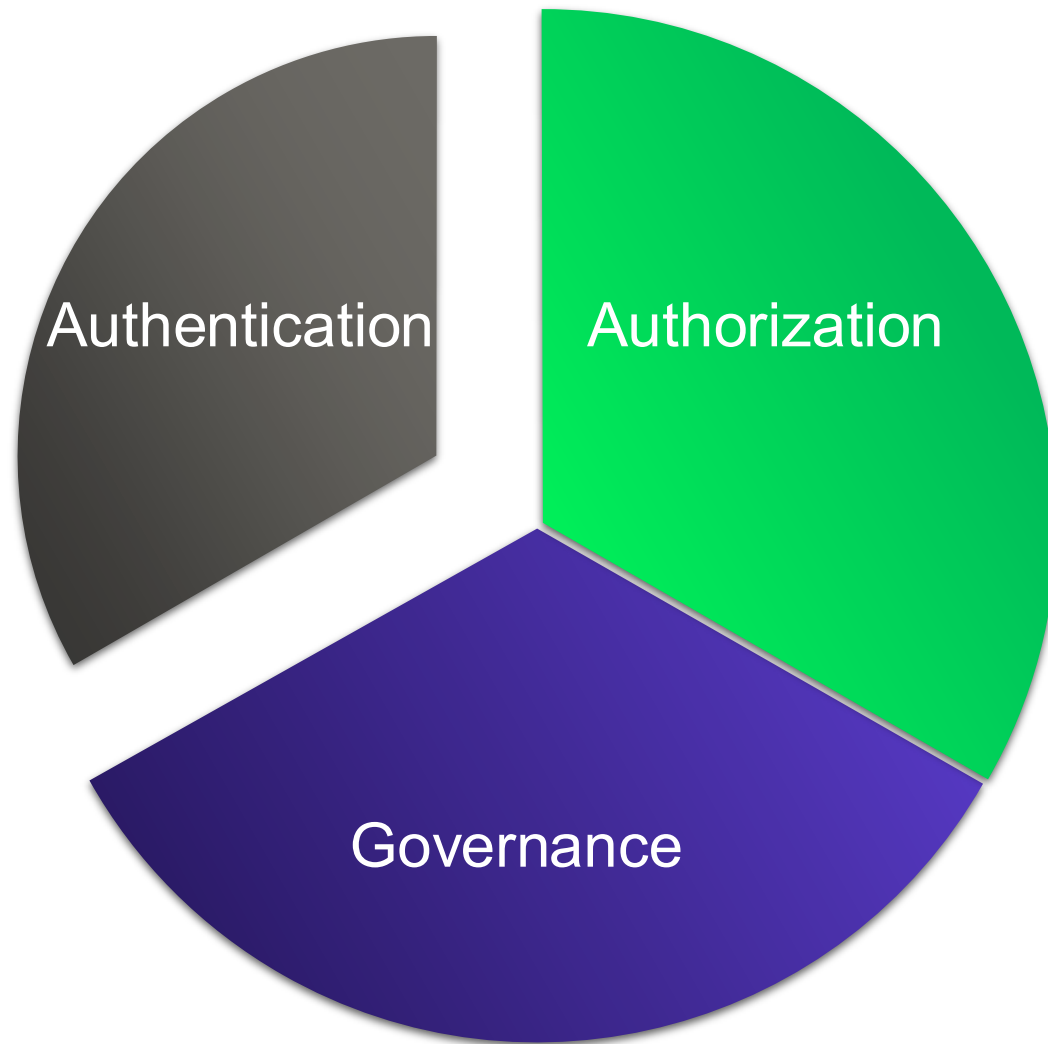


# Wissen ist die beste Verteidigung – Was wissen Sie über deine Identitäten??

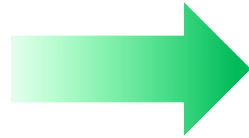
Andreas Knof, Enterprise Account Executive

