



SailPoint Product Vision and Roadmap

Dan Martillotti, Sr Director Product Management

June 2020



The information provided in this presentation is confidential and is provided for general understanding and guidance only.

This presentation may contain forward-looking statements within the meaning of the federal securities laws, which involve substantial risks and uncertainties, and are based on management's beliefs, based on currently available information. Actual results could be materially different.

The development, release, and timing of any features or functionality described for our products that are not currently available remains at our sole discretion on a when, and if available, basis and may not be delivered at all and should not be relied on in making a purchasing decision.

SailPoint Product Vision

Identity Governance in 2020

Adoption of cloud and SaaS continues to accelerate

Need to secure and govern every point of digital access

Increasingly complex regulatory environment

Human-based approach to identity can no longer keep up

SailPoint's Vision for the Future

Identity is powered by artificial intelligence and machine learning to enable the increasingly automated and digital enterprise

SailPoint's Vision for the Future

Access is delivered in an agile, secure and compliant manner across all identities (human, machine, bot, services, etc.) and all applications, platforms and data

SailPoint's Vision for the Future

Creation and maintenance of access models and policies is automated to streamline identity administration

SailPoint's Vision for the Future

Activity monitoring and user behavior data is used to discover and flag anomalies and improve the application of controls

SailPoint's Vision for the Future

Risk is dynamically assessed in real-time to support autonomous decision-making by the identity governance platform

