throughout the organization.
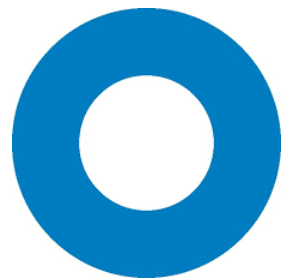
SailPoint

SaaS Platform

IdentityNow

Access Request · Provisioning · Separation of Duties · Access Certification · Password Management

Governance Platform Services

Identity Warehouse · Policy Model · Role Model · Dynamic Discovery Engine · Dashboard & Reporting · Workflow Engine

Integration Framework

Connectors · APIs · Integration Modules

Secure Connectivity Gateway

Cloud Platform Services

Scaling · Alerting · Monitoring

Hybrid Environments

Cloud Apps · On-prem Apps · Directories · Databases · Mainframe Apps · Operating Systems

The Power of Identity²

Delivering end-to-end identity access, governance and security

Identity Access + Governance = Identity^2

OKTA
The leader in access management
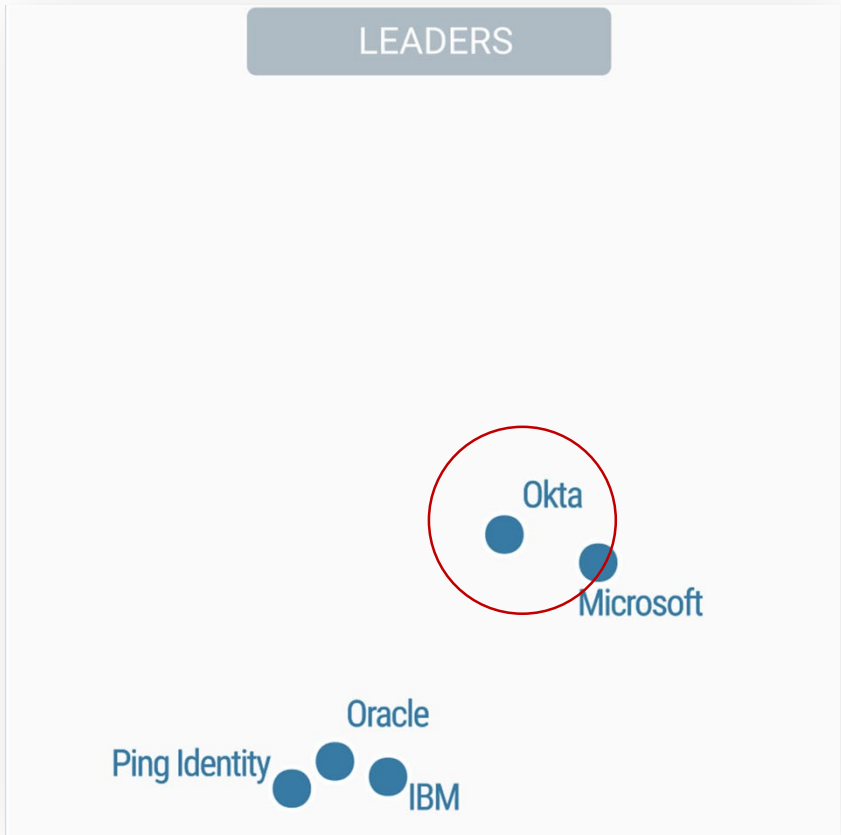
+

SAILPOINT
The leader in identity governance

okta

ACCESS

SECURITY

COMPLIANCE

Best-of-Breeds

Access Management

Identity Governance and Administration

Leaders in the identity market

Defined respective markets

Partnering for customer benefit

How does it all come together?

Integration Overview

SailPoint → Integration → okta

Governance Focus

Access Focus

Integration Overview

SailPoint/Okta Connector

SailPoint
- Access Request
- Access Certifications
- Separation of Duties
- Entitlement Provisioning
- Password Management

okta
- Authentication/Authorization
- SaaS Account Provisioning
- Single Sign-On
- Adaptive MFA
- Password Reset

