SailPoint Expands MSP Offering, Making SailPoint Identity Security Cloud Accessible to Smaller Enterprises

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Program growth will help more organizations create identity security programs grounded in a modern, scalable, AI-fueled platform

AUSTIN, Texas--(BUSINESS WIRE)--Mar. 11, 2025-- SailPoint, Inc. (Nasdaq: SAIL), a leader in unified identity security for enterprises, announced an expansion of its Managed Service Provider (MSP) program, enabling its partners to offer services to a wider set of enterprises. With attackers targeting exposed and vulnerable identities at an alarming rate, strong identity protections are business essential. SailPoint's expansion of its MSP program, originally unveiled in 2024, forges a path for more companies to onboard identity security as a critical function that focuses on entry-level use cases while creating opportunities to grow and mature the program in the future. With the help of SailPoint's current MSP partners (and more to come), this approach enables organizations to scale their identity capabilities appropriately as the business grows.

"Expanding our offerings through our partners allows us to make our identity security solutions accessible to even more businesses, including smaller enterprises," said Dave Schwartz, Senior Vice President, Global Partners, SailPoint. "While some providers opt to offer basic functionality without including a path to long-term success, we believe this is a mistake. SailPoint's MSP partners can provide MSP customers with the same foundational identity security capabilities that it offers other customers while also setting them up to grow the maturity of their identity program over time. We're not offering a stripped-down identity security model. Powered by the same SailPoint Atlas platform, we provide a unified identity security solution for an easy and accessible on-ramp to long-term identity security success, wrapped in the offerings our MSP partners will build on SailPoint. This will include consultation and management of their deployment, allowing the customer to focus on what's important to them: running their business."

"Identity security is a universal challenge," said Ron Mechling, Chief Sales Officer, Simeio. "With so many identities—and so many threats—it's something every modern business needs. Traditionally, only large enterprise customers have had the resources for the most advanced identity security solutions, but SailPoint is turning that paradigm on its head by enabling MSP partners like Simeio to make SailPoint Identity Security Cloud and other identity solutions available to smaller enterprises. The decision to invest in securing organizations of all sizes will allow MSP partners like Simeio to expand into new business areas and could help organizations across a wider range of industries to improve their overall security posture."

"Cybercriminals pose a threat to companies regardless of their size," said Julie Talbot-Hubbard, President, Services and COO, Cyderes. "The expansion of SailPoint's MSP program enables Cyderes to provide a unified cybersecurity solution to even more companies to safeguard access to critical data, applications and machines powered by SailPoint Identity Security."

This partner-exclusive go-to-market initiative enables more MSP partners to use SailPoint tools alongside their own unique strategies and value adds to create tailored solutions for smaller enterprises. SailPoint is already a leading provider of identity security for large enterprises with complex digital environments, and this expanded investment will allow more organizations to embrace the potential of SailPoint's powerful identity security solutions.

Learn more about SailPoint Identity Security Cloud and the SailPoint MSP program.

About SailPoint

SailPoint, Inc. (Nasdaq: SAIL) equips the modern enterprise to seamlessly manage and secure access to applications and data through the lens of identity – at speed and scale. As a category leader, we continuously reinvent identity security as the foundation of the secure enterprise. SailPoint delivers a unified, intelligent, extensible platform built to defend against today's dynamic, identity-centric cyber threats while enhancing productivity and efficiency. SailPoint helps many of the world's most complex, sophisticated enterprises create a secure technology ecosystem that fuels business transformation.

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