SailPoint Predictive Identity™



**Manage
Risk**

**Adapt security to
your changing
organization**



**Govern
Smarter**

**Understand access
with intelligent
predictive modeling**



**Increase
Efficiency**

**Automate identity
processes using AI-
driven recommendations**

SailPoint Identity™ Services

IdentityNow

Provisioning



Access Request



Password Management



Access Certification



Separation of Duty



Access Insights



Access Modeling



Recommendation Engine



Cloud Access Management



Workload Privilege Management



SailPoint IdentityIQ®



Compliance
Manager



Lifecycle
Manager



File Access
Manager

SailPoint Identity™ Services

Password
Management



Access Insights



Access Modeling



Recommendation
Engine



Cloud Access
Management

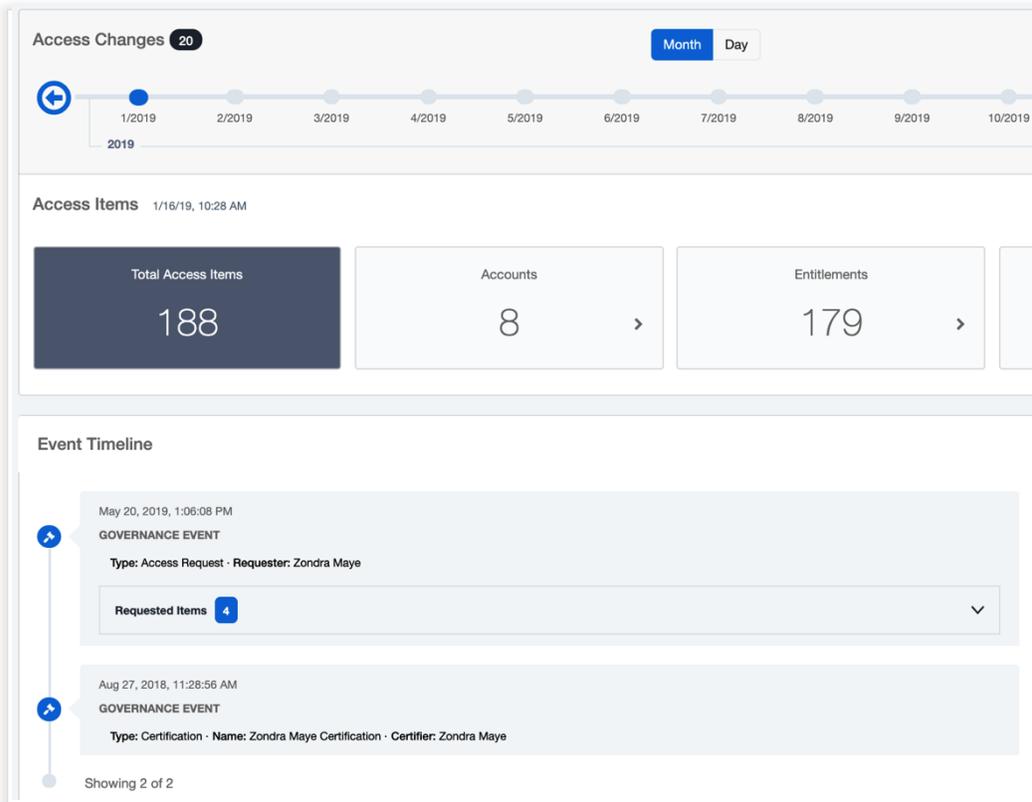


Workload Privilege
Management



Access Insights

Make better and faster access decisions



Access History

Track user access over time and gain visibility of historical access patterns

Data Explore

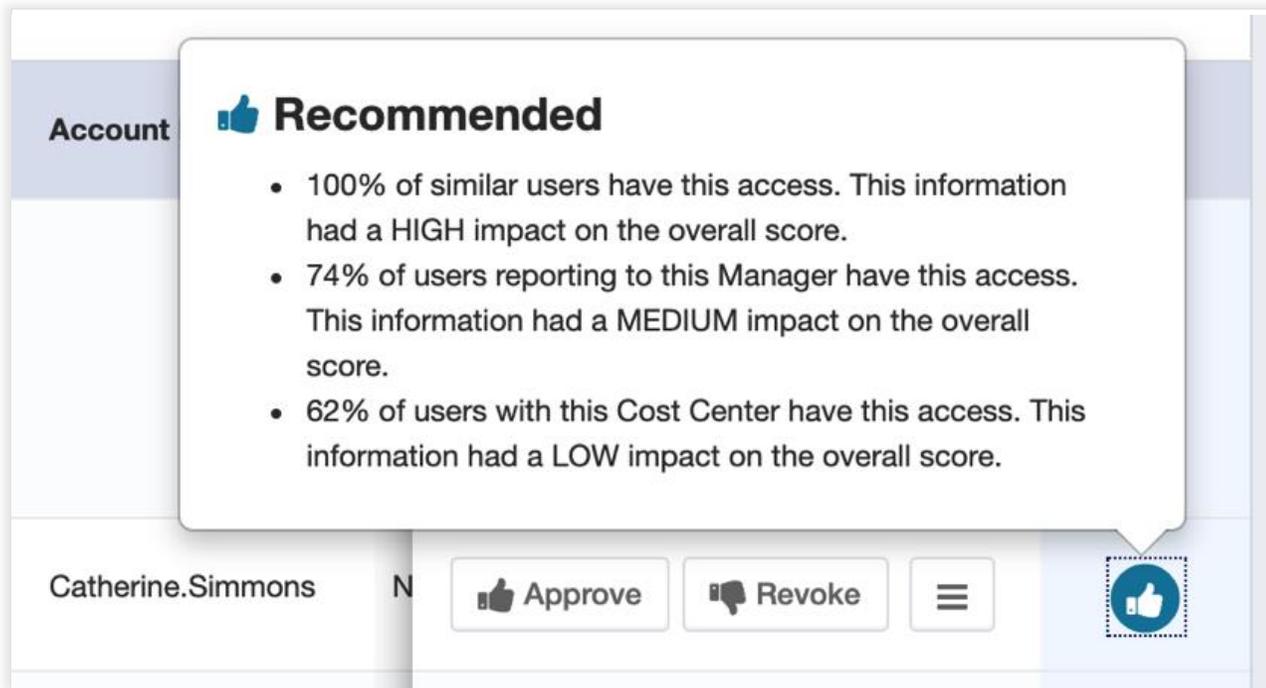
Query and filter by different access types, attribute changes, and governance events

