

DelineaTM

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**TECHNOLOGY
INNOVATION
LEADER**

*Enhancing Customer Impact Through
Powerful Technology Integration*

**RECOGNIZED FOR BEST PRACTICES IN THE
GLOBAL NON-HUMAN IDENTITY SOLUTIONS
INDUSTRY**

F R O S T & S U L L I V A N

Table of Contents

Best Practices for World-class Performance	3
The Transformation of the NHI Industry.....	3
Conclusion	7
What You Need to Know about the Technology Innovation Leadership Recognition	8
Best Practices Recognition Analysis	8
Technology Leverage.....	8
Business Impact.....	8
Best Practices Recognition Analytics Methodology.....	9
Inspire the World to Support True Leaders	9
About Frost & Sullivan	10
The Growth Pipeline Generator™	10
The Innovation Generator™	10

Best Practices for World-class Performance

Frost & Sullivan applies a rigorous analytical process to evaluate multiple nominees for each recognition category before determining the final recognition recipient. The process involves a detailed evaluation of best practices criteria across two dimensions for each nominated company. Delinea excels in many of the criteria in the non-human identity solutions space.

RECOGNITION CRITERIA	
<i>Business Impact</i>	<i>Technology Leverage</i>
Financial Performance	Commitment to Innovation
Customer Acquisition	Commitment to Creativity
Operational Efficiency	Stage Gate Efficiency
Growth Potential	Commercialization
Human Capital	Application Diversity

The Transformation of the NHI Industry

The identity security landscape is entering a new era—one where machine identities, application agents, APIs, and autonomous services are increasingly outnumbering human users and representing a rapidly evolving risk frontier. Non-human identities (NHIs) function as digital entities within modern infrastructure, including workloads that authenticate services automatically, API tokens that facilitate data exchange, AI agents performing autonomous operations, as well as IoT and cloud devices, all of which interact on a large scale.

Several powerful forces in digital transformation and infrastructure modernization are driving this evolution. These include the shift to cloud-native architectures, microservices, DevOps, and CI/CD pipelines; the growing adoption of AI and automation, which generate entirely new classes of identities; and the rapid expansion of service-to-service communications across multicloud, hybrid, and third-party ecosystems. Many organizations still rely on identity frameworks built primarily for human access, authentication, and account lifecycle management. In contrast, non-human identities (NHIs) operate autonomously, often persist beyond their intended use, accumulate excessive privileges, and store embedded secrets or certificates, making them difficult to govern through traditional IAM tools. These dynamics have created a significant visibility and control gap in modern identity environments.

The impact on an organization's security posture is profound. These hidden, ungoverned NHIs expand the total attack surface, enable lateral movement of embedded threats, increase credential and secret risks, complicate audit and compliance efforts, and hinder organizations' ability to deploy mitigation measures.

securely. In fact, research shows that organizations with mature NHI programs reduce identity-related security incidents significantly compared to those treating machine identities as an afterthought.

In response, the market is shifting, with both vendors and enterprises moving toward unified identity governance frameworks that treat human and non-human identities in a single continuum to automate discovery, lifecycle management, least-privilege enforcement, and continuous monitoring capabilities. The transformation of the NHI industry is no longer about managing service accounts alone, but about architecting identity-centric security controls as the foundation of modern digital trust, automation, and security.

Securing Every Identity: Delinea's Vision for the New Era of Non-Human Identity

Delinea's strategic vision reflects a deep understanding of the modern identity landscape—one where security must extend beyond human users to encompass every entity that operates, communicates, or makes decisions within digital environments. **This shift is forcing organizations to think beyond traditional user access management.** In this new paradigm, NHIs—which include service accounts, secrets, credentials, workloads, containers, API tokens, automation scripts, and AI agents—now vastly outnumber human identities and operate with unprecedented autonomy in organizational architecture. Recognizing this shift, Delinea has redefined identity security around a unified principle: “secure every identity, everywhere,” whether human or machine.

