

# Identity & Access Management

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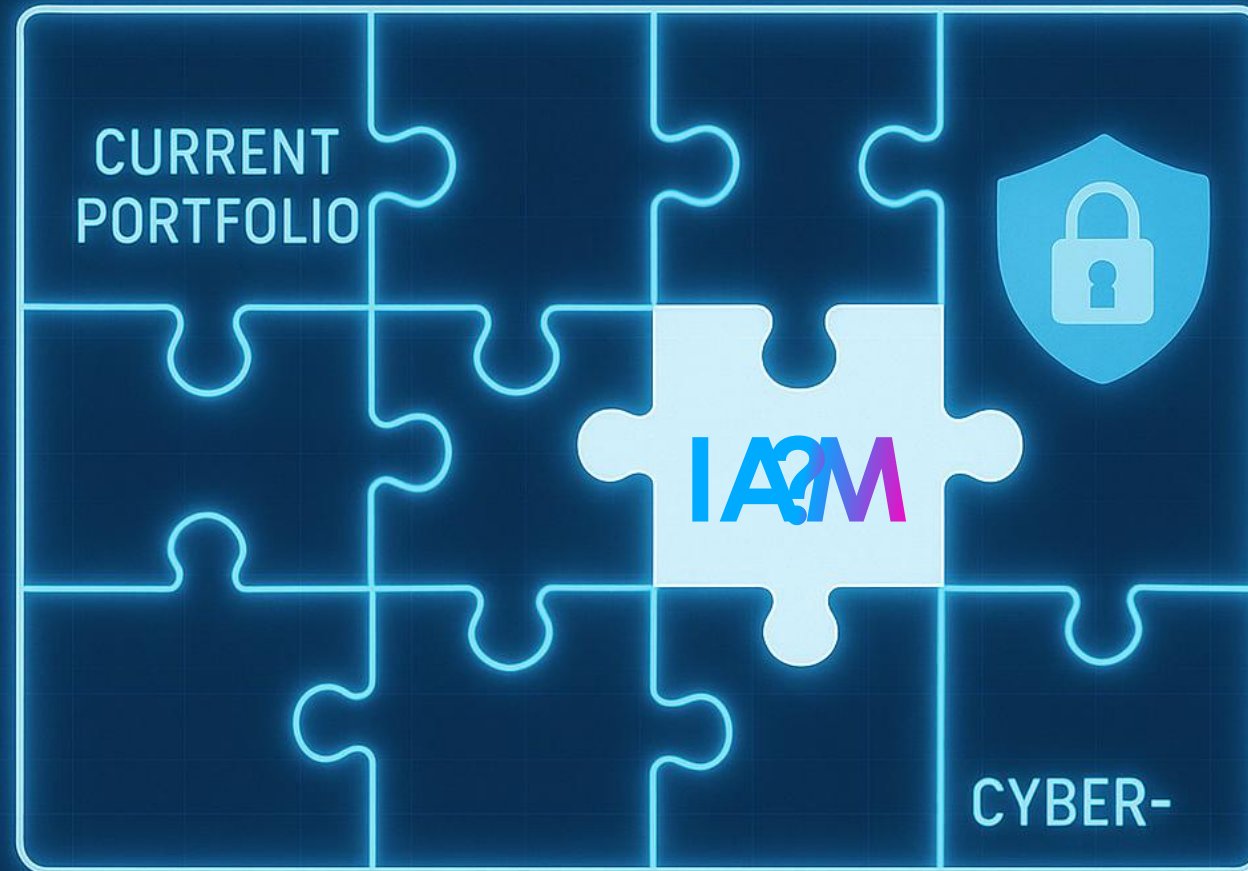




# Aurélien Narcisse

Channel Sales Director IAM,  
**Europe**

# WHITE SPACE



UNTAPPED OPPORTUNITIES

# Agenda & Journey

The balancing act of  
**Identity Management**  
and **CyberSecurity**

1

Geopolitical shifts  
impacting **Identity**  
strategies

2

How customers  
move forward?

