

AUSTIN BUSINESS JOURNAL

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INNOVATION: Compliance IQ

SAILPOINT HELPS COMPANIES STAY OUT OF DANGEROUS WATERS

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Keeping an eye on who's running thousands of applications in a huge organization and making sure a company's data is secure isn't an easy task.

In fact, it's been downright impossible — until now.

Sailpoint Technologies Inc.'s Compliance IQ software makes it easy for large companies — especially those with more than 5,000 employees — to keep tabs on who has access to what, making sure information is secure, identity theft doesn't happen and the company's name — and resources — are protected.

Kevin Cunningham, president of Sailpoint, cites two reasons for the launch of the software: external legal requirements like Sarbanes-Oxley and other legislation that ensures companies do a better job of con-

trolling access to sensitive information, and internal concerns that stem from having a very complex application environment with thousands of potential users.

"It's about trying to get your arms around who has access to what — especially with employees, contractors, partners and others who can change daily," he says. "Before, figuring out who had access to what was done manually. Now, we automate that."

Compliance IQ's software, which is available to companies via a traditional license, can identify "hot spots" for potential data breaches via a map that monitors whatever applications the company specifies. Cunningham says the product also allows for the important "separation of duty" factor, which means automating the setup of vendors and dealing with checks and balances so that job doesn't fall to someone within the company.

"Having someone outside the company doing that is a big plus," he says. "The software

gives companies visibility, controls automation, like auditor's quarterly review cycles, and monitors suspicious activity — like an employee downloading data more frequently than someone else in a similar position. It makes it a lot easier to detect questionable behavior."

Cunningham says, in the end, it's also about protecting a company's image — whether it's intellectual property, medical information, customer's identities or other sensitive data.

"It's a brand equity issue, so internal governance is just as important as external compliance," he says.

On the market for less than a year, Sailpoint's Compliance IQ seems a product whose time has come. Industry analyst group IDC expects the worldwide market for compliance software to reach nearly \$2 billion by 2010.

This article is reprinted from the Austin Business Journal, Volume 27, Number 37, Nov.30 - Dec. 6, 2007, page B10.