On-Prem & Cloud Applications
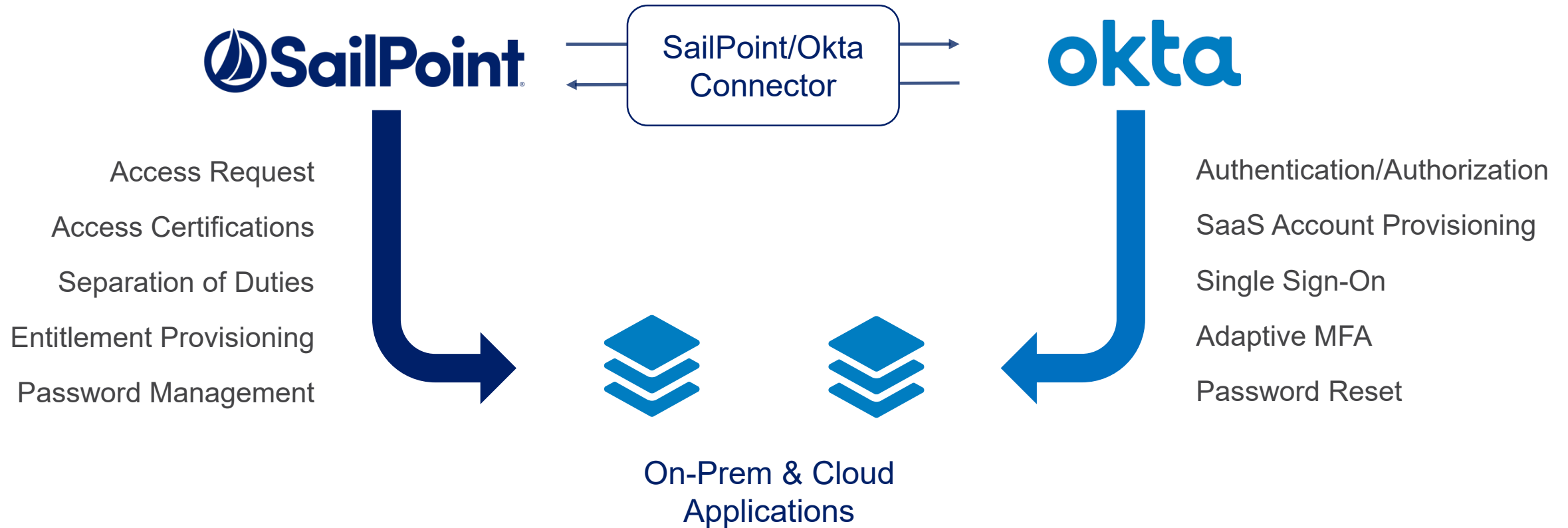
Use cases

End Users Ready on Day One
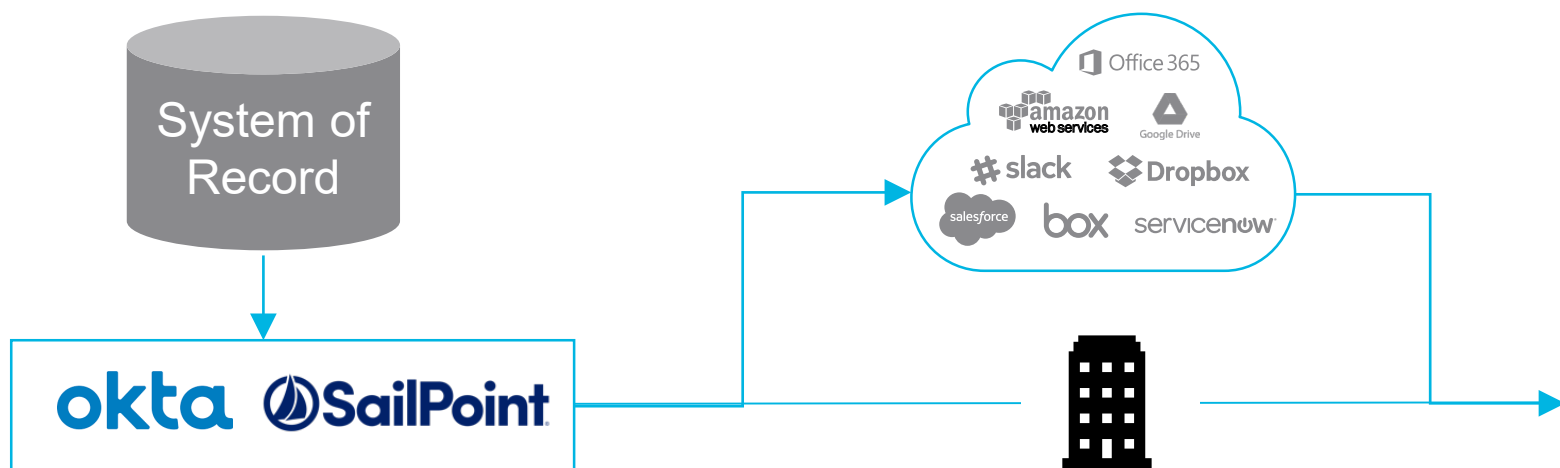
Birthright Apps on Day One