3

How Thales answers  
with IAM portfolio

4

How you can support  
and benefit

5





We secure what matters most:  
**PEOPLE, DATA** and  
**APPLICATIONS**

# The balancing act of IAM and Cybersecurity



## SECURITY

Protecting your users, data, and overall organization to the best of your ability



## CONVENIENCE

Minimizing user friction, ensuring little-to-no impact on engagement and day-to-day productivity



## COST

Achieving the best outcomes for your business given budget constraints and individual risk tolerance

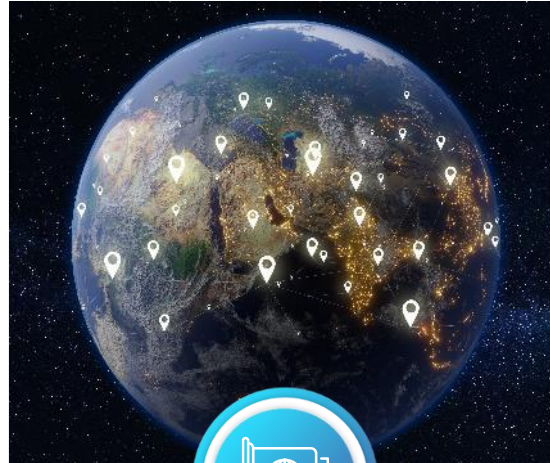


# Biggest change in IAM and Cybersecurity since long



## SECURITY

Protecting your users, data, and overall organization to the best of your ability



## SOVEREIGNTY

Global political tensions impacting trust relations and regulatory compliance frameworks



## CONVENIENCE

Minimizing user friction, ensuring little-to-no impact on engagement and day-to-day productivity



## COST

Achieving the best outcomes for your business given budget constraints and individual risk tolerance



Digital sovereignty refers to the **ability to have control over your own digital destiny** – the data, hardware, and software that you rely on and create.

WORLD ECONOMIC FORUM





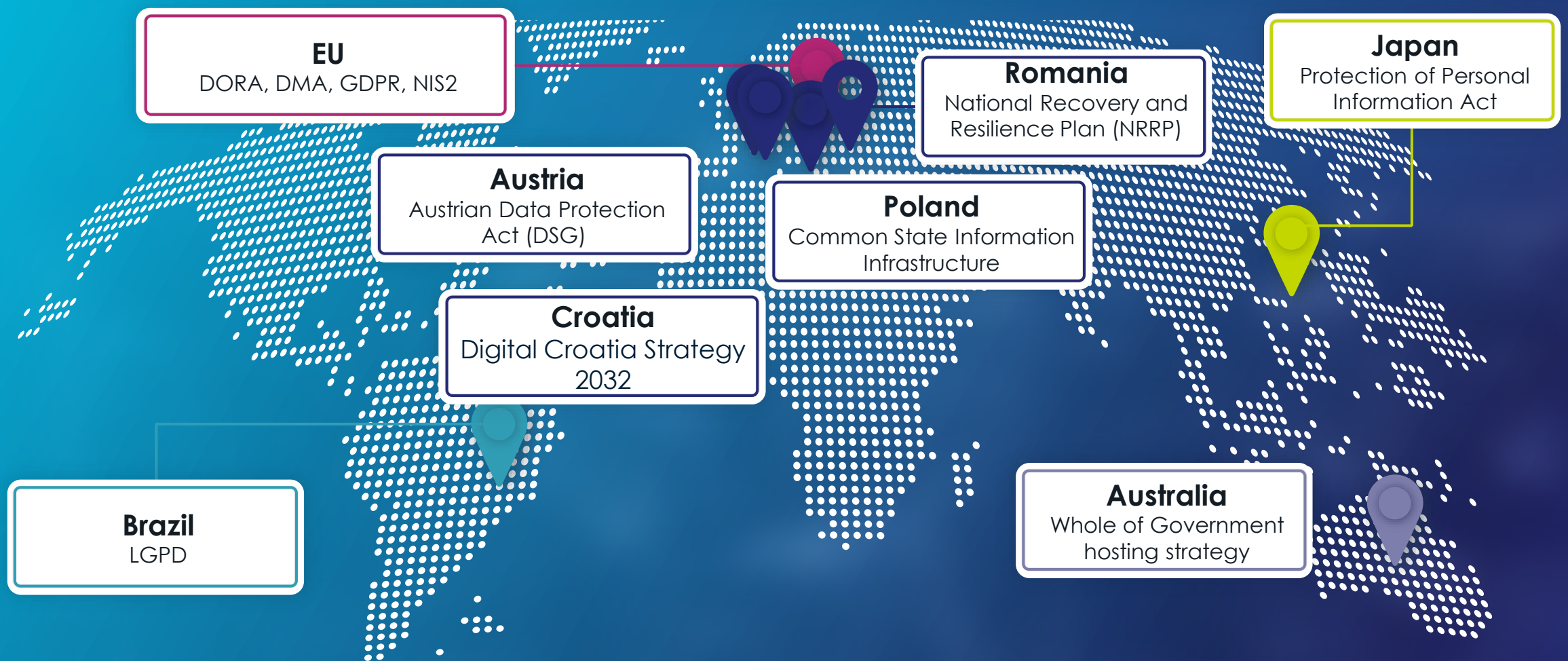
# Because Sovereignty in 2025 got a new dimension