# Identity & Access Management & Identity Security



Effective identity-first security is built on authorization with governance

# Authorization used to be simpler

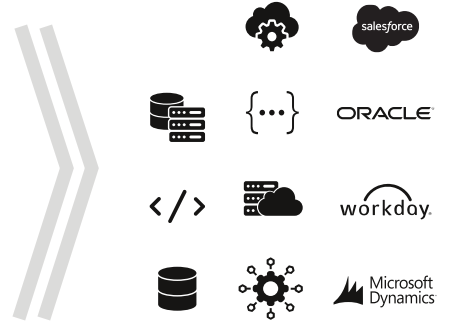


# Complexity causes context to be lost

## Explosion of identities

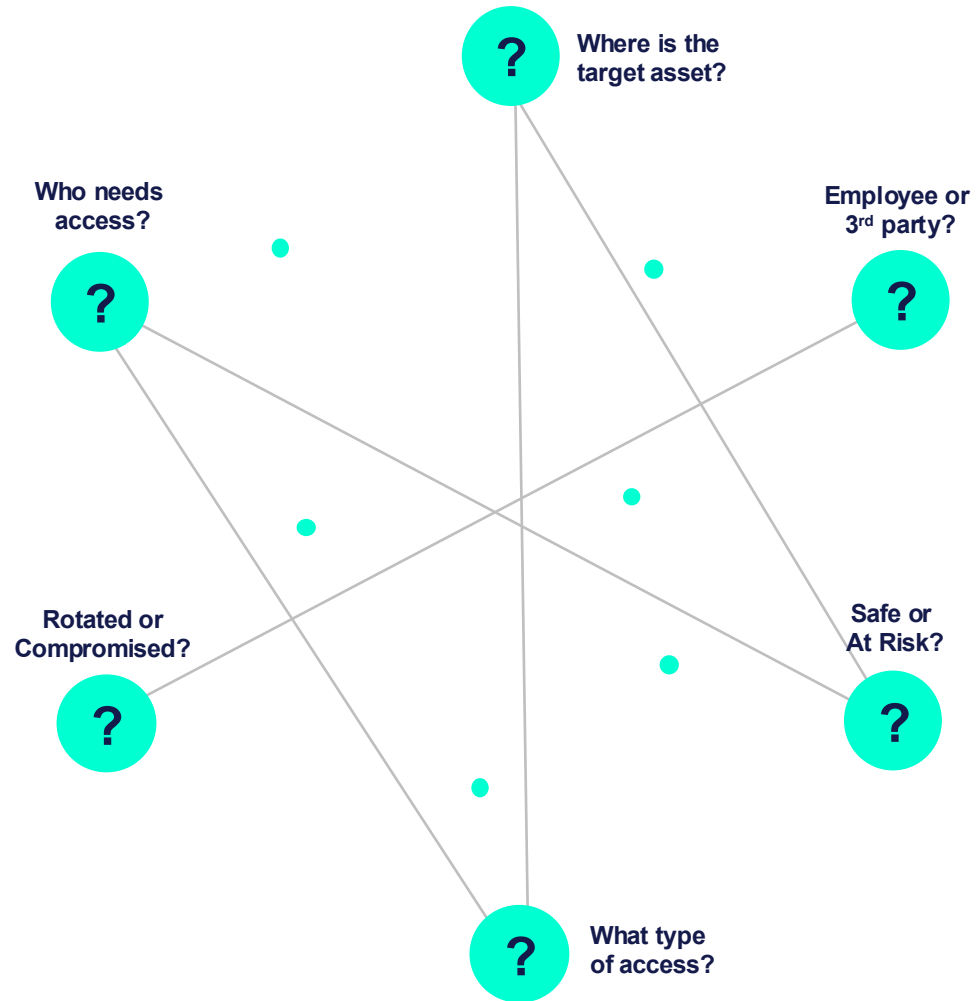