This strategic direction is embodied in the Delinea Platform, a modular, cloud-native identity security solution that enables unified discovery, governance, and risk management across both human and non-human entities. In 2025, Delinea expanded its capabilities to include advanced machine identity discovery, vaulting, and lifecycle automation, giving organizations visibility into all credentials—service accounts, AI systems, and secrets—through a single control plane.

By integrating these capabilities with privileged access management (PAM), cloud entitlement controls, and just-in-time (JIT) authorization, Delinea ensures that machine identities follow the same rigor of governance and least-privilege enforcement as human users. The company's innovation momentum continues with its introduction of Delinea Iris AI, a powerful and practical AI engine built natively into the Delinea Platform. Iris AI is driving new platform capabilities, including real-time, evidence-based access decisions, intelligent auditing, and adaptive controls. These capabilities leverage contextual analytics and large-scale

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**- Dolores Alemán,
Industry Analyst**

behavioral modeling to continuously assess risk and surface anomalies across both human and machine identities, turning identity data into actionable intelligence. Iris AI monitors day-to-day access patterns and can immediately spot when something doesn't look right. For example, if a service account behaves oddly such as unauthorized access of critical data after hours Delinea automatically enforces policy and alerts security teams.

Delinea's strategic ecosystem also reinforces its leadership in the NHI domain. The company's partner-first growth model is supported by global alliances with leading cloud and security vendors to enable scalable integration across diverse enterprise architectures. At the same time, its acquisitions of Authomize and Fastpath expanded the company's identity coverage from traditional privileged access to broader identity threat detection and response, identity governance and segregation of duties (SoD), and SaaS entitlement management, positioning Delinea as a holistic security provider in an era of converging identity and access challenges. By aligning its strategy with the most pressing enterprise needs (e.g., visibility, control, and automation across all identity types), Delinea helps organizations to close the governance gap created by the exponential rise of machine and AI-driven identities. In doing so, the company has risen beyond just a leader in privileged access management, but a pioneer of unified identity security for the NHI age.

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From Vision to Execution: Driving Innovation and Growth Through Strategic Precision

Delinea's strategic blueprint is defined by disciplined execution, continuous innovation, and global scalability across products, partnerships, and customer success. Building on its strong financial foundation, the company achieved a significant milestone in 2025 by surpassing \$450 million in annual recurring revenue (ARR), a clear validation of its market momentum and customer trust. This performance, fueled by rapid SaaS adoption and expanded platform capabilities, underscores Delinea's ability to translate vision into measurable business outcomes while maintaining profitable growth.

Product execution has advanced at a remarkable speed. The Delinea Platform, the company's unified cloud-native identity security solution, delivers end-to-end governance for both human and non-human identities. At the same time, Delinea introduced new AI-focused Discovery and Vaulting capabilities to enhance credential discovery, automate policy generation, and manage the complete lifecycle of secrets, service accounts, and machine credentials across hybrid and multi-cloud environments. These developments directly address one of the fastest-growing challenges in cybersecurity: the exponential rise of machine identities and the operational blind spots they create.

On the go-to-market front, Delinea's Global Partner Program has become a key growth lever, providing enablement, certifications, and co-marketing incentives for system integrators, managed security service providers, and cloud partners. This program has expanded Delinea's global reach across North America, EMEA, and APAC, strengthening its customer base among Fortune 500 enterprises and highly regulated industries such as financial services, healthcare, and government. By combining strong operational discipline, product excellence, and an innovation-driven roadmap, Delinea continues to execute on its vision of securing every identity—human or machine—with intelligence, automation, and unified control.

A Brand Built on Trust, Innovation, and the Power of Secure Simplicity

Delinea's brand is defined not by noise but by consistent, credible, and innovative approaches to solving today's security challenges. Rooted in its heritage of privileged access management, Delinea has evolved into a trusted leader in unified identity security, addressing both human and non-human identities across hybrid and cloud environments. The Delinea Platform serves as the conceptual anchor of its brand, offering enterprises a clear and unified framework to manage privileged access, machine credentials, and AI-driven entities through an intelligent, cloud-native architecture that balances security and simplicity. The company's steady stream of product innovations—such as Iris AI, Vault AI, and Discover AI—has been widely recognized in industry media for advancing AI-assisted governance and threat detection. Coverage in outlets like Dark Reading, TechRadar Pro, and Cyber Defense Magazine has reinforced Delinea's positioning as an innovator redefining the boundaries of identity and privilege. Its consistent messaging—that "privilege is the new perimeter" and that identity security must now extend to every credential, workload, and automation—cements its place as a thought leader in the evolving NHI space.

