



vs



Streamed Access Management Battle Card

OVERVIEW

Key Competitive

Excalibur (Modern)

Segura (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.

⚠ Traditional PAM with credential vaulting

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 – needs additional modules

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.

⚠ Verify company jurisdiction and US footprint

Verify Segura'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

Segura

Company Ownership	✓ 100% EU owned, zero US footprint	⚠ Need to verify jurisdiction
US CLOUD Act	✓ Not subject – zero US presence	⚠ Need to verify US footprint
NIS2 Coverage	✓ Full coverage – single platform	⚠ Need additional addons/plugins
EU Vendor Qualification	✓ Qualifies for upcoming EU vendor-preference regulations	⚠ Need to verify jurisdiction & US footprint



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

"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
- 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

- How critical is true endpoint isolation vs traditional PAM 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 attack paths that traditional PAM cannot close.

COMPREHENSIVE WEB PROTECTION

Bi-directional RBI-WAF protects both users and web applications — a capability traditional PAM solutions do 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 traditional deployment models.

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

