

## Executive Overview

Simeio is one of the largest Identity and Access Management (IAM) focused Managed Services Providers.

- 700+ identity experts
- 4 Security Operations Centers
- Founded in 2007
- 160 MN+ Identities Protected and Secured
- Industries : Retail, Banking, Hospitality, Healthcare, Government, Higher Education, Insurance s and more.
- Offices in US, Canada, UK, India and Costa Rica

## Product & Service Offerings

Simeio provides identity and access management services encompassing key identity domains IGA, Access Management, Privileged Access Management and Customer Identity and Access Management.

- Managed Services
- Professional Services
- Advisory & Assessment
- Modernization, Optimization & Upgrades

The above services are offered for on premise, cloud and hybrid environments.

## Key Features & Differentiators

- End to end expertise with patented Identity Orchestrator platform to manage IAM services that makes all IAM tools and technologies work better and seamlessly with each other.
- Flexible, standardized, quality & scalable solutions. Built in features perfected with multiple implementation.
- In house IAM Practice with 700+ identity experts, dedicated IAM Recruiting & Training.
- Cost efficiency with IAM focus coupled with automation and scalability for multi use.
- Define, implement, operate A gamut of specialized services within IAM including next gen app onboarding offering.

## Top Industries Served

- Other

## Ideal Customer Profile

- Workforce of more than 10,000 employees
- Global Enterprises with min. revenue of \$1 BN

- Industries Financial Services, Healthcare, Retail, Travel & Tourism, Oil & Gas

## Qualifying & Technical Questions

- Is there an interest in cost reduction or converging IAM operations (Managed
- Do you need help setting a vision for IAM for your Enterprise?
- We find that the average enterprise has 15 Applications to manage and maintain their Identity Fabric. Would you like to hear more about extracting value and orchestration across these tools?
- Do you feel that the security policies and processes are impacting the productivity and experience of users?
- For regulated companies do you have a backlog of audit findings pertaining to the security and non compliance of your user accounts?

## Elevator Pitch

Simeio secures and protects workforce and customer identities for enterprises by managing their end to end identity and access management programs. With 700+ identity experts with expertise in key identity domains and certified in the best and latest IAM tools and technologies, Simeio provides world class managed services with its identity orchestration platform Simeio Identity Orchestrator.

## Objections & Rebuttals

- 1. I need a partner that has global reach.**
- 2. How is Simeio different than xxx ?**
- 3. Simeio bringing its own IP in the organization will create a permanent dependency on Simeio**
- 4. Why wouldn't I just work directly with the software vendor, they have a SaaS offering?**
- 5. Why wouldn't I just do this all in house?**
- 6. Why should I trust working with Simeio?**

1. Simeio while headquartered in North America is a Global Company that supports clients around the clock with Managed, Professional & Advisory services for IAM domains of Access Management, Privileged Access Management, Customer Identity Access Management, and Identity Governance & Administration
2. Simeio has the largest team of IAM professionals and decades of experience in providing solution and services to almost every business scenario and use case. Simeio has also developed an IP in form of Identity Orchestration technology which is capable to bridge gaps in existing IAM technology and process. Additionally, Simeio can provide fully managed IAM services, curated for any business need and ready to be consumed in a subscription model.
3. Simeio IP is designed to provide the orchestration capability and tool for automating processes like application onboarding etc. This tool will not create any dependency for any use cases rather it can be used as an accelerator for IAM technology migration.
4. First, it's very rare that a single software vendor can enable all customer requirements. – Secondly, most customers need assistance in consolidation and/or multi vendor management – Lastly, Simeio partners with these vendors so we can drive integration, co existence, and migration projects.
5. Resourcing its next to impossible to find qualified resources in today's market – Experience Combined center of excellence type experience to bring the best thought leadership to your IAM project gleaned from years of implementation, modernization, M&A and operation activities – Even if you did it in house we all know that talent is difficult to retain you may be able to get things running today, but what happens later when upgrades and security patches are required?
6. Identity projects are expansive, difficult & have high impact as you likely already know. There are several factors that can cause projects to falter. Simeio puts our customers first, listen to feedback and adjust to improve our outcomes. We have a significant

number of longtime customers who are willing to share their Simeio experiences both pleasant and challenges we have faced together.