

# Excalibur SAM vs. Segura

Overview

## 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 may 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** )

