

## CORPORATE BACKGROUNDER

# Centrify Corporation

## Centrify at a Glance

- Centrify is a software and cloud security provider that delivers solutions that control, secure and audit access to on-premise and cloud-based systems, applications and devices.
- Corporate Headquarters is in Sunnyvale, California, with field offices throughout the United States. Centrify's European Headquarters is in Bracknell, UK and its Asia-Pacific Headquarters is in Brisbane, Australia.
- Over 3,500 customers, including nearly 50% of the Fortune 50.
- Centrify's product set is the Centrify Suite, an integrated solution that delivers secure authentication and single sign-on, role-based access control, privileged identity management, user-level auditing, mobile device security management, server isolation and encryption of data-in-motion both within enterprise boundaries and externally for cloud infrastructures.
- The company sells its products directly, through OEMs, and through reseller and system integrators worldwide.
- 7x24 worldwide technical support.
- Over \$50 million in Venture Capital raised, making Centrify one of the most well-funded software companies in the identity and access management market. Investors include Accel, Mayfield Fund, Sigma Partners, INVESCO Private Capital and Index Ventures.
- Experienced 75% year-over-year sales growth and profitable in its latest Fiscal Year.
- Technology partners include Apple, Attachmate, Citrix, Hewlett-Packard, IBM, Microsoft, McAfee, Network Appliance, Oracle, Red Hat, SAP and VMware.



## Company Vision

Delivering centralized identity and access management is one of the top compliance and security challenges facing IT departments today. Corporate officers are requiring IT managers to meet a

growing number of compliance requirements. This includes closely managing and auditing who has access to key systems and putting policies and reporting in place to prove it. This task is frustrated by the fact that their environment consists of a diverse set of Windows, UNIX, Linux and Mac systems running a variety of applications, as well as mobile internet devices running Android and iOS. Access to these systems, applications and devices is controlled through multiple identity stores, inefficient processes, and ineffective or non-existent policy enforcement. At the same time, budgetary pressures are forcing them to look for ways to do even more with less.

Centrify's vision is to tie these disparate systems, applications and devices into a secure, connected computing infrastructure with Active Directory at its center. Active Directory is a standards-based, enterprise-class directory that most companies already own. Alternative solutions that can help these organizations consolidate and centralize their identity and access management are highly proprietary, very costly to deploy, lack comprehensive auditing capabilities and require painful changes to their existing IT infrastructure. Only Centrify delivers the complete “3As” of identity management — Authentication, Authorization and Auditing — leveraging Active Directory across the enterprise, and does so for both on-premise and cloud-based systems, applications and devices.

## Customers and Target Audience

More than 3,500 enterprise customers, including nearly 50% of the Fortune 50, have selected the Centrify Suite for its quick-to-deploy and easy-to-manage approach for securing their heterogeneous computing environment. A common profile of these customers is the following:

- Have a heterogeneous network comprised of large numbers of Windows, UNIX, Linux and Mac systems, mobile internet devices running Android and iOS, and a mix of web-based applications and databases from vendors such as IBM, Oracle and SAP as well as Open Source solutions such as Apache and JBoss.
- Are deploying these systems, devices and applications both on-premise and in the cloud.
- Use Active Directory to manage Windows user accounts.
- Have a variety of identity stores that control access to non-Microsoft systems, devices and applications — identity stores that may be only loosely integrated, or un-integrated, with each other and with Active Directory.

Centrify's customers include eight of the largest pharmaceutical firms, some of the world's largest financial institutions and retailers, health industry organizations, higher education, and government at all levels.

## Solution Profile

Centrify is a software and cloud security provider that delivers solutions that centrally control, secure and audit access to on-premise and cloud-based systems, applications and devices — and does so by letting customers leverage their existing infrastructure and know how. Built on a unified platform, the Centrify Suite delivers secure authentication and single sign-on, role-based access control, privileged identity management, user-level auditing, mobile device security management,

server isolation and encryption of data-in-motion both within enterprise boundaries and externally for cloud infrastructures. Over 3500 organizations rely on Centrify's integrated software and cloud-based services to reduce IT expenses, strengthen security and meet compliance requirements. Using the Centrify Suite, customers can:

- **Better comply with regulatory requirements.** Centrify DirectControl allows organizations to centralize user accounts and security policies in Active Directory, thereby enabling organizations to now have a single point of administration from which to control access to key systems, and to maintain password and other policies. Centrify DirectAuthorize centrally manages and enforces role-based entitlements for UNIX and Linux systems. Centrify DirectAudit further enhances regulatory compliance through detailed auditing, logging and real-time monitoring of UNIX/Linux and Windows server user activity. Centrify DirectSecure addresses the need to protect sensitive information by dynamically isolating cross-platform systems and enabling end-to-end encryption of data in motion. DirectManage provides centralized management and reporting tools that give auditors a global view over user access rights, privileges and audit trails.
- **Strengthen security.** Centrify DirectControl enables administrators and end-users to utilize a single Active Directory account for all systems and applications, thereby eliminating the security risks that result when people are required to maintain multiple accounts and passwords. By controlling how users access systems and what they can do, DirectAuthorize enables organizations to lock down sensitive systems and eliminate uncontrolled use of root accounts and passwords. DirectAudit further strengthens security by helping organizations reduce the threat of insider attacks and spot suspicious activity by showing which users accessed what systems, what commands they executed, and what changes they made to key files and data. DirectSecure protects sensitive systems from attack by making them transparent to untrusted, would-be hackers. DirectManage provides the granular access controls, role-based privilege management, and delegated administration features needed by companies who need to enforce a least-access security model .
- **Improve efficiency and productivity.** With Centrify DirectControl, organizations now have in Active Directory a single tool to manage user accounts, provision users, and configure systems. Helpdesk requests for password resets go way down, freeing IT resources for higher-value tasks. With DirectAudit, IT staff can also perform immediate, in-depth troubleshooting by replaying and reporting on user activity that may have contributed to system failures. DirectManage gives IT administrators a single, centralized set of Active Directory-integrated tools with which to manage their UNIX, Linux and Mac systems and applications.

## Technology Differentiation

Centrify takes a clearly unique approach to solving its customers' identity management challenges, delivering a powerful but elegantly simple solution that "does the right thing" for their Windows, UNIX, Linux, Mac, Android, iOS, Java/J2EE and Oracle/DB2/SAP platforms. Customers have chosen Centrify because they have found it to be:

- **A Complete Solution Covering the “3As” of Identity Management:** Centrify delivers more than just Active Directory-based authentication services; we offer comprehensive authorization and auditing of your non-Microsoft systems, applications and devices as well.
- **More Cost-Effective.** Centrify seamlessly and easily integrates non-Microsoft systems and applications with your existing Active Directory infrastructure, delivering significant cost savings over older, more complex solutions.
- **More Secure.** Centrify delivers capabilities such as our unique and patented Zoning technology that is a “must have” for delivering granular access control and centralized administration and reporting.
- **Easy to Deploy and Manage.** Our solutions deliver an integrated architecture that is easy to deploy and does not force you to "manage the management system."
- **Non-Intrusive.** Our solutions work out of the box with existing systems and applications without forcing you to make intrusive changes.
- **The Leader in Systems and Applications Support.** Our solutions offer the broadest range of operating system, application, and third-party support.