

# Excalibur SAM vs. Fudo Security

Battle Guide

## BATTLE GUIDE

### HANDLING OBJECTIONS

#### "Fudo Security is also European"

- Being "European" and having zero US footprint are different things
- Any US presence creates CLOUD Act exposure
- Ask: "Do you have ANY US-based employees or entities?"
- Excalibur has categorically zero US presence

#### "Fudo has strong session recording"

- Session recording is table stakes — most PAM solutions offer it
- Excalibur adds cryptographic non-repudiation to audit trails
- We also provide the security architecture (RBI, isolation) that prevents incidents
- Recording a breach is less valuable than preventing one

#### "We need proven, established technology"

- Next-gen streaming tech verified by independent tests
- EU-backed innovation with proven enterprise deployments
- Modern cloud-native architecture is the future
- Legacy appliance approaches cannot match our security model

#### "We're buying for NIS2 compliance"

- Perfect — that's exactly what Excalibur was built for
- Single platform covers MFA, PAM, session monitoring, access control
- Fudo may need external MFA — we include passwordless built-in
- When coverage is equal, it's about **price, speed, and sovereignty**

### KEY DISCOVERY QUESTIONS