Data Analytics

Visualize identity data via customized dashboards and analytics

Recommendations

Make intelligent, automated identity decisions



Intelligent Access Decisions

Recommendations help users decide if access should be approved or removed

Surface High Risk Access

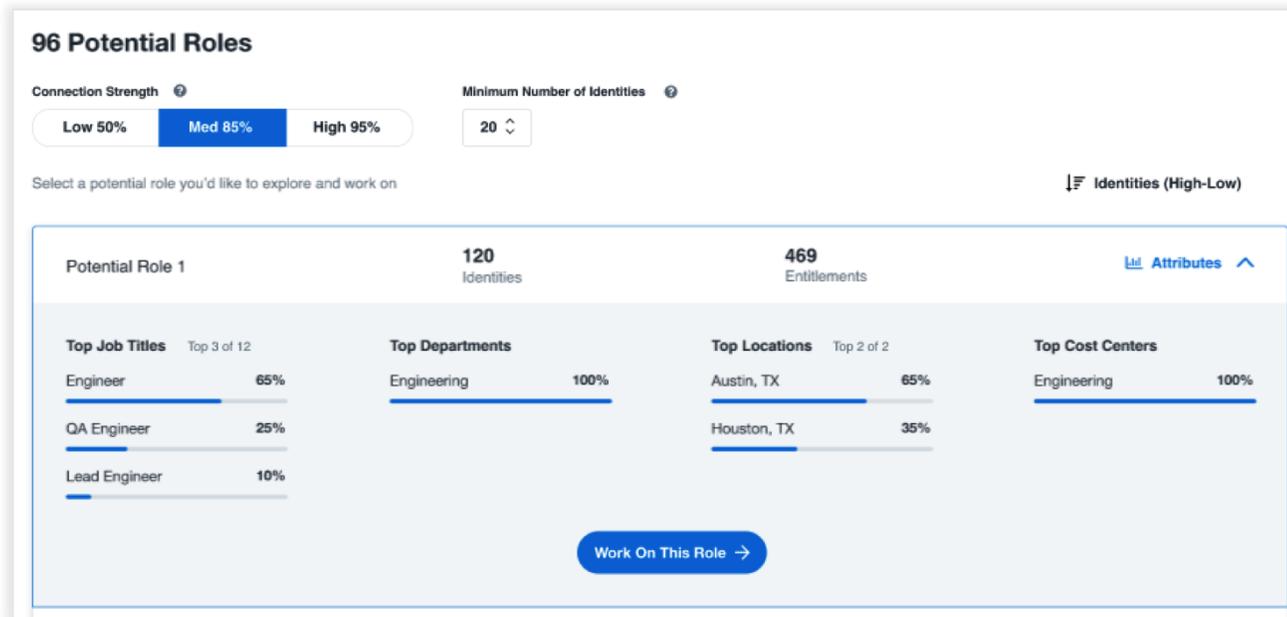
Identify users with access that is outside the norm or is high risk

Auto-accept Recommendations

Automatically accept recommendations that are designated as low risk

Access Modeling

Quickly define and shape your identity program



Peer Group Analysis

Build peer groups based on user attributes and access patterns

Role Identification

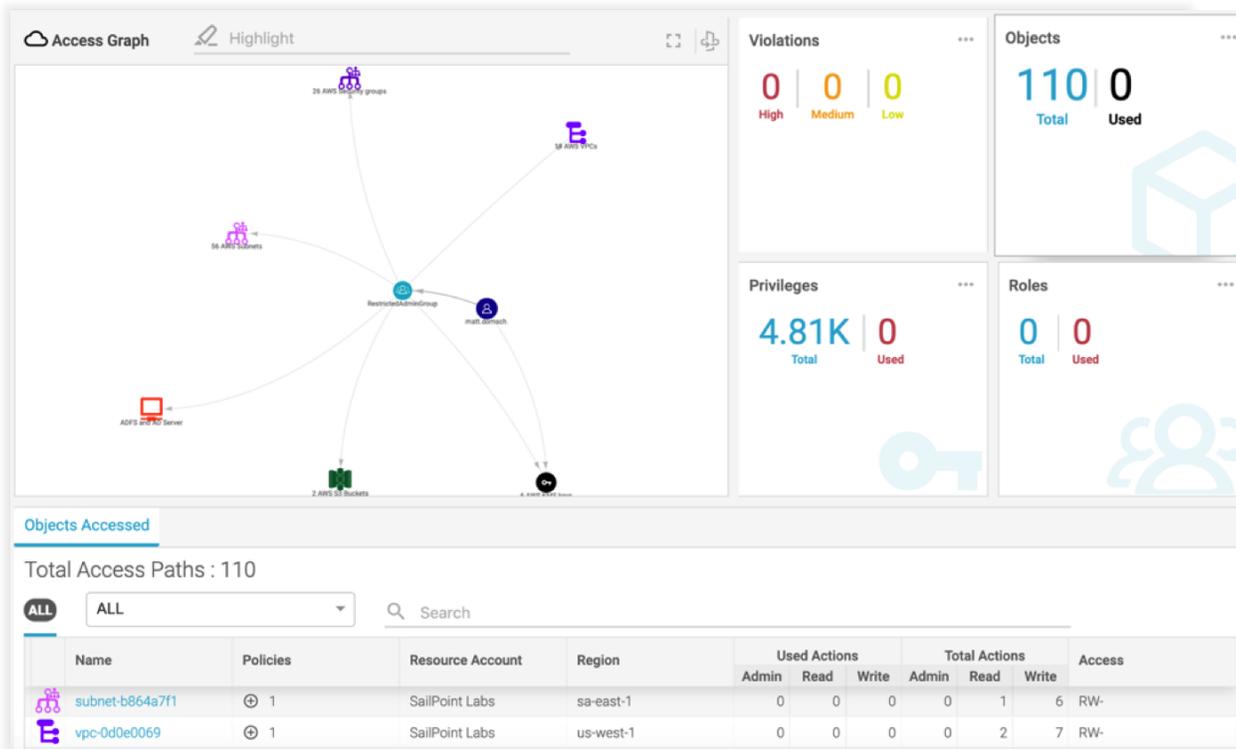
Identify clusters of like access that suggest a common role and who should be assigned

