

Excalibur SAM vs. Segura

Battle Guide

BATTLE GUIDE

HANDLING OBJECTIONS

"We already use Segura / it's well-known"

- Excalibur offers next-gen security that traditional PAM can't match
- True air-gap isolation, passwordless MFA, and RBI-WAF built-in
- Modern cloud-native architecture vs legacy approach
- When was the last time you evaluated newer solutions?

"We need proven, enterprise-grade technology"

- Next-gen streaming tech verified by independent tests
- EU-backed innovation with proven enterprise deployments
- Cloud-native K8s architecture scales to enterprise needs
- Modern doesn't mean unproven — it means better

"We're buying for NIS2 compliance"

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

"We need data sovereignty guarantees"

- Excalibur is 100% EU-owned with zero US footprint
- Not subject to US CLOUD Act in any way
- Ask Segura: "Do you have ANY US-based employees or entities?"
- Only zero US presence guarantees true sovereignty

KEY DISCOVERY QUESTIONS

