

Excalibur SAM vs. CyberArk PAM

Overview

OVERVIEW

Key Competitive

Excalibur (Modern)

CyberArk (Legacy)

 Platform	<p>✔ Unified & Simple Platform</p> <p>Integrated MFA + PAM + Remote Access in one easy-to-manage platform.</p> <p>No complex integrations, multiple agents, or modules.</p>	<p>⚠ Complexity & Resource Intensity</p> <p>Complex setup, lengthy deployment, significant admin overhead.</p> <p>Requires dedicated security teams capable of managing complexity.</p>
 Deployment	<p>✔ Fast & Simple Deployment</p> <p>Deploys in hours with minimal configuration. No dedicated security team needed.</p> <p>Quick time-to-value with minimal operational burden.</p>	<p>✖ Complexity & Resource Intensity</p> <p>Complex deployment requiring lengthy professional services engagements.</p> <p>Months-long rollouts with significant admin overhead.</p>
 Pricing	<p>✔ Low, Transparent, Per-User Pricing</p> <p>Simple per-user pricing — no add-ons, no hidden fees, no surprise costs.</p> <p>All-inclusive licensing that scales predictably with your team size.</p>	<p>✖ High, Infrastructure-Heavy, Per-Device Pricing</p> <p>Requires spinning up 6–8 VMs just to run the platform, driving significant infrastructure costs.</p> <p>Extra expenses in professional services, add-on modules, and ongoing maintenance.</p>
 Total Cost (TCO)	<p>✔ Significant Cost Savings, More Accessible</p> <p>Cost-efficient licensing structure — ideal for SMEs & mid-market with minimal infrastructure overhead.</p> <p>No costly add-ons or hidden fees.</p>	<p>✖ Very High Cost, Premium Pricing</p> <p>Premium pricing model with large enterprise focus.</p> <p>Excessive costs for organizations with limited security budgets.</p>
 NIS2 Readiness	<p>✔ NIS2-Ready Out of the Box</p> <p>Covers NIS2 requirements in a single platform that deploys fast, simple to achieve.</p>	<p>✖ Non-Compliant with EU Sovereignty Direction</p> <p>Having major headquarters in the US, increasing regulatory risk for customers.</p>
 Data Sovereignty	<p>✔ 100% EU Owned & Operated, No US CLOUD Act</p> <p>Fully European company — not subject to the US CLOUD Act. No foreign government can compel access to your data or demand secret backdoors.</p> <p>Critical for NIS2 compliance and upcoming EU digital sovereignty regulations.</p>	<p>✖ US CLOUD Act Exposure</p> <p>Having major headquarters in the US, fully subject to the US CLOUD Act. US authorities can compel access to any customer data stored anywhere in the world.</p> <p>Forced data disclosure, secret backdoors, and gag orders are legally mandated.</p> <p>Upcoming EU digital sovereignty regulations could ban the use of non-EU vendors for high-risk organizations.</p>
 Architecture	<p>✔ Isolation by Design, resilient to Zero-Day Threats</p> <p>Architecture inherently protects against zero-day threats through isolation and air-gap design.</p> <p>Reduce attack surfaces, no lateral movements, no reliance on signatures or known threat databases — unknown attacks are neutralised by default.</p>	<p>⚠ Limited, Signature-Based, Vulnerable to Zero-Day Threats</p> <p>Protection relies heavily on signature-based detection and known threat patterns.</p> <p>Novel zero-day attacks can bypass defences until signatures are updated.</p>
 AI & Governance Model	<p>✔ Pre-Execution (Pre-Emptive)</p> <p>Pre-emptive governance reduces risk exposure and eliminates reactive firefighting.</p> <p>Real-time AI analyzes user intent and behavior for threat detection before actions are executed.</p>	<p>⚠ Post-Execution (Reactive)</p> <p>Reactive model means damage may already be done before intervention.</p> <p>Security controls primarily detect and respond after actions have already occurred.</p>
 Web Access & RBI	<p>✔ VITRO Technology with Native DOM-Streaming RBI & WAF</p> <p>Innovative DOM-streaming Remote Browser Isolation (RBI) with visually lossless, lag-free sessions.</p> <p>Zero-trust, bi-directional protection with built-in WAF functionality.</p>	<p>⚠ Limited Isolation, Basic Web Access</p> <p>No true RBI/WAF capabilities for comprehensive protection.</p> <p>Vulnerable to sophisticated web-based threats.</p>
 MFA Integration	<p>✔ Truly Passwordless and Built-in MFA</p> <p>Built from the ground-up on passwordless authentication (biometric phone MFA, passkeys).</p> <p>Users never handle passwords directly — credentials are transparently managed.</p>	<p>⚠ Vault-centric, Traditional Credential Checkout</p> <p>Traditional password-based approach with complex authentication flows.</p> <p>Potential productivity loss and user resistance.</p>
 Endpoint Agents	<p>✔ Agentless</p> <p>Completely agentless — no endpoint agents required. Access via standard HTML5 browser.</p> <p>Easy rollout and support with zero client installation.</p>	<p>⚠ Often Required (Agents/Add-Ons)</p> <p>Often requires installation of endpoint applications or add-ons.</p> <p>Less adaptable to modern cloud environments.</p>

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**)

