

2008 North American Identity Management Technology Innovation of the Year Award**SailPoint Technologies, Inc.**

The 2008 Frost & Sullivan North American Technology Innovation of the Year Award in the field of Identity Management goes to SailPoint Technologies in recognition of its innovative approach to developing an identity management solution that efficiently addresses regulatory compliance issues. SailPoint's IdentityIQ represents a comprehensive identity risk management solution that leverages a business intelligence approach to quantify risk associated with users and processes.

Technology Relevance in the Market Place

Regulatory compliance is a top priority for all companies, large and small alike. In general, corporate and accounting scandals of the recent past have also influenced the creation of more rigorous regulatory standards from governments and financial authorities across the world. In particular, legislation such as the Sarbanes-Oxley Act in the United States has highlighted the need for more controls and accountability from publicly listed businesses. Top corporate management is now directly accountable for the accuracy and integrity of the company's financial disclosures. All these trends have helped transform the way information security and identity management is being viewed.

As organizations grow and the level of automation increases, it is becoming increasingly difficult to maintain and manage the large number of users and their entitlements. Identity management is becoming increasingly important in mitigating this challenge and ensuring compliance and enforcing the strict controls required for regulatory oversight. Many current user management models follow a silo-based approach, with each business process and the applications they use being managed by different system administrators, which results in a complex (i.e. many-to-many) relationship model.

An identity management solution automates the various entitlement functions such as access control, account creation and deletion, etc. by creating a unified platform which is visible across the organization. Most identity management solutions are more

sophisticated versions of user provisioning systems that do not take into consideration business roles and compliance automation requirements. Disconnect between the enterprise information technology (IT) unit and the operating business unit hinders efficiency as well as the requirements of regulatory compliance.

How the Technology Works

SailPoint Technologies has addressed such challenges by incorporating identity governance techniques along with a risk-based approach into its identity management solution known as IdentityIQ.

The IdentityIQ solution provides role management, access certification, policy enforcement, and activity monitoring abilities in a single identity governance platform to provide insight and decision making support on a real time basis. SailPoint's solution provides the above mentioned services using data collected and aggregated into identity cubes, an innovative approach to storing information about a particular user. The identity cube is a multi-dimensional representation of a managed user that gives information about the activity, business role, entitlements, historical data, and the associated risk score. Based on advanced patent pending technologies, the IdentityIQ solution gathers technical data stored all over the organization and aggregates it into this multi dimensional data structure for use in risk-based identity management.

The use of identity cubes is a part of the identity intelligence approach used in SailPoint's solution. The use of information gained by collaboration with the audit, business, and IT teams is vital in the formulation of a risk-based analytic framework. The risk per user is calculated using factors like access type or how many high risk resources do users have access to, policy conformance information, business role, user history, and management review criteria. Policy conformance factors look at whether a user has access that will violate any control structure, and the business role factors are determined by the risk level inherent in a user's job function (e.g., IT administrator). Users with previous violations and long gaps in access certifications are given higher scores and placed in higher risk categories. System, application, and database administrators are given high scores by virtue of fact that these users have elevated privileges and typically have access to shared accounts (e.g., UNIX root). Access certification improves the chance of detecting users with more access entitlements than required, a situation which arises out of role changes within the organization. Users with longer gaps between access certifications have a higher risk. Thus a combination of such factors leads to a weighted score that can be employed to manage user access and develop strategies, which can mitigate any potentially damaging situation.

SailPoint provides information in a compliance dashboard that is available to compliance and audit staff, line of business users and IT supervisors for appropriate action. The dashboard provides querying, reporting and analytic tools. It has customizable views for different users and provides for a user-friendly experience for both IT and business users. This is important because of the amount of time business users spend in ensuring compliance is billable expense to an organization and hence must be as low as possible.

SailPoint recently announced IdentityIQ 3.0, which features a self-service interface designed to empower business users to request or change access privileges as needed; a new flexible role framework for defining business and IT roles that map to any organization's unique business structure, rather than requiring organizations to conform to a vendor's prescribed model for roles; and a new access certification option that allows "continuous" access review, where any new privileges or changes to existing privileges are immediately presented for review and approval.

Company Background

SailPoint Technologies was founded in late 2005 by veterans from the information security industry. The company is privately funded and backed by venture capitalist firms like Austin Ventures, Lightspeed Venture Partners, Silverton Partners, and Origin. SailPoint has also partnered with Computer Associates, IBM, Novell, Oracle, and Sun Microsystems to ensure seamless integration and interoperability with their respective solutions.

Conclusion

The IdentityIQ solution takes an innovative approach to identity management by adopting business intelligence and identity intelligence techniques like identity cubes and providing a comprehensive data model upon which risk analytics can be used for compliance management. Frost & Sullivan is therefore pleased to present SailPoint Technologies, Inc. with the Award for Technology Innovation for its achievements in developing this innovative identity management and compliance solution.

Award Description

Frost & Sullivan's Technology Innovation Award is bestowed upon a company (or individual) that has carried out new research, which has resulted in innovation(s) that have or are expected to bring significant contributions to the industry in terms of adoption, change, and competitive posture. This award recognizes the quality and depth of a company's research and development program as well as the vision and risk-taking that enabled it to undertake such an endeavor.

Research Methodology

To choose the award recipient, Frost & Sullivan's analyst team tracks innovation in key hi-tech markets. The selection process includes primary participant interviews and extensive primary and secondary research via the bottom-up approach. The analyst team shortlists candidates on the basis of a set of qualitative and quantitative measurements. The analysts also consider the pace of research and technology innovation, and the significance or potential relevance of the innovation to the overall industry. The ultimate award recipient is chosen after a thorough evaluation of this research.

Measurement Criteria

In addition to the methodology described above, there are specific criteria used to determine the final rankings. The recipient of this award has excelled based on one or more of the following criteria:

- Significance of the innovation(s) in the industry, and across industries (if applicable)
- Potential of the products of innovation(s) to become industry standard(s)
- Competitive advantage of innovation vis-à-vis other related innovations
- Impact (or potential impact) of innovation(s) on company or industry mind share and/or company bottom line
- Breadth of intellectual property related to the innovation(s), that is, patents, scientific publications, papers in peer-reviewed journals.

About Best Practices

Frost & Sullivan Best Practices Awards recognize companies in a variety of regional and global markets for demonstrating outstanding achievement and superior performance in areas such as leadership, technological innovation, customer service, and strategic product development. Industry analysts compare market participants and measure performance through in-depth interviews, analysis, and extensive secondary research in order to identify best practices in the industry.

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