

Adapting identity for new risks

Shift from static legacy controls to active
threat management



Introduction

Identity now sits at the center of the enterprise, powering secure growth, intelligent automation, and real-time decision-making. Yet the pace of change has never been faster. For IT executives managing established platforms like SailPoint IdentityIQ®, a clear shift is underway: The bar for identity maturity is rising. The explosion of non-human identities and the proliferation of AI agents has redefined what “secure” means, compelling organizations to move beyond legacy controls and quantify the business impact of their identity programs in terms of cost, risk, and efficiency.

Identity has evolved from a control function to a competitive differentiator. This summary captures the critical risks and market trends facing your identity program. It offers a high-level view of the new risks you face, the strategic imperative to modernize, and the competitive positioning of SailPoint Identity Security Cloud as the platform for future growth and security. For leaders seeking to understand the current state and future direction of identity, this summary provides a strategic overview.

The rising bar for maturity: New risks emerge

Many organizations that once led the pack are at risk of falling behind as new capability thresholds reset what “advanced” means. This regression is not due to reduced efforts but because the requirements for modern identity security — particularly concerning new identity types, are outpacing the ability of legacy systems to adapt.

- **The proliferation of non-human identities:** Today’s enterprise runs on a diverse workforce of not just humans but a rapidly growing population of digital identities — service accounts, RPA bots, and IoT devices. These often-unmanaged identities represent a massive, porous attack surface.
- **The emergence and governance of AI agents:** AI agents are a new class of autonomous actors in the enterprise, accelerating innovation and automating workflows at an unprecedented scale. However, this power introduces significant risk. Ungoverned, these agents create new attack vectors, with 80% of organizations reporting unintended actions from their AI, including accessing unauthorized systems and sensitive data. The core risks stem from hidden identities, rampant over-permissioning, and a fundamental lack of visibility, making each agent a potential point of failure that could lead to data breaches, data exfiltration, and compliance violations.
- **The threat from an evolving market:** Competitors are leveraging modern, cloud-native identity platforms to achieve greater agility and deeper security insights. Relying on legacy infrastructure risks falling behind competitors who can adapt more quickly to new threats and business demands.

Bottom line: The emergence of new, ungoverned identity types is the primary driver of risk. Gaps in capability, particularly around AI agents and non-human identities, will cause even mature programs to stall or regress.

From IdentityIQ to Identity Security Cloud: A strategic evolution

While SailPoint IdentityIQ has long been the gold standard for enterprise identity governance, the modern threat and technology landscape demands a new approach. The strategic path forward lies in modernizing to SailPoint Identity Security Cloud, a platform designed to address the architectural and functional limitations of legacy systems.

The differences are not just operational, but architectural and strategic

Aspect	SailPoint IdentityIQ	SailPoint Identity Security Cloud
Architecture	Single-tenant, on-premises or self-hosted in a private cloud.	Multi-tenant, cloud-native SaaS platform managed by SailPoint.
Deployment Model	Requires significant customer-managed infrastructure, maintenance, and patching.	Zero-infrastructure model with automatic updates and continuous innovation.
AI & Intelligence	Limited, often requiring customizations or add-ons.	Natively integrated AI for recommendations, anomaly detection, insights and more.
Scalability	Scalability is dependent on customer-managed hardware and infrastructure planning.	Elastic, auto-scaling architecture to meet dynamic business demands.
Connectivity	Relies on a library of standard connectors, with custom connectors requiring development.	API-first design with an ever-growing library of out-of-the-box connectors.
Total Cost of Ownership	Higher TCO due to infrastructure, maintenance, and upgrade management overhead.	Lower TCO by offloading infrastructure and operational burdens to SailPoint.

This evolution is not merely a “lift and shift” to the cloud; it is a strategic modernization that transforms the identity program from a system of record to an intelligent, proactive engine for business enablement and risk management.

Market trends and competitive positioning

The market is moving decisively towards a model where identity security drives measurable business value through automation, intelligence, and comprehensive governance. Key trends include:

- 1 Automation as the baseline:** Manual identity processes are no longer viable. Organizations advancing their maturity are aggressively automating to reduce friction and operational costs.
- 2 Advanced capabilities as differentiators:** True leadership is defined by having advanced capabilities, including real-time data synchronization, identity-centric threat detection, unified policy enforcement across cloud environments, just-in-time access, and robust AI governance.
- 3 Quantifiable value:** Leading organizations are 40% more likely to position identity as a strategic enabler and are achieving returns of at least 10x their initial investment by focusing on business enablement, revenue uplift, and cost reduction, not just risk mitigation.

SailPoint Identity Security Cloud is positioned as the platform to deliver on these advanced capabilities. Its unified and intelligent architecture is designed to manage the full spectrum of human and non-human identities, integrate AI-driven insights, and enforce policy across complex hybrid and multi-cloud environments. For organizations currently on IdentityIQ, this represents the strategic path forward to close maturity gaps and transform identity into a competitive advantage.

Managing the transition to cloud identity security with SailPoint Agentic Acceleration™

SailPoint has redefined the modernization journey with the SailPoint Agentic Acceleration — our premier cloud upgrade methodology powered by SailPoint Virtual Architect™.

This methodology acts as the ultimate cost-saver. Driven by SailPoint Virtual Architect, it replaces hundreds of hours of manual discovery and code translation with specialized, AI-powered automation. We have transformed what used to be a highly manual, multi-month IT project into an intelligent, weeks-long automated methodology.

This is precision by design. It architects a flawless, cost-effective transition to SailPoint Identity Security Cloud, while maximizing your return on investment and dramatically accelerating your time to value. [Learn how](#) to accelerate your cloud journey.

Your strategic imperatives

The window for building foundational capabilities to address these new risks is narrowing as complexity accelerates. Organizations must act quickly and decisively to avoid falling behind.

Organizations leveraging IdentityIQ can take strategic steps to position themselves for success:

- 1 **Assess your maturity:** Understand your current capability gaps, especially in AI agent governance and machine identity management to prioritize investments.
- 2 **Build a business case emphasizing business value:** Position identity modernization as a strategic enabler that reduces risk while driving competitive advantage, rather than focusing solely on compliance.
- 3 **Drive continuous capability evolution:** The threat landscape is dynamic. Ensure sustained competitive positioning through ongoing investment and modernization of your identity platform to meet rising requirements.

Conclusion

The identity landscape has shifted, and clinging to legacy systems now represents a critical, unacceptable risk. True resilience in an AI-driven era requires a decisive pivot toward an intelligent, modern identity security framework. By upgrading to a cloud-native platform, you can transform security from a defensive necessity into a powerful driver of business acceleration. **Assess your current identity posture today** and take the first step toward securing your enterprise's future and market leadership.



About SailPoint

SailPoint (Nasdaq: SAIL) is defining the new era of adaptive identity security. In a world where non-human identities now significantly outnumber humans, our AI-powered platform unifies identity, security, and data intelligence to protect today's enterprise from advanced identity-based threats. We deliver the identity solution that spans both the breadth of identities and the depth of context needed to drive real-time access with confidence. Built on principles like zero-standing privilege and contextualized risk, our SailPoint platform transforms identity from a point of vulnerability into a powerful security advantage. Trusted by many of the world's leading organizations, SailPoint secures the enterprise with intelligent, autonomous identity security.

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