## Explosion of endpoints

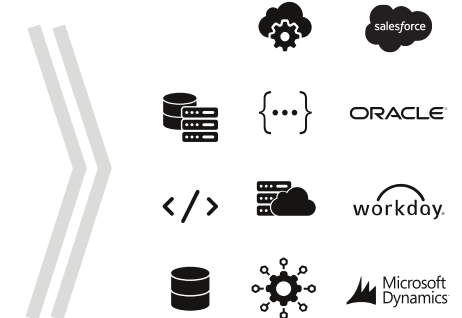


# Complexity causes context to be lost

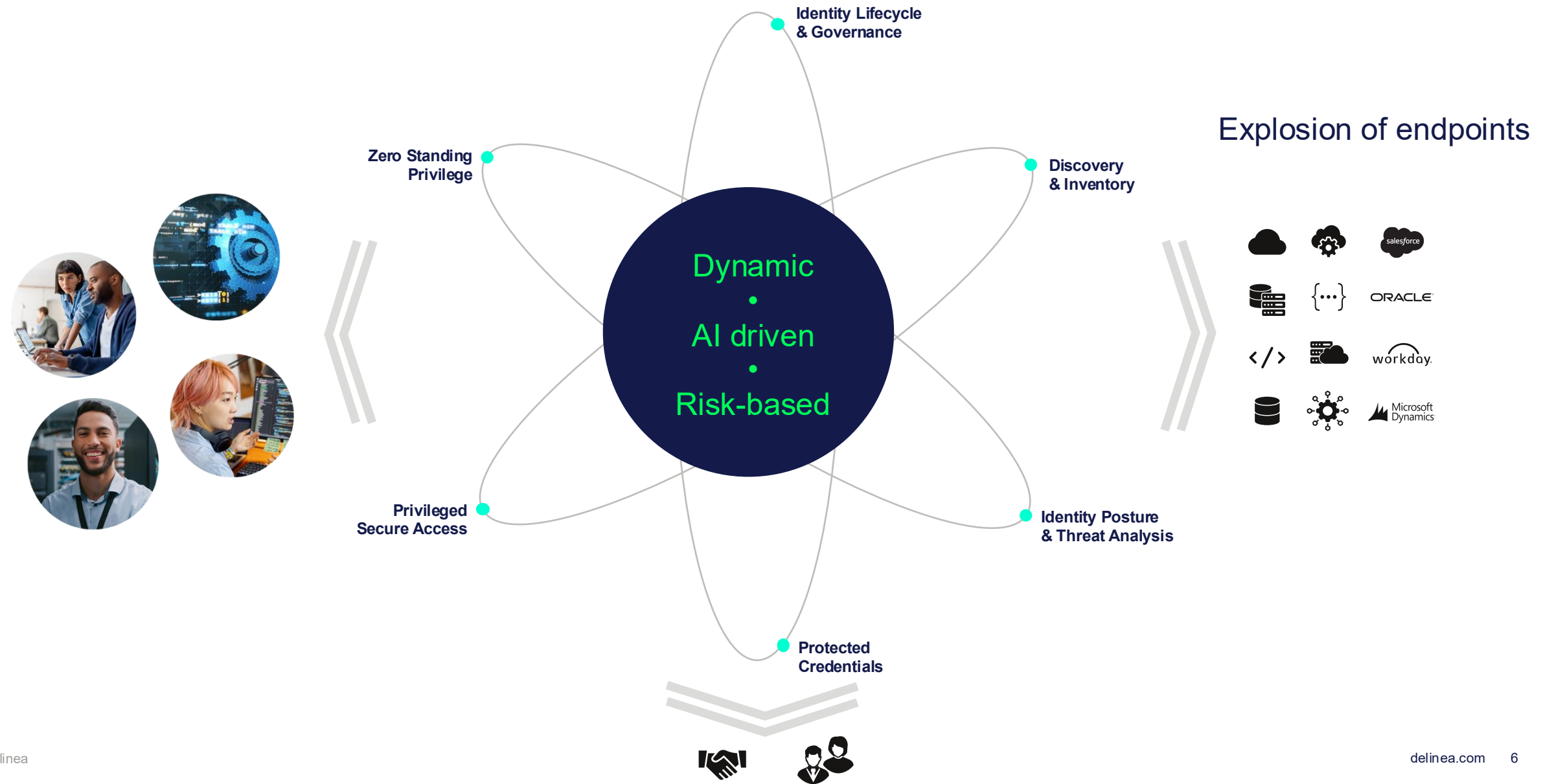
## Explosion of identities



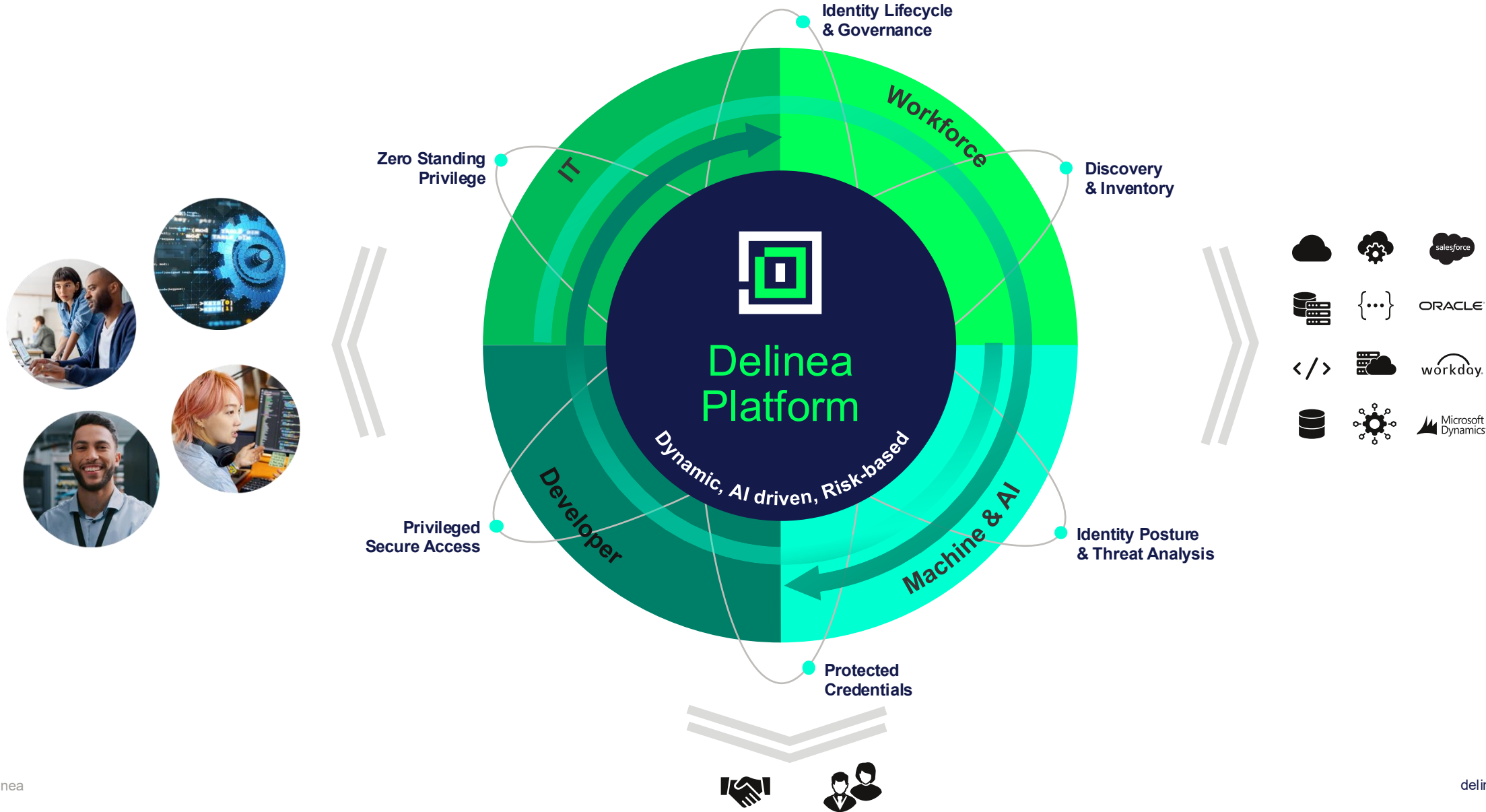
## Explosion of endpoints



# Effective identity security strategy

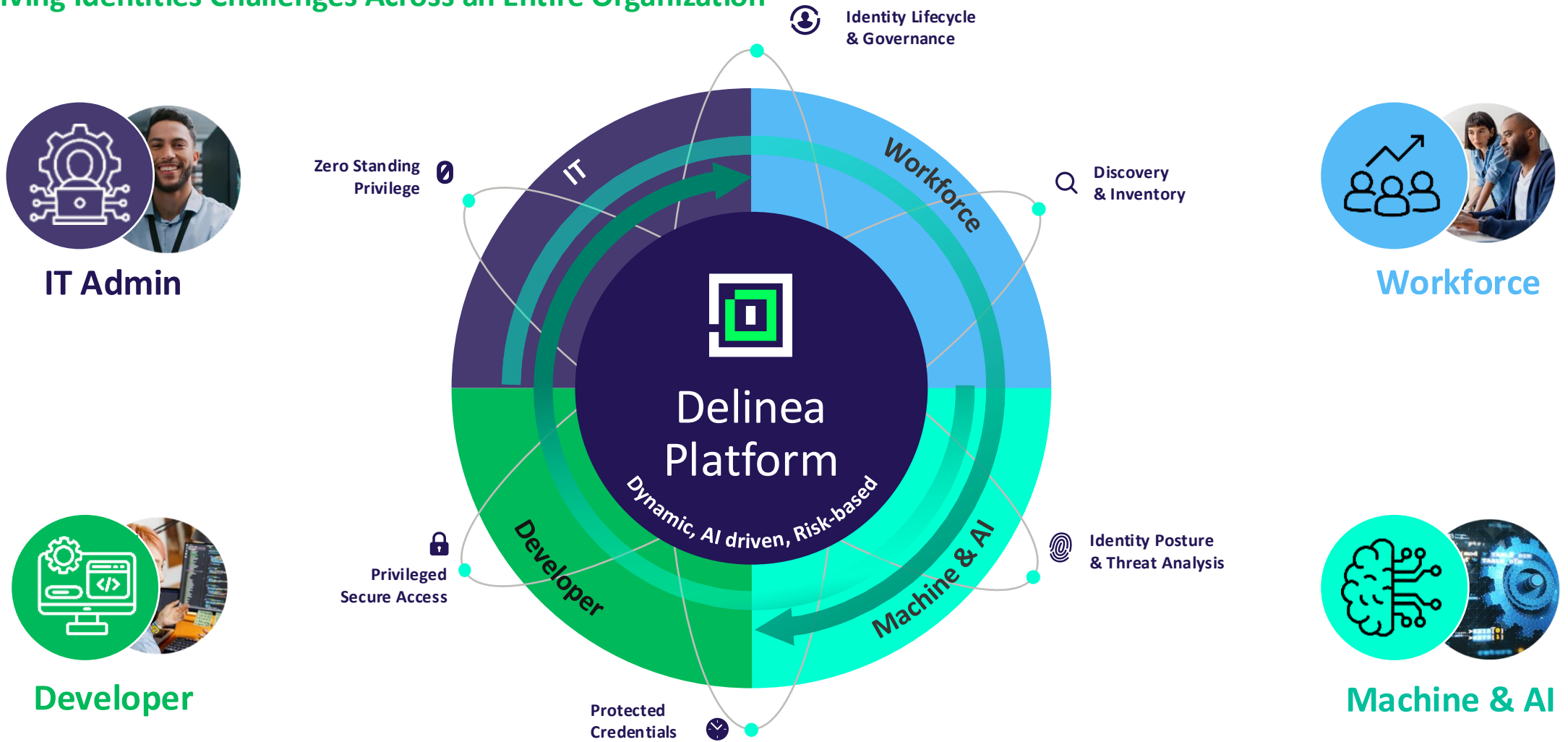