20 January 2025

92%

# Cloud sovereignty is a hot topic for governments around the world



**You can't achieve compliance without digital sovereignty !**



# How the market Responds



## Reconsider hyperscaler & US tech dependency

- **Stop**  
migrations to hyperscalers
- **Start**  
migrations to European or on-prem alternatives
- **Plan**  
governments and companies plan for exit- or dual source strategies
- **SI's, MSP's, start ups**  
build European portfolio and alternatives

2 min • PRIVACY & COMPLIANCE

As expected, Microsoft cannot guarantee data sovereignty in the EU

ERIK VAN KLINKEN  
Jul 26, 2025, 1:07 PM GMT+2

in



## Austria wants to find hidden European alternatives to US Big Tech

A new "charter" on digital sovereignty will also aim to promote open source and "federal" governance structures



[Kirill Rudenko / Getty Images]

Maximilian Henning | Euractiv | Sep 2, 2025 | 14:49 | 2 min. read | News

Advertisement

Media | 09-01-2025 | Kathrin Langkamp | 0 Comments


### T-Systems appoints its first Chief Sovereignty Officer

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Read out

- Christine Knackfuß-Nikolic takes on new position as Chief Sovereignty Officer
- Andreas Schlegel becomes Chief Strategy & Transformation Officer
- Focus on growing business with sovereign cloud solutions



