



vs



### Streamed Access Management Battle Card

## OVERVIEW

### Key Competitive

#### Excalibur (Modern)

#### Fudo Security (Traditional)

#### Approach

✔ Unified Platform, Passwordless-first, visual streaming isolation

Integrated MFA + PAM + Remote Access in one platform with true air-gap isolation via DOM streaming.  
No complex integrations or separate modules needed.

⚠ Session recording & proxy-based PAM appliance

#### MFA Integration

✔ Built-in, Passwordless

Built from the ground-up on passwordless authentication (biometric phone MFA, passkeys).  
Users never handle passwords directly – credentials are transparently managed.

⚠ External MFA providers

#### Web Access & RBI

✔ Native DOM-streaming RBI with WAF, bi-directional protection

Innovative DOM-streaming Remote Browser Isolation (RBI) with visually lossless, lag-free sessions.  
Zero-trust, bi-directional protection – guards users from malicious web apps AND web apps from user threats.

✗ No RBI-WAF capability

#### Architecture

✔ Isolation by Design, resilient to Zero-Day Threats

Architecture inherently protects against zero-day threats through isolation and air-gap design.  
Reduce attack surfaces, no lateral movements, no reliance on signatures or known threat databases – unknown attacks are neutralised by default.

⚠ Proxy-Based, Limited Zero-Day Resilience

Proxy-based architecture relies on filtering and policy enforcement rather than true isolation.  
Less inherent protection against novel zero-day attacks compared to air-gap approaches.

#### AI & Governance Model

✔ Pre-Execution (Pre-Emptive)

Pre-emptive governance reduces risk exposure and eliminates reactive firefighting.  
Real-time AI analyzes user intent and behavior for threat detection before actions are executed.

⚠ Post-Execution (Reactive)

Reactive model means damage may already be done before intervention.  
Security controls primarily detect and respond after actions have already occurred.

#### NIS2 Readiness

✔ Full coverage out of the box, single platform

Covers NIS2 requirements for access control, MFA, session monitoring, and incident response – in a single platform.  
Compliance is the reason organisations buy – we make it simple to achieve.

⚠ Partial – session recording focus

Covers core PAM requirements but need additional modules for complete NIS2 compliance.  
No built-in passwordless MFA – requires external integration, increasing regulatory risk.

#### Data Sovereignty

✔ 100% EU owned & operated, zero US footprint

Fully European company with zero US presence – not subject to the US CLOUD Act in any way.  
No foreign government can compel access to your data or demand secret backdoors.

⚠ Polish HQ – verify US footprint

Verify Fudo Security's company ownership and whether any US employees, offices, or subsidiaries create exposure to the US CLOUD Act – which can compel access to customer data stored anywhere in the world.  
[Upcoming EU digital sovereignty regulations](#) could restrict the use of non-EU vendors for high-risk organisations.

## WHY EXCALIBUR SAM WINS

- **True air-gap isolation** – no proxy gateway ( **Zero trust** )
- **Endpoint threats isolated** – ransomware-proof ( **Protection** )
- **Passwordless MFA** – built-in, no add-ons ( **Security** )
- **RBI-WAF** – bi-directional browser isolation ( **Protection** )
- **Fully agentless** – zero endpoint software ( **Simplicity** )
- **Cryptographic audits** – tamper-proof logs ( **Compliance** )
- **100% EU sovereignty** – no CLOUD Act risk ( **Trust** )
- **NIS2-ready** – out of the box ( **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

### Fudo Security

Company Ownership	✓ 100% EU owned, zero US footprint	⚠ Polish HQ — verify international presence
US CLOUD Act	✓ Not subject — zero US presence	⚠ Verify US footprint — potential exposure
NIS2 Coverage	✓ Full coverage — single platform	⚠ Partial — focused on session recording & PAM
EU Vendor Qualification	✓ Qualifies for upcoming EU vendor-preference regulations	⚠ International operations may create jurisdictional risk



### 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.

# 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
- When coverage is equal, it's about **price, speed, and sovereignty**

## KEY DISCOVERY QUESTIONS

- How critical is true endpoint isolation vs proxy-based access?
- Do users need simplified access from multiple devices without installing software?
- Does your organisation have requirements around EU data sovereignty?
- How quickly do you need to be compliant? What's your deployment timeline?
- Are you exploring passwordless authentication for privileged users?
- What regulation is driving this purchase — NIS2, DORA, or internal policy?
- Do you know if your current vendor has any US-based employees, offices, or subsidiaries?
- Is your current PAM solution complex to manage and deploy?

# COMPETITIVE EDGE

## KEY COMPETITIVE ADVANTAGES

### TRUE ZERO-TRUST ISOLATION

Excalibur's air gap architecture creates complete isolation between endpoints and resources — eliminating the attack path that proxy-based approaches cannot close.

### COMPREHENSIVE WEB PROTECTION

Excalibur's bi-directional RBI-WAF protects both users and web applications — a capability Fudo's session-focused model does not address.

### PASSWORDLESS AUTHENTICATION

Built-in passwordless MFA eliminates credential vulnerabilities and simplifies deployment compared to external MFA dependencies.

### MODERN CLOUD ARCHITECTURE

Kubernetes-based deployment provides superior scalability and reduced operational overhead compared to appliance-based approaches.

### PURE EU DIGITAL SOVEREIGNTY

Zero US footprint provides categorically stronger sovereignty guarantees. As EU regulations tighten, having zero foreign jurisdictional exposure is a decisive advantage.

### REGULATION-READY SIMPLICITY

Compliance drives purchasing. Excalibur covers all NIS2/DORA requirements in one platform that deploys in hours. When coverage is comparable, price, speed, and sovereignty decide.

## Competitive Analysis