System of Record

okta SailPoint

Office 365
amazon web services
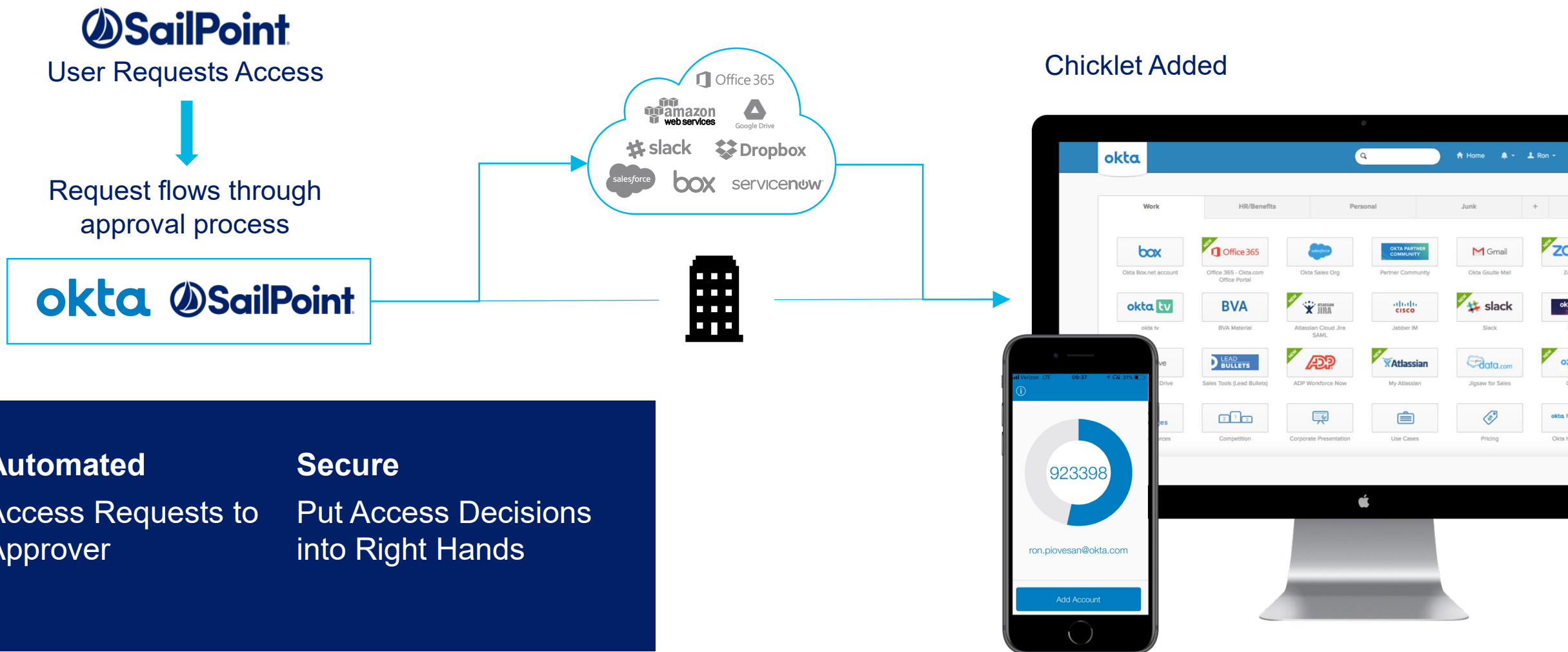Google Drive
slack Dropbox
salesforce box servicenow

Automated
Provision Any Birthright App

Flexible
Connect to Any System of Record

Secure
Day One with the <u>Right</u> Access and SSO/MFA

ron.piovesan@okta.com

Add Account

923398

Simplified Access Requests

User Requests Access

Request flows through approval process

Chicklet Added

Automated

Access Requests to Approver

Secure

Put Access Decisions into Right Hands

Streamlined Access Certification

SailPoint

Access Review
Approve / Revoke ?