Andreas Schlegel | Christine Knackfuß-Nikolic © Deutsche Telekom/NVIDIA



IAM is crucial for  
**digital sovereignty**  
and vice versa



# We Secure what matters most: people, data and applications



**B2E**

Employees  
Remote Workers  
Front-Desk



**Honeywell**



**B2B**

Business Customers  
Partners, Suppliers  
Brokers, Agents  
Dealers



EUROPEAN CENTRAL BANK

**AIRBUS**



**Gig**

Temp Workers  
Contractors  
Seasonal labor  
Guests



**B2C**

Consumers  
Citizens  
Students

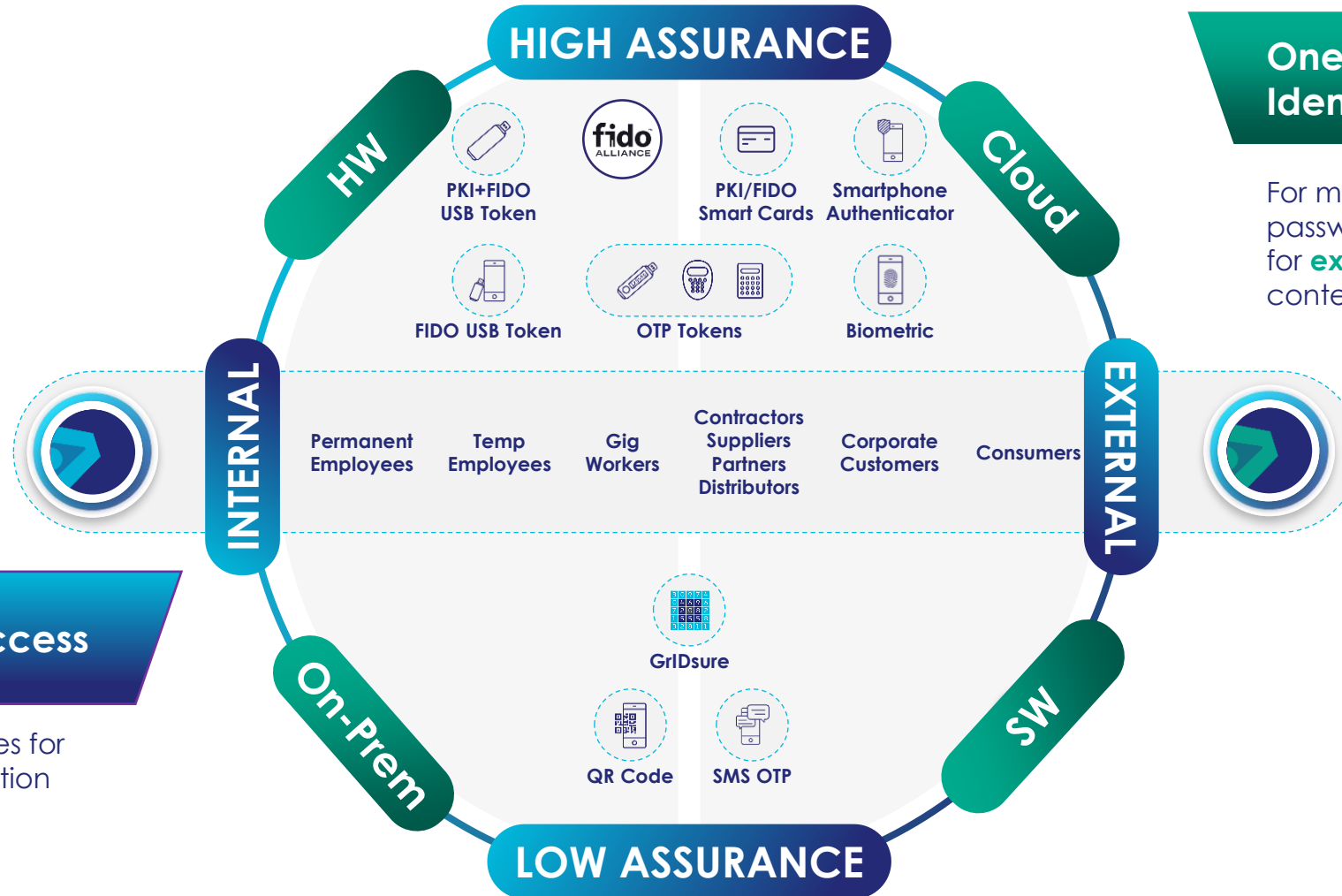
**HUGO BOSS**





# Passwordless 360°

Thales' approach to get full Passwordless coverage



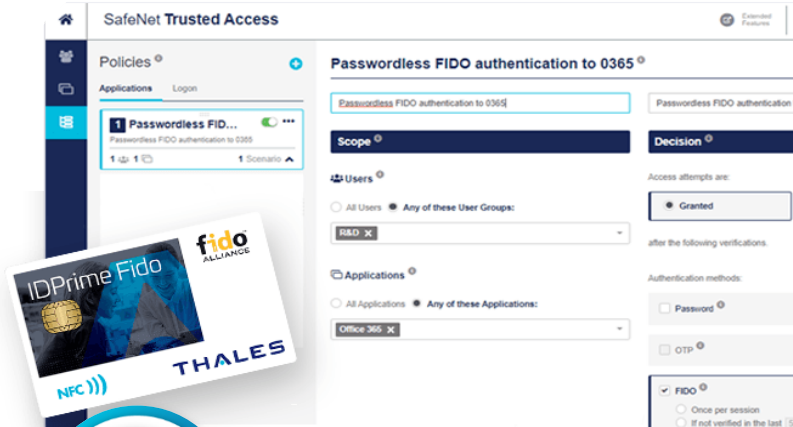
## OneWelcome Identity Platform

For managing the policies for passwordless authentication for **external users**, based on context and risk signals