Outlier Detection

Identify individuals with access that is an outlier to the norm or potentially risky

Cloud Governance

Real-time access visibility and control across cloud platforms



Multi-cloud Governance

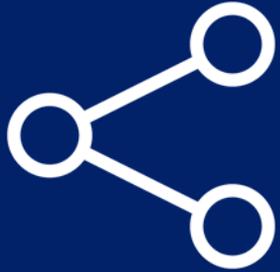
Centrally manage and control access to AWS, Azure, and Google Cloud Platform

Access Monitoring

Continuously monitor, alert and block suspicious or high-risk access

Workload Privilege

Lock down privileged access to critical infrastructure and applications



Extensibility

Expand Capabilities
Through Connected
Systems

Easy Integration with SaaS Platforms

Deliver secure, scalable APIs for search, certification reviewer functions, source, and rule management



New and Improved Connectors

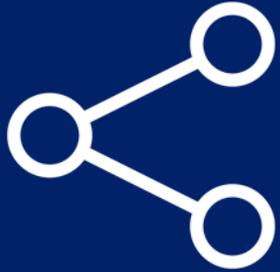
New connectors for Slack, Zoom, Epic, MS Teams, Jira by Atlassian, and SAP SuccessFactors



Workflows Extended to External Systems

Integrate using event hooks to enable workflows for provisioning and certifications





Extensibility

Expand Capabilities
Through Connected
Systems

Connected applications

Workday Student

Workday Academics

Microsoft Dynamics

Ultimate Software – UltiPro

Oracle ERP cloud



workday.

Student



UltiPro®
— by ULTIMATE SOFTWARE —



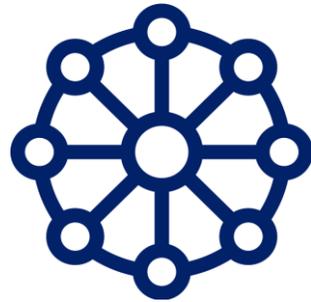
ORACLE®
ENTERPRISE
RESOURCE PLANNING
CLOUD

SailPoint Product Road

SaaS Roadmap Investment Pillars



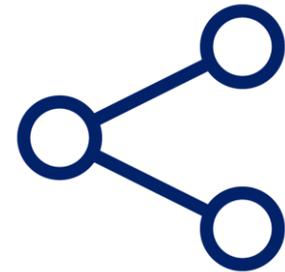
**Enterprise
IGA**



**AI and Machine
Learning**



**Cloud
Governance**



**Platform
Extensibility**



Enterprise Identity Governance

Market Leading
IGA-as-a-Service

Enhanced Certification Experience

Cert scheduling, role composition certifications, campaign configurability, and sunset support

