

# Excalibur SAM vs. WALLIX

Battle Guide

## BATTLE GUIDE

### HANDLING OBJECTIONS

#### "WALLIX is established; Excalibur is newer"

- Next-gen streaming tech verified by independent tests
- EU-backed innovation with proven deployments
- Protection WALLIX's proxy architecture cannot match
- Modern cloud-native vs legacy appliance approach

#### "WALLIX is also European"

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

#### "Users prefer native RDP/SSH clients"

- Browser streaming eliminates native client vulnerabilities
- Zero endpoint footprint, reduced attack surface
- Consistent experience across all platforms
- VITRO provides visually lossless, lag-free experience

#### "Streaming might be slow/degrade quality"

- VITRO & Guacamole optimization = lag-free experience
- Visually lossless proven in enterprise deployments
- Pilot demonstrations available
- DOM streaming is fundamentally lighter than pixel streaming

### KEY DISCOVERY QUESTIONS

