

# Excalibur SAM vs. CyberArk PAM

Overview

## OVERVIEW

### Key Competitive

#### Excalibur (Modern)

#### CyberArk (Legacy)

 Platform	 Unified & Simple Platform	 Complexity & Resource Intensity
 Deployment	 Fast & Simple Deployment	 Complexity & Resource Intensity
 Pricing	 Low, Transparent, Per-User Pricing	 High, Infrastructure-Heavy, Per-Device Pricing
 Total Cost (TCO)	 Significant Cost Savings, More Accessible	 Very High Cost, Premium Pricing
 NIS2 Readiness	 NIS2-Ready Out of the Box	 Non-Compliant with EU Sovereignty Direction
 Data Sovereignty	 100% EU Owned & Operated, No US CLOUD Act	 US CLOUD Act Exposure
 Architecture	 Isolation by Design, resilient to Zero-Day Threats	 Limited, Signature-Based, Vulnerable to Zero-Day Threats
 AI & Governance Model	 Pre-Execution (Pre-Emptive)	 Post-Execution (Reactive)
 Web Access & RBI	 VITRO Technology with Native DOM-Streaming RBI & WAF	 Limited Isolation, Basic Web Access
 MFA Integration	 Truly Passwordless and Built-in MFA	 Vault-centric, Traditional Credential Checkout
 Endpoint Agents	 Agentless	 Often Required (Agents/Add-Ons)

## WHY EXCALIBUR SAM WINS

- **Unified platform** — MFA + PAM + Remote Access in one ( **Simplicity** )
- **Fast Deployment** — no lengthy professional services ( **Speed** )
- **Transparent per-user pricing** — no hidden fees ( **Value** )
- **NIS2-ready** out of the box in one platform ( **Compliance** )
- **100% EU sovereignty** — no US CLOUD Act exposure ( **Trust** )
- **Pre-emptive model** — stops threats before execution ( **Pre-emptive** )
- **Isolation by design** — resilient to zero-day threats ( **Architecture** )
- **VITRO RBI-WAF** — bi-directional browser isolation ( **Protection** )
- **Passwordless MFA** — eliminates credential theft ( **Security** )

- **Fully agentless** – zero endpoint software needed ( **Simplicity** )