

Excalibur SAM vs. CyberArk PAM

Battle Guide

BATTLE GUIDE

HANDLING OBJECTIONS

"CyberArk is the market leader"

- Recognized in large, complex enterprises
- Excalibur prioritizes simplicity, lower cost, better UX
- Modern approach vs. legacy complexity

"Is Excalibur proven?"

- Deployed in finance and government sectors
- Validated by EU grants and third-party pen tests
- Trusted for critical privileged access security

"CyberArk has more features"

- Excalibur focuses on core risk — securing human access
- Passwordless PAM, MFA, and isolation address fundamental risks
- Simplifies overall security posture

"We need EPM/Secrets management"

- CyberArk does have dedicated EPM and secrets solutions
- Excalibur focuses on critical human access security first
- Most customers prioritize this fundamental risk area

KEY DISCOVERY QUESTIONS