# Seamless, intelligent, centralized authorization to secure identities at every interaction



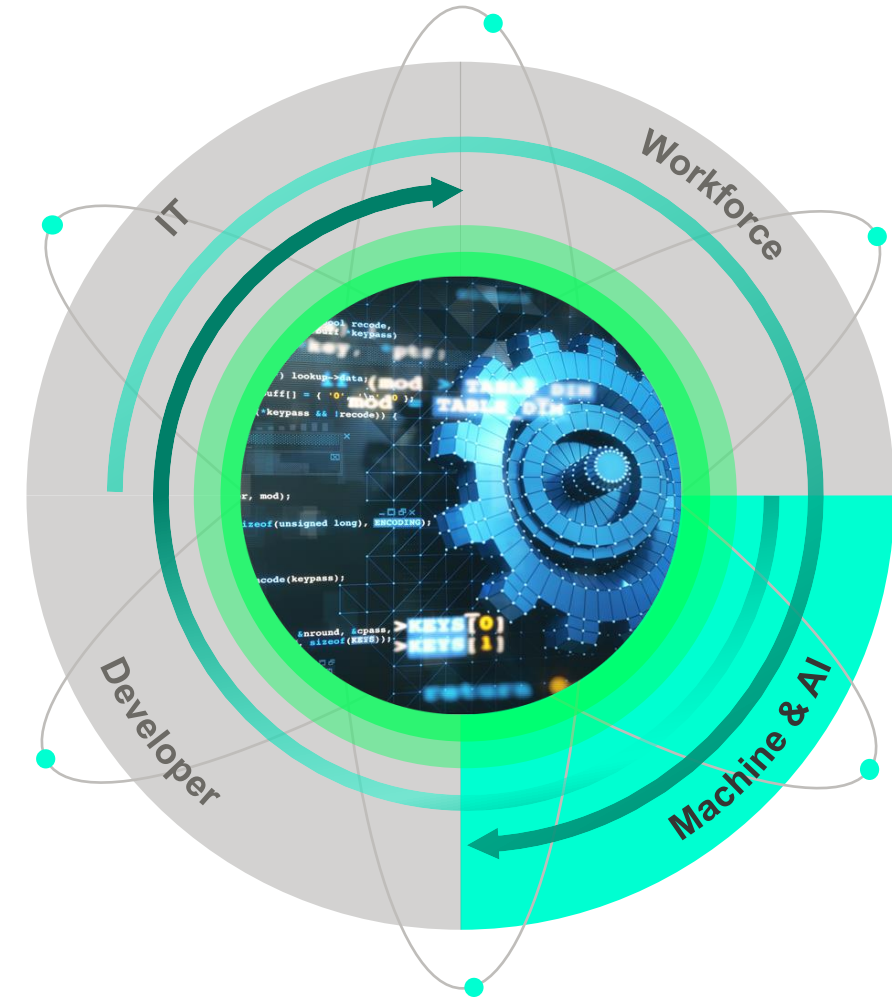
# The Unified Delinea Platform

Resolving Identities Challenges Across an Entire Organization

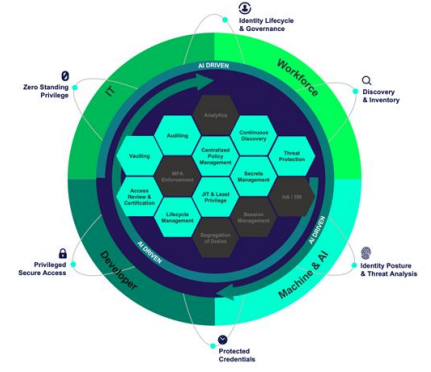


# What are AI & machine identities

- Organizations are comprised of different identity types: IT admins, workforce, developer, and **machine & AI identities**
- **Machine identities** refer to the digital identities of devices and workloads, such as virtual machines and applications, used in automated processes.
- **AI identities**, also a **type of machine identity**, leverage other machine identities to interact with systems and perform tasks autonomously at times.
- A compromised **Machine or AI identity** may allow unauthorized access to automated systems and sensitive data, undermining their integrity and security.