## SafeNet Trusted Access

For managing the policies for passwordless authentication for **workforce**, based on context and risk signals

# Thales' IAM Portfolio: SaaS, Software and HW



## WORKFORCE

### STA - SafeNet Trusted Access

Workforce Access Management (SaaS)

### STA Continuum

Workforce AM for critical infrastructure

### SAS PCE Enterprise

Workforce Authentication and SSO (On-prem)



## DEVICES

### FIDO Passkeys & PKI Authenticators

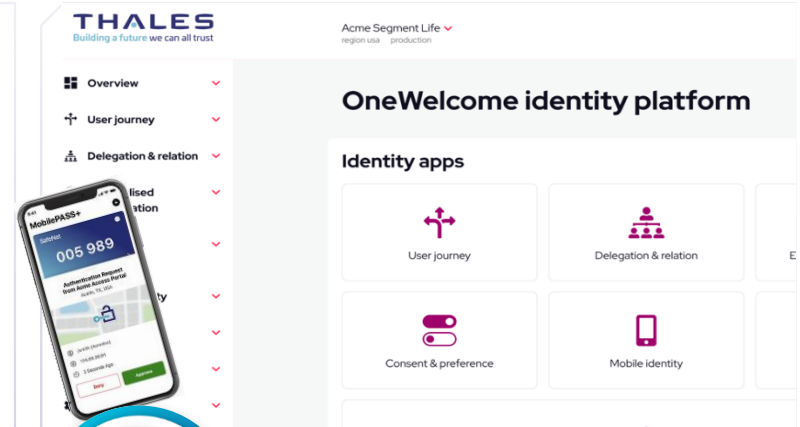
Tokens and Smart Cards

### OTP Authenticators and Card Readers

OTP tokens, Display Cards and Card Readers

### FIDO & PKI Management

Lifecycle & Credential Management, FIDO Key Manager utility



## B2C B2B / GIG

### OneWelcome Identity Platform

CIAM for Consumer, 3rd party and Gig Worker use cases (SaaS)

### Idcloud

IDV, SCA and Fraud management (SaaS)

