

INVESTMENT CASE



 **SIRIUM**

PRIVILEGED ACCESS MANAGEMENT REPRESENTS A LARGE 'GREENFIELD' OPPORTUNITY

- We see sales opportunities in mid-tier, upper mid-tier and large enterprises
- Customers are purchasing Osirium technology in a broad range of industries, including retail, the NHS, financial services, higher education, the public sector, leisure and entertainment

PAM IS MAINSTREAM AND A "MUST HAVE" SECURITY CAPABILITY

- Forrester estimated in its 2016 Wave report that 80% of security breaches involved the theft of privileged credentials
- Gartner has estimated that PAM will grow at 27% CAGR through 2020, accounting for 2% of all cyber-security spending and 38% of the IAM market

THE OSIRIUM PXM PLATFORM REPRESENTS NEXT GENERATION PAM

- The PxM Platform is easy to use and deploy, has a light and flexible footprint, and is sold within a SaaS model, giving predictable and repeat revenues

PRIVILEGED TASK AUTOMATION AS A DIFFERENTIATOR

- Osirium excels at automating frequently repeated or complex tasks that need to be performed by privileged accounts
- Automating these tasks significantly reduces the risk of security breaches as well as delivering time and cost savings

OSIRIUM PRESENTS A 'STICKY' DEPLOYMENT MODEL

- Osirium customers increase their adoption of the technology with a land, expand and renew model

RECURRING USE PATTERNS BY INDUSTRIES

- Uptake of Osirium solutions is driven by recurring use cases such as countering threats from staff inside the business, managing access from third parties, and demonstrating rigorous compliance with regulations like GDPR

RESELLER CHANNELS ARE INCREASINGLY DEMANDING A PAM SOLUTION FOR THEIR CYBERSECURITY PORTFOLIO

- The markets for established security technologies like Identity Access Management and Endpoint Security are increasingly mature; the market for PAM solutions is growing rapidly.

OSIRIUM IS RUN BY AN EXPERIENCED LEADERSHIP TEAM, WITH A TRACK RECORD OVER MORE THAN 25 YEARS OF BUILDING SUCCESSFUL CYBERSECURITY BUSINESSES



OSIRIUM TECHNOLOGIES PLC

Theale Court
11-13 High Street
Theale
Berkshire
RG7 5AH

+44 (0) 118 324 2444