okta SailPoint

Office 365
amazon web services
Google Drive
slack
Dropbox
salesforce
box
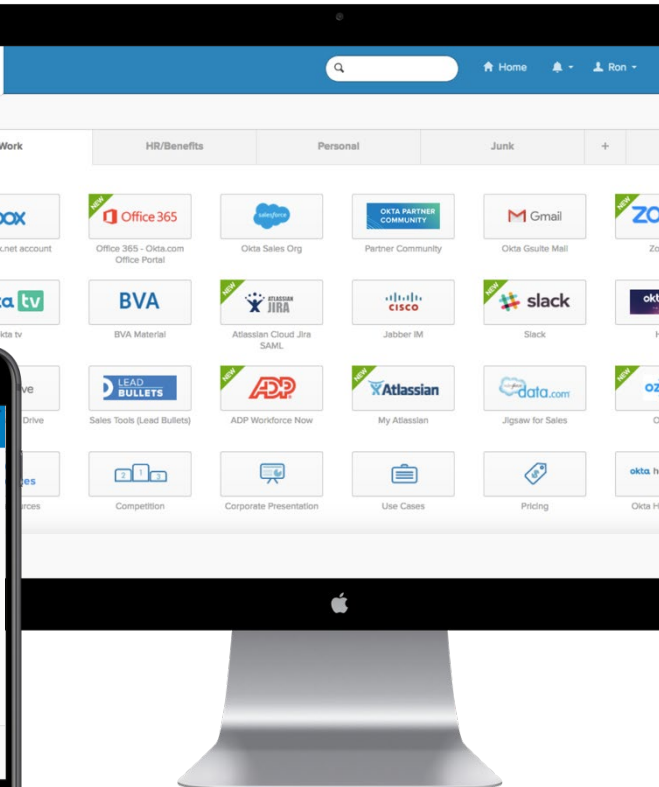servicenow
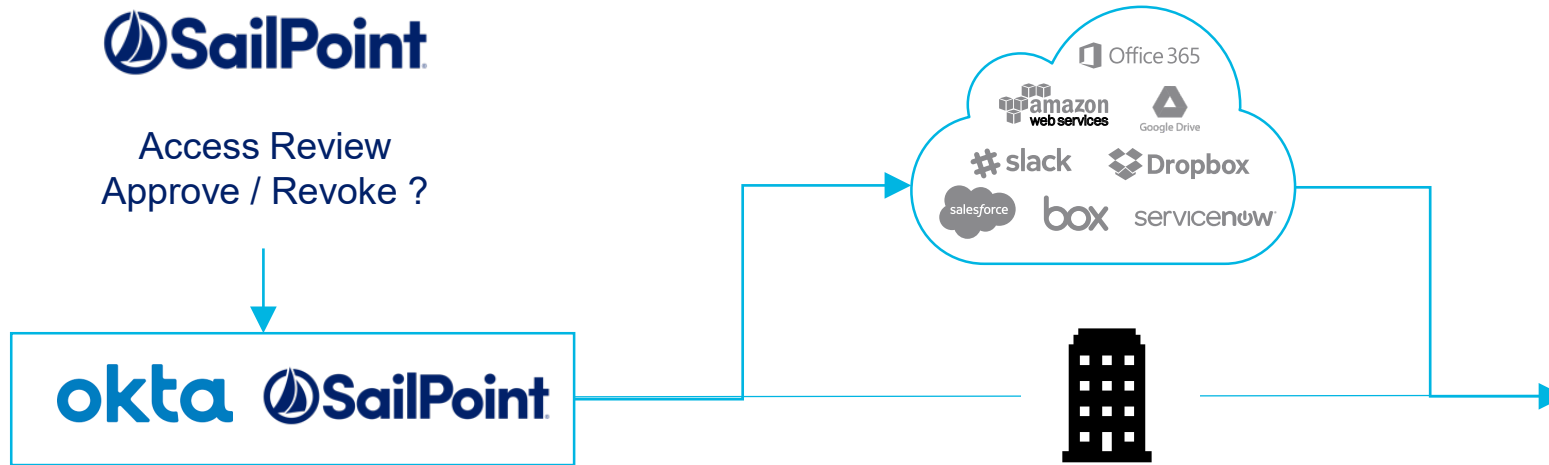
Chicklet Removed

Automated
Manage Certification Campaigns

Flexible
All Apps/Systems

Secure
Access Deprovisioned as Necessary