Delinea's brand strength is also anchored in trust. The company continues to emphasize its alignment with pragmatic enterprise needs, such as simplifying security operations, automating identity control, and reducing the complexity of hybrid environments. It frequently highlights real-world identity threats, such as credential sprawl, unmanaged service accounts, and AI-generated identities, to demonstrate how its technology directly mitigates modern risks. Its reputation as a trusted identity ally is reinforced by measurable results, observed through faster deployment timelines, tangible ROI metrics, and resilient security outcomes. By combining forward-looking innovation with operational dependability, Delinea has cultivated a brand synonymous with secure simplicity—a promise that resonates with customers and partners alike.

Secure Simplicity in Action: Delivering Measurable Value and Exceptional Customer Experience

Delinea delivers exceptional price/performance value by integrating multiple critical identity and access security capabilities—such as privileged access management, authorization, machine identity governance, secrets management, threat detection and remediation, and AI-driven analytics—within a single, unified cloud-native platform. This consolidation eliminates the need for customers to deploy and manage disparate tools, significantly reducing operational complexity and total cost of ownership. Its SaaS-based licensing model is designed for scalability, allowing organizations to expand coverage across human and non-human identities while keeping costs aligned with actual usage rather than tool proliferation. Delinea's focus on automating discovery, vaulting, and lifecycle management for machine and service accounts directly translates into measurable ROI by uncovering orphaned credentials, unmanaged secrets, and overprivileged non-human identities that represent major security risks.

The company maintains a customer-centric product philosophy, embedding feedback and co-innovation into its development cycle. These AI-driven capabilities enable customers to continuously assess and improve their security posture by identifying misconfigurations, optimizing entitlements, and enforcing least privilege across both human and non-human identities. Furthermore, Delinea's robust analytics and dashboarding capabilities empower users to measure access control efficiency, maturity, and privilege risk reduction, all reinforcing the platform's long-term operational value.

Delinea's customer experience model exemplifies proactive engagement and technical excellence. Each client is supported by a dedicated success team that includes solution architects, technical account managers, and customer success engineers who ensure fast deployment, seamless integration, and optimized usage across the platform. Beyond reactive support, Delinea invests heavily in customer enablement through Delinea Academy, which includes online workshops, best-practice webinars, and an extensive knowledge library available to customers. These programs help clients not only implement but also continuously refine their identity strategies. The company's design philosophy centers on secure simplicity—streamlining identity security for usability and effectiveness. Its intuitive interface, unified dashboards, and AI-powered recommendations allow users to act decisively rather than navigate tool complexity. By aligning innovation, automation, and customer success, Delinea delivers a technology experience that combines measurable efficiency with the assurance of enterprise-grade security.

Conclusion

Delinea stands as a leader in the rapidly evolving non-human identity (NHI) security industry. Through its privilege-centric strategy and AI-driven innovation, the company unifies privileged access, machine identity governance, and automation within a single, intelligent platform. This approach enables enterprises to reduce attack surfaces, simplify compliance, and secure both human and machine identities with precision and efficiency.

By pairing advanced AI-driven capabilities—such as Iris AI Auditing and Authorization, Vaulting, Discovery, and Threat Intelligence—with a strong commitment to customer success, Delinea delivers measurable ROI and lasting operational value. Its focus on secure simplicity, scalability, and continuous innovation cements its position as a trusted partner for organizations modernizing identity infrastructures in an era of automation and AI.

With its strong overall performance, Delinea earns Frost & Sullivan's 2025 Global Technology Innovation Leadership Recognition in the non-human identity solutions industry.

What You Need to Know about the Technology Innovation Leadership Recognition

Frost & Sullivan's Technology Innovation Leadership Recognition is its top honor and recognizes the market participant that exemplifies visionary innovation, market-leading performance, and unmatched customer care.