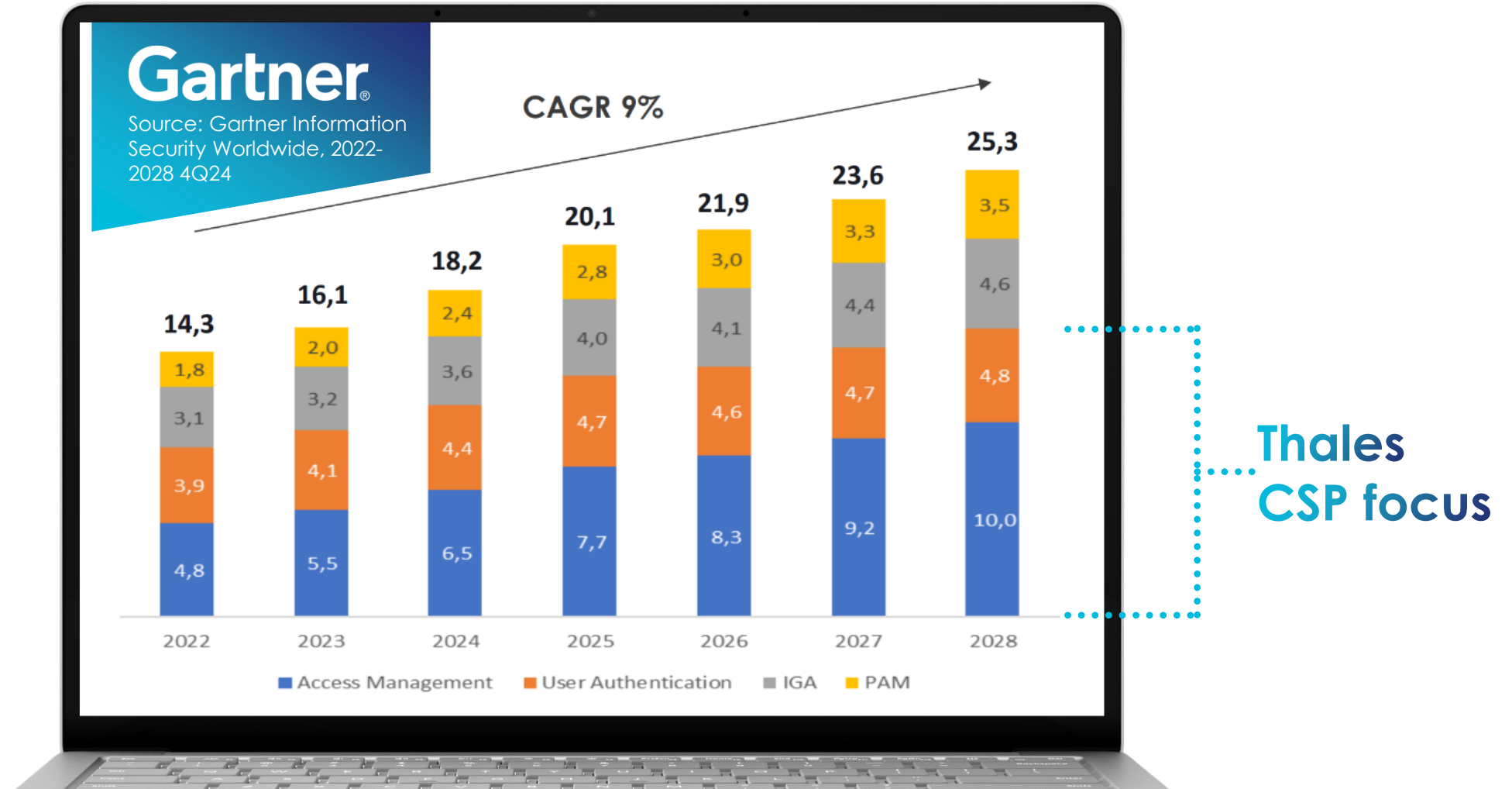
### Lightweight IGA





# How **YOU** can **SUPPORT AND BENEFIT**

# Total IAM Market (B€)





# Starting with IAM brings significant opportunities to our partners

1

**Consulting | Delivering | Implementing**

Regulatory mapping

Sovereignty Audits and deployment

Passwordless for all personas & apps

Migration

2

**Competitive Margin & advantage to resell**

DR for deal protection

Drive Sales with additional margin

3

**FIDO & Passkey still at early stage**

Technology in high demand

Better product and competitive

Off the shelf

FIDO for Enterprise

4

**Recognised as a robust and proven technology**

Gartner: Visionaire

KuppingerCole: Leader

Microsoft IAM partner of the year 2024

Passwordless 360

# Key takeaways

Organizations are reconsidering their **cloud** and **sovereignty** strategies



Thales is the only full **European** IAM vendor



Passwordless journey  
+  
**Passkey / FIDO**



Bringing significant **opportunities** for IAM, Thales and our partners



IAM is a clear identified white space for most of YOU







We secure what matters most:

# PEOPLE, DATA and APPLICATIONS



# Thank you

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