OKTA meeting notes

IGA: not replicate SailPoint feature by feature, how to differentiate

Same playbook of Okta access mgmt.

Not replicate legacy Orcl access mgmt., wrote 25yrs ago

Exiting solutions not

25k customers need new solutions.

DOJ, local municipanity (have nothing)

Demarctization of IT for mid mkt.

Replace ORCL, IBM

Project where the world is going, then build the product for the future

Net new skus buying PAM.

No shortage of ideas. More products

PAM ($45 per unit) and IGA ($9 per user per m) will contribute to the overall growth, not insignificantly

Integration: interim CFO doing well

Launch IGA and PAM at the same time

52% YOY RPO growth.

International biz

Upgrade the sales forces

Personal financial identity. Universal identity solution

$1 s/w, $10 service model not work

Modern world, API

Not try to integrate the messy on-prem legacy

Lots of low hanging fruit

Priority: