

Excalibur SAM vs. WALLIX

Overview

OVERVIEW

Key Competitive	Excalibur (Modern)	WALLIX (Traditional)
 Platform	✔ Unified Platform, Passwordless-first, visual streaming isolation	⚠ Proxy-based gateway, traditional credential vaulting
 Deployment	✔ Low: Cloud-native, deploys in hours	⚠ Medium: Appliance-based, longer deployment
 Total Cost (TCO)	✔ Lower, streamlined licensing	⚠ Moderate, add-ons increase cost
 NIS2 Readiness	✔ Full coverage out of the box, single platform	⚠ Good coverage but requires add-ons
 Data Sovereignty	✔ 100% EU owned & operated, zero US footprint	⚠ French HQ but international presence raises questions
 Architecture	✔ Isolation by Design, resilient to Zero-Day Threats	⚠ Proxy-Based, Limited Zero-Day Resilience
 AI & Governance Model	✔ Pre-Execution (Pre-Emptive)	⚠ Post-Execution (Reactive)
 Web Access & RBI	✔ Native DOM-streaming RBI with WAF, bi-directional protection	✘ No inherent RBI-WAF, resource protection only, no user-side protection
 MFA Integration	✔ Built-in, Passwordless	⚠ External MFA providers, password-based
 Audit Security	✔ Cryptographically Signed Audits	⚠ Standard Audit Logging
 Endpoint Agents	✔ Fully agentless, HTML5 browser only	⚠ Requires plugins for advanced features

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**)
- **Cloud-native K8s** – scales dynamically (**Scaling**)
- **Cryptographic audits** – tamper-proof logs (**Compliance**)
- **100% EU sovereignty** – no CLOUD Act risk (**Trust**)
- **NIS2-ready** – out of the box (**Compliance**)

