

Winning the Agentic Enterprise: BeyondID's Identity-First AI Playbook for Okta

The Identity Crisis Every Okta Customer Must Solve Now

AI is creating an identity crisis — BeyondID delivers the full platform answer.

- **AI Agents = Unmanaged Identities:** AI agents lack lifecycle and governance, creating new identity risk. BeyondID's blueprint secures and governs them with Okta.
- **Platform Wins Deals:** Customers need a full identity stack for a unified security fabric. BeyondID delivers across every layer with unmatched Okta expertise.
- **Regulated Industries Can't Wait:** Healthcare, FinServ, Telco, and Govt. require fast, compliant deployments. Pre-built frameworks (Epic, Q2, SAP, Workday Student) accelerate time to value.

Full Okta Platform Coverage

The key Okta partner delivering the complete Identity Security Fabric — AI agents through 24x7 managed operations.

AI Agent Identity & Security: Discover & govern all NHIs, copilots & RPA bots. Agent-to-LLM/API AuthN/AuthZ via MCP. Zero Trust AI architecture: Auth0 + Okta + OCI. 2-12 wks. to production-ready.

Workforce Identity (WIC): SSO, MFA, FastPass passwordless, Lifecycle Mgmt. Legacy IdP migration: ADFS, OneLogin, Ping, SailPoint. Zero Trust / ZTNA integration.

Customer Identity (Auth0 / OCI): 1 of 3 globally authorized to deliver Auth0. Passwordless, social login, FGA for multi-tenant apps. Epic, Q2, Shopify, SAP, Workday Student connectors.

Identity Governance (OIG): OIG implementation, access certification, entitlement management, SoD enforcement, migration from SailPoint / Saviynt.

Privileged Access (OPA): Just-in-time privileged access management. NHI privileged access governance for AI agents. Secrets management for automated pipelines.

Threat Detection (ITDR + 24x7 Mgd): Real-time identity threat detection. 24x7 Managed Identity Operations (L1-L3 SOC). Continuous ISPM monitoring and AI-powered anomaly detection

4 Integrated Go-To-Market Offerings

AI Identity Readiness Sprint (Days): Rapid assessment of AI use cases, identity risk, governance model, and a 30-90-day execution roadmap.

30-90 Day Secure Agent Launch: Production AI agents with embedded identity architecture, access controls, secrets management, and compliance validation.

Enterprise AI Platform Hardening: Secure deployment of Claude, Copilot, Gemini, and OpenAI with shadow AI detection, privilege controls, and data governance.

AI Operations + Identity Monitoring: Continuous monitoring of AI models, identity risk, access recertification, and governance optimization