Complex Access Models

Support complex access models and permissions, and customized provisioning tasks

Flexible and Granular Access Requests

Time-bound access requests, access request scoping, and entitlement support

Preventative Separation Of Duties

Detect SoD violations during access requests

Govern Non-Employees Through Their Lifecycle

Non-Employee identity creation & governance

Scoping of Administrator Responsibility

Restrict admin control by department or line of business



Advanced Automation

Automation Using AI and Machine Learning

Continuous Access Management Using AI

Proactively maintains roles within your organization to keep access up-to-date

AI-Based Recommendations for Access

Recommends access to request

Automated Certifications

Addresses certification fatigue by filtering items needing manual intervention



Cloud Governance

Secure and Govern
Access to IaaS Platforms
and Workloads

Enforce Least Privilege

Visibility of excess privileges at role and user level

Cloud Provisioning and Certification

Automate lifecycle management, certifications, and audits through SailPoint IGA

Privileged Session Brokering

Session brokering on familiar dev tools via native SSH clients, and visibility into credential status

Automation Engine

Quickly discover instances from Cloud Access Manager, and automate credential management in Workload Privilege Manager



Coming in Q3 2020

These items are in active development and are expected to be delivered during the next quarter.

IdentityNow Governance Services

Non-Employee Lifecycle Management

- Full administrative UI for source configuration

Access Request

- Sunset Access Requests via API
- V3 APIs for Approvals

Separation Of Duties

- View violator's conflicting access

Sub Source and Role Admin

- Scoping these administrators by Source

Certifications

- Role Composition Certifications
- Improved Certs over Search experience

Connectivity and Extensibility

Connectivity

- EPIC – Lightweight
- Zoom – support for roles management
- Jira Software – account and group management
- SAP SuccessFactors – CRUD support
- Workday Financials – roles and security group support
- Microsoft Teams – support for access management
- SAP – SNC automated utility for robust deployment
- Active Directory – Support for resource forest topology

AI Services

Access Modeling

- Role Insights – suggested updates to existing roles

Extensibility

- Event Trigger service with subscription capability
- Developer portal for APIs / Event triggers

Cloud Governance

Cloud Access Management

- Support for Single Sign On from customer's IDP
- Org-level onboarding for AWS Accounts
- Mapping of Enterprise Directory Groups to Cloud Roles

Workload Privilege Management

- On demand privileged credentials
- Status of connections

Some SailPoint SaaS services require additional licensing

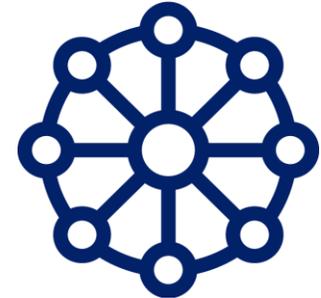
IdentityIQ Roadmap Investment Pillars



**Cloud
Governance**



**Role
Management**



**Automation
Through AI**



**Governance of
Privileged
Accounts**



**Business
Process
Improvements**



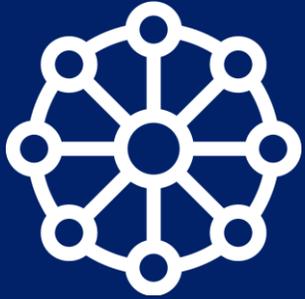
Secure and Govern
Access to IaaS Platforms &
Workloads

Integration with Cloud Access Management

Associate detected cloud access with identities

Ability to grant access to cloud entitlements

Ability to certify cloud access



Advanced Automation

Automation Using AI and Machine Learning

Access Modeling and Insights

Models and proactively maintains roles within your organization to keep access up-to-date

Suggested updated to existing roles

AI-Based Recommendations for Access

Recommends access to request tightly integrated with approval workflow



Role Management

Role Management

New UX to provide application owners better access for creating and maintaining roles

Improve insights into role access and definition

Support for conditional or attribute-based roles

Additional support for Access Modeling



Governance of Privileged Accounts

Extending the PAM Governance Module

Support for container ownership

Automated Lifecycle Management capabilities for ownership and containers

Fine-grained access controls



Business Process and UX Improvements

Audit and Reporting

Making it easier to fulfill audit requests

Required Comments

Option to require comments on access requests

File Access Manager Data Retention and Analysis

Data sanitization by ignoring AV's scans

Exclusion list of users from activity calculation

File Access Manager Data Retention and Analysis

Improved user experience across:

- Access fulfillment
- Manage data dictionary
- SMTP accounts
- Data sources
- and more



Thank You