

Iden vs SailPoint

Coverage, control, and cost: a detailed breakdown for IT and security teams evaluating IGA.

SailPoint is the enterprise IGA standard, and for good reason. Deep role modeling, separation of duties, certification campaigns across tens of thousands of identities, a broad enterprise connector catalog. If you run a global bank with a dedicated identity team, it does things nothing lighter can.

The question for a 50 to 2,000 employee company is whether you need that, or whether you are about to buy a multi-quarter implementation, a six-figure floor, and a headcount you do not have. That is where the fit conversation actually happens.

When to choose SailPoint

SailPoint earned its position at the top of the enterprise. This is a shorter list than the sales conversation suggests, and worth reading honestly before you sign.

- You're a large enterprise, 5,000-plus employees, with a dedicated IAM or identity engineering team to run it.
- Your compliance environment is genuinely complex: a global bank, insurer, or regulated multinational needing exhaustive separation of duties and role mining.
- You already run SailPoint, with the administrators and systems integrator relationship in place, and it works.
- You need governance modeled across tens of thousands of identities, with policy depth only mature enterprise IGA provides.
- You have the budget and the timeline for a multi-quarter, SI-led implementation, and the headcount to maintain it after.

When to choose Iden

Most mid-market teams looking at SailPoint are buying enterprise weight for a mid-market problem.

- You're 50 to 2,000 employees. SailPoint is built and priced for a scale you're not operating at.
- You need governance live in days, not a six-to-eighteen-month implementation run by a systems integrator.
- You have a lean IT or security team, not dedicated identity engineers to configure and maintain a platform.
- Your stack is modern SaaS plus internal tools and legacy systems, and you need non-SCIM coverage without enterprise-tier upgrades.
- Contractors, service accounts, API keys, and AI agents need governing alongside employees, in one place.

- You want a predictable per-user price, not a six-figure floor plus implementation services plus admin headcount.
- You need certifications and lifecycle done well, not exhaustive role mining and SoD modeling you'll never fully use.

Shared capabilities

Capability	SailPoint	Iden
JML workflows (joiner, mover, leaver)	✓	✓
Access certifications	✓	✓
SCIM provisioning	✓	✓
Policy-based access control	✓	✓
Separation of duties	✓	✓
Audit logs and compliance reporting	✓	✓

Where they differ

The shared ground ends there. Coverage, control, and cost are the three areas where SailPoint's enterprise design turns into overhead for a mid-market team.

1. Coverage

SailPoint has one of the deepest enterprise connector catalogs in the category. The catch for a mid-market team is not whether it can reach an app eventually, it is what reaching it costs: a multi-quarter implementation, professional services for anything custom, and dedicated administrators to keep it running. Iden gets to the same coverage with SCIM by default plus 200+ non-SCIM connectors, internal and legacy systems, and non-human identities. First 15 apps up in under an hour; custom connectors in 48 hours.

	SailPoint	Iden
Time to first 15 apps	Weeks to months	<1 hr
Custom connectors	Professional services	Ships in <48 hr
Non-human identity	Separate, heavier setup	Native, same dashboard
Shadow IT discovery	Limited	Yes
SaaS license reclamation	No	Yes
Deployment model	SI-led project	Self-serve, days
Team to operate	Dedicated admins	Lean IT team

2. Control

SailPoint's control model is the deepest in the category: advanced role mining, exhaustive SoD modeling, certification governance across tens of thousands of identities. For a global enterprise with the regulatory pressure to justify it, nothing else goes as far. The trade is that the depth is a configuration project: specialists to model, months to stand up, a reconfiguration every time the org changes. Iden gives you the control that matters at mid-market scale, self-serve, with no engineering on call.

	SailPoint	Iden
Role mining and SoD depth	Deepest in class	Core, right-sized
Fine-grained entitlements	Yes	Yes
Policy changes	Reconfiguration project	Minutes, self-serve
Contractor lifecycle	Configurable	Native
Non-human identity lifecycle	Separate module	Native
Certification setup	Implementation project	Built-in
Engineering / admin dependency	High	None
Time to operational	Multiple quarters	Days

3. Cost

SailPoint's pricing is quote-based and typically starts in the six figures a year for the platform. The rest of the cost is the part that surprises mid-market buyers: an implementation run by a systems integrator, usually six figures on its own, and dedicated administrators to operate it once live. Add the time: a multi-quarter deployment is months where the problem stays unfixed. Iden is \$7.50 per user per month, published, every connector included, no implementation fee, and license reclamation built in.

The real comparison is not license against license. It is a six-figure platform plus a six-figure implementation plus dedicated administrators plus a multi-quarter timeline, against a per-user price that is live this week. For a 50 to 2,000 company, that gap is the whole decision.

	SailPoint	Iden
Pricing model	Quote-based	\$7.50/user/mo, public
Typical starting point	Six figures / year	Per user, no floor
Implementation	SI-led, often six figures	Included, self-serve
Time to value	Multiple quarters	Days
Team to run it	Dedicated admins	Lean IT team
All connectors included	No, services for custom	Yes
SaaS license reclamation	No	Built in

How to choose

It comes down to scale and team. SailPoint is the right call at genuine enterprise size, with the regulatory complexity and the identity team to run it. For most companies between 50 and 2,000 people, Iden delivers complete governance without the weight.

If you need...	Choose	Why
Governance at 5,000+ employees with a dedicated IAM team	SailPoint	Built for that scale and depth.
The deepest role mining and SoD modeling for complex regulation	SailPoint	Category-leading enterprise control.
Complete governance for a 50 to 2,000 company	Iden	Right-sized scope, no enterprise overhead.
To be live in days, not quarters	Iden	First apps in under an hour. No SI project.
To run governance with a lean IT team	Iden	Self-serve. No dedicated administrators.
Non-SCIM apps, internal tools, and legacy covered without services	Iden	200+ connectors, custom built in 48 hr.
Predictable per-user pricing with no six-figure floor	Iden	\$7.50/user/mo, all connectors included.

See the full comparison at idenhq.com/vs/sailpoint. Book a 25-minute demo, no deck and no discovery call, just the product on your stack. Iden is complete identity governance for companies of 50 to 2,000 employees, from \$7.50/user/month.