

< All Competitors

# Excalibur SAM vs. CyberArk PAM

Competitive Edge

COMPETITIVE EDGE

## KEY ADVANTAGES

### COST EFFICIENCY

- **Single-Platform Pricing** – One license covers PAM + MFA + RBI-WAF + session recording. CyberArk charges separately for Vault, PTA, Identity, and Alero.

### SIMPLICITY

- **Cloud-Native (K8s)** – Deploy via Helm in hours with auto-scaling; CyberArk requires on-prem Vault servers + weeks of professional services.

### EU COMPLIANCE

- **100 % EU Sovereignty** – EU-owned, EU-hosted, zero US footprint. Immune to the US CLOUD Act – a structural gap CyberArk (NASDAQ: CYBR, Newton MA) can never close.

### SECURITY

- **Zero-Trust Isolation** – Air-gap architecture physically separates endpoints from resources; CyberArk's proxy model leaves the attack path open.
- **Built-in RBI + WAF** – Bi-directional web protection (browser-to-app and app-to-browser) out of the box; CyberArk has no equivalent.
- **Passwordless MFA** – Native FIDO2 / biometric auth ships in the platform; CyberArk relies on third-party MFA add-ons.

### Competitive Edge