Best Practices Recognition Analysis

For the Technology Innovation Leadership Recognition, Frost & Sullivan analysts independently evaluated the criteria listed below.

Technology Leverage

Commitment to Innovation: Continuous emerging technology adoption and creation enables new product development and enhances product performance

Commitment to Creativity: Company leverages technology advancements to push the limits of form and function in the pursuit of white space innovation

Stage Gate Efficiency: Technology adoption enhances the stage gate process for launching new products and solutions

Commercialization: Company displays a proven track record of taking new technologies to market with a high success rate

Application Diversity: Company develops and/or integrates technology that serves multiple applications and multiple environments

Business Impact

Financial Performance: Strong overall business performance is achieved in terms of revenue, revenue growth, operating margin, and other key financial metrics

Customer Acquisition: Customer-facing processes support efficient and consistent new customer acquisition while enhancing customer retention

Operational Efficiency: Company staff performs assigned tasks productively, quickly, and to a high-quality standard

Growth Potential: Growth is fostered by a strong customer focus that strengthens the brand and reinforces customer loyalty

Human Capital: Leveraging innovative technology characterizes the company culture, which enhances employee morale and retention

Best Practices Recognition Analytics Methodology

Inspire the World to Support True Leaders

This long-term process spans 12 months, beginning with the prioritization of the sector. It involves a rigorous approach that includes comprehensive scanning and analytics to identify key best practice trends. A dedicated team of analysts, advisors, coaches, and experts collaborates closely, ensuring thorough review and input. The goal is to maximize the company's long-term value by leveraging unique perspectives to support each Best Practice Recognition and identify meaningful transformation and impact.

		VALUE IMPACT	
STEP		WHAT	WHY
1	Opportunity Universe	Identify Sectors with the Greatest Impact on the Global Economy	Value to Economic Development
2	Transformational Model	Analyze Strategic Imperatives That Drive Transformation	Understand and Create a Winning Strategy
3	Ecosystem	Map Critical Value Chains	Comprehensive Community that Shapes the Sector
4	Growth Generator	Data Foundation That Provides Decision Support System	Spark Opportunities and Accelerate Decision-making
5	Growth Opportunities	Identify Opportunities Generated by Companies	Drive the Transformation of the Industry
6	Frost Radar	Benchmark Companies on Future Growth Potential	Identify Most Powerful Companies to Action
7	Best Practices	Identify Companies Achieving Best Practices in All Critical Perspectives	Inspire the World
8	Companies to Action	Tell Your Story to the World (BICEP*)	Ecosystem Community Supporting Future Success

*Board of Directors, Investors, Customers, Employees, Partners

About Frost & Sullivan

Frost & Sullivan is the Growth Pipeline Company™. We power our clients to a future shaped by growth. Our Growth Pipeline as a Service™ provides the CEO and the CEO's growth team with a continuous and rigorous platform of growth opportunities, ensuring long-term success. To achieve positive outcomes, our team leverages over 60 years of experience, coaching organizations of all types and sizes across 6 continents with our proven best practices. To power your Growth Pipeline future, visit Frost & Sullivan at <http://www.frost.com>.

The Growth Pipeline Generator™

Frost & Sullivan's proprietary model to systematically create ongoing growth opportunities and strategies for our clients is fuelled by the Innovation Generator™.

[Learn more.](#)

Key Impacts:

- **Growth Pipeline:** Continuous Flow of Growth Opportunities
- **Growth Strategies:** Proven Best Practices
- **Innovation Culture:** Optimized Customer Experience
- **ROI & Margin:** Implementation Excellence
- **Transformational Growth:** Industry Leadership



The Innovation Generator™

Our 6 analytical perspectives are crucial in capturing the broadest range of innovative growth opportunities, most of which occur at the points of these perspectives.

Analytical Perspectives:

- **Megatrend (MT)**
- **Business Model (BM)**
- **Technology (TE)**
- **Industries (IN)**
- **Customer (CU)**
- **Geographies (GE)**

