

Excalibur SAM vs. CyberArk PAM

EU Sovereignty & Compliance

EU SOVEREIGNTY & COMPLIANCE

THE COMPLIANCE BUYING LOGIC

Nobody buys security because they want to — only because they have to

Regulations like **NIS2**, **DORA**, and the **EU Cyber Resilience Act** are what drive purchasing decisions. The winning vendor is the one that covers all requirements, deploys easily, and costs less. With upcoming EU digital sovereignty rules, being a truly European vendor with **zero US footprint** is no longer optional — it's a decisive advantage.

- **Regulation creates the need** — NIS2, DORA, CRA force organisations to act
- **We cover all requirements** — MFA, PAM, session control, monitoring in one platform
- **We make it easy** — cloud-native tunnels, agentless, deploys in hours
- **Then it's about price** — same coverage, significantly lower cost
- **Pure EU sovereignty wins** — zero US footprint eliminates all doubt

Sovereignty Dimension

Excalibur SAM

CyberArk

Company Ownership

✓ 100% EU owned, zero US footprint

✗ Major HQ: Newton, Massachusetts, USA

US CLOUD Act

✓ Not subject — zero US presence

✗ Fully subject — compellable backdoors & gag orders

NIS2 Coverage

✓ Full coverage in a single platform

✗ Non-compliant with EU sovereignty direction

EU Vendor Qualification

✓ Qualifies for upcoming EU vendor-preference regulations

✗ Cannot qualify as EU vendor



What is NIS2?

- EU cybersecurity law (effective October 2024) covering **18 sectors**
- Mandates **access control, MFA, session management, monitoring & incident response**
- Requires **supply-chain security** — you must vet your vendors
- **Personal liability** for executives; fines up to **€10M / 2% global turnover**



What is the US CLOUD Act?

- US law (2018) that lets the government **demand any data** from any company with US presence — regardless of where data is stored — without EU court approval
- Can **compel backdoors** and impose **gag orders** — disclosure means imprisonment / extradition
- Applies to **any US nexus** — offices, subsidiaries, or even employees in the US is enough



Upcoming EU Regulation

The EU is advancing **digital sovereignty** rules that will prefer — or require — EU-owned vendors for critical infrastructure. The [proposed regulation](#) means choosing a non-EU vendor today risks a costly forced migration tomorrow.