# The Delinea approach: Build off existing identity security strategy and capabilities



## Discover AI

Find customer unsanctioned use of AI



## Vault AI

Automate and simplify



## Secure AI

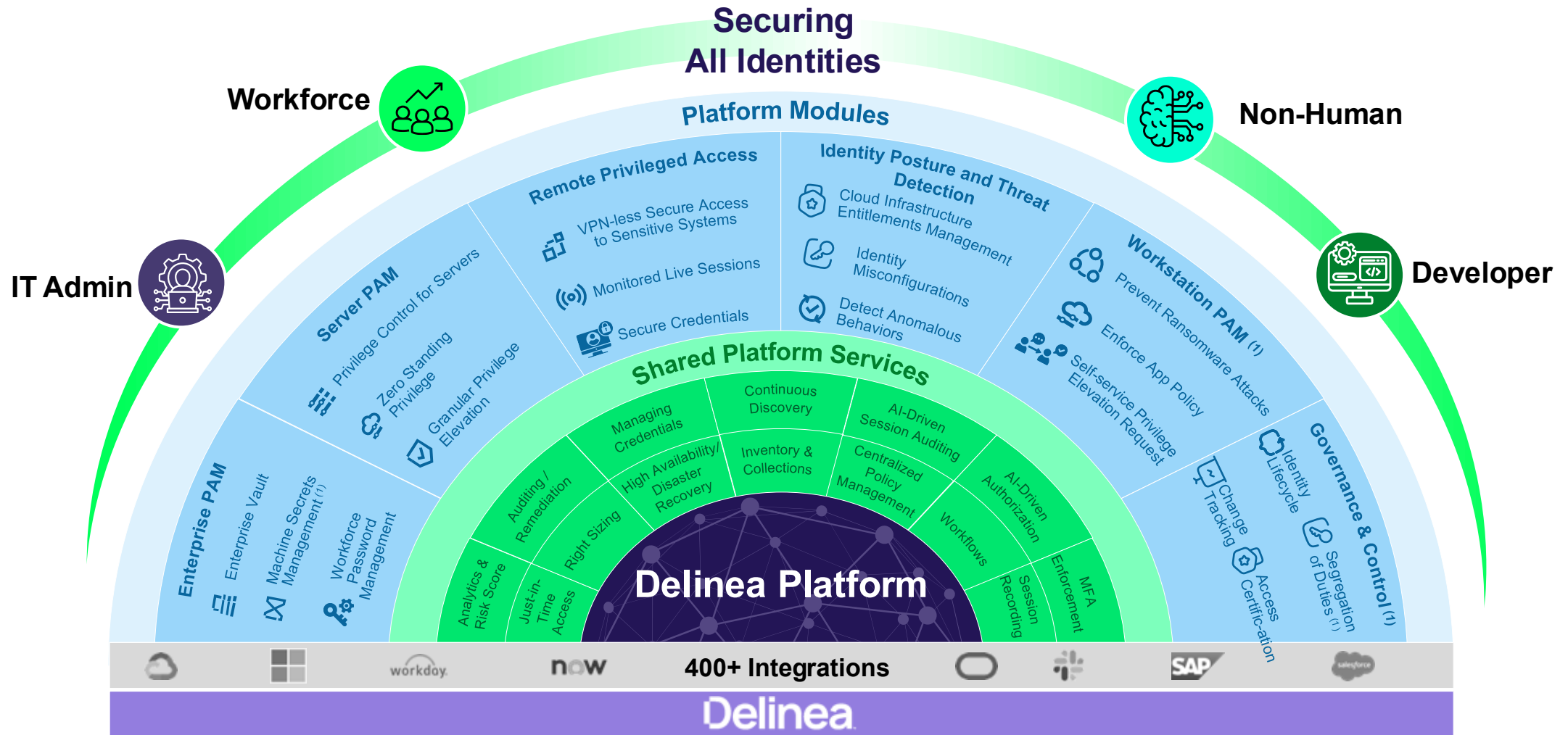
Securing AI Infrastructure



## Right Size AI

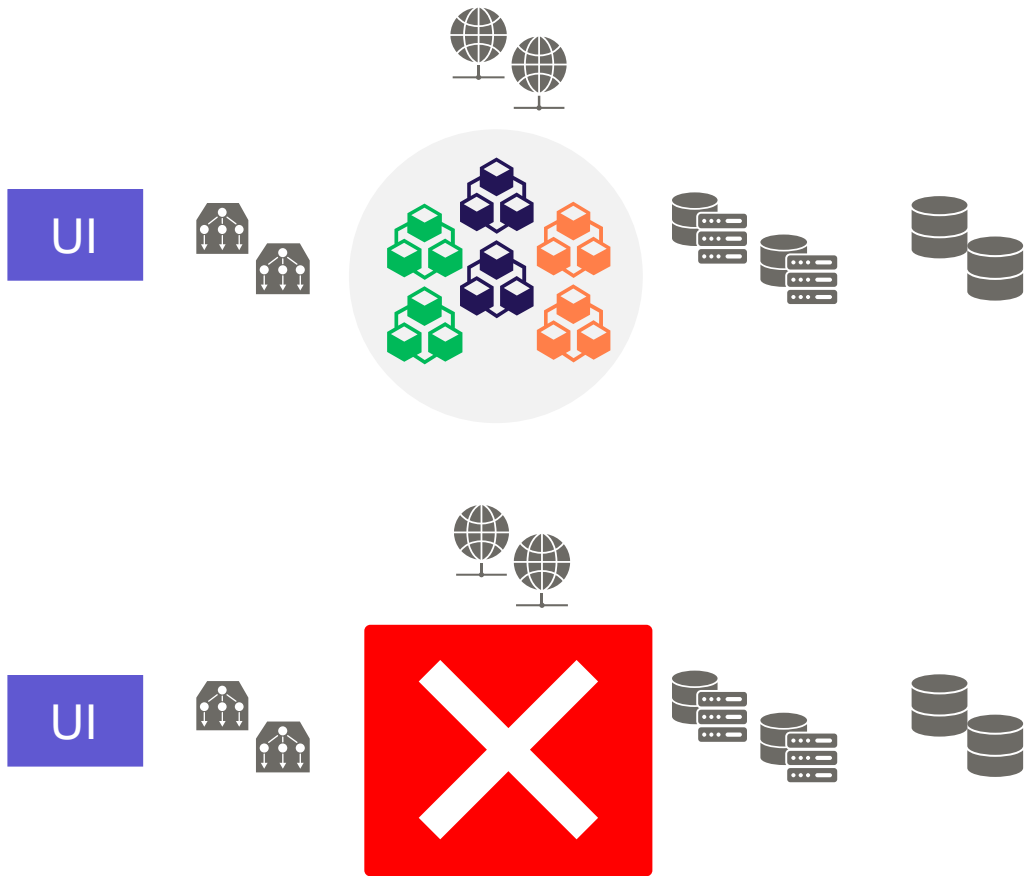
Enforce least privilege on AI agents

# Strong Investment to Deliver Comprehensive Platform for Securing All Identities



# Delivering security and reliability at scale

How is the Delinea Platform built for security and reliability



	Other PAM vendor	Delinea
Uptime	???	✓ 99.995%
Downtime during upgrades	15 mins	✓ None
Scalability	Vertical with downtime	✓ Auto-scale vertically and horizontally
Code to Production	4 weeks	✓ 30 min

# Why Delinea

Seamless, intelligent, centralized authorization to better secure the modern enterprise

## We make you more secure



Accelerated adoption through seamless authorization controls

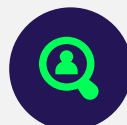


Detect & address identity threats in real-time

## We make you more productive



Deploy in weeks, not months



Requiring 90% fewer resources to manage than the nearest competitor

## We futureproof identity security



99.995% uptime & zero downtime upgrades



Code to production in 30 minutes

## Leader

IN ALL 5 MAJOR PAM ANALYST REPORTS IN 2024



## 9,000+

CUSTOMERS



## 4.8 / 5

CSAT RATING



## 900+

5-STAR GARTNER PEER REVIEWS



## 400+

INTEGRATIONS, TEMPLATES, & TOOLS



# Gartner Peer Insights

Reviews ★★★★★

March 6, 2025

## **Navigating Delinea's Cloud Platform Deployment: A Seamless Experience**

Reviewer Function: IT Security and Risk Management

Company Size: 250M – 500M USD

Industry: Services (non-Government) Industry

March 6, 2025

## **Redefined User Experience: The Ease of Using PAM Solution**

Reviewer Function: IT Services

Company Size: 50M – 250M USD

Industry: IT Services Industry

March 13, 2025

## **Delinea Secret Server: Keep Track of those Service Accounts**

Reviewer Function: IT

Company Size: 1B - 3B USD

Industry: Media Industry

March 14, 2025

## **Delinea: The Stable SAAS Solution with End-User Satisfaction**

Reviewer Function: IT Security and Risk Management

Company Size: 30B+ USD

Industry: Energy and Utilities Industry



# Thank You.

**Delinea**  
Securing identities at every interaction