

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

# 2024 ENABLING TECHNOLOGY LEADER

*IN THE GLOBAL IDENTITY  
GOVERNANCE  
ADMINISTRATION (IGA)  
INDUSTRY*

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

BEST  
2024 PRACTICES  
AWARD



## Best Practices Criteria for World-Class Performance

Frost & Sullivan applies a rigorous analytical process to evaluate multiple nominees for each award category before determining the final award recipient. The process involves a detailed evaluation of best practices criteria across two dimensions for each nominated company. Radiant Logic excels in many of the criteria in the Global IGA space.

AWARD CRITERIA	
<i>Technology Leverage</i>	<i>Customer Impact</i>
Commitment to Innovation	Price/Performance Value
Commitment to Creativity	Customer Purchase Experience
Stage Gate Efficiency	Customer Ownership Experience
Commercialization Success	Customer Service Experience
Application Diversity	Brand Equity

### ***Radiant Logic is augmenting existing strengths with new capabilities and technology***

Managing data and the intricacies of identity and access management (IAM) on a large scale poses a significant challenge for enterprises. Frequently, organizations grapple with decision-making due to data silos, extensive data repositories, restricted visibility, and manual analysis. These complexities can lead to information gaps that adversely affect identity-related policy decisions.

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**- Deepali Sathe**  
**Senior Industry Analyst**

Radiant Logic founded in 1995 has evolved from a virtual directory provider to an identity data platform and has focused on unifying identity data to simplify identity integration and storage. Helping organizations to deal with infrastructure roadblocks to achieve complete visibility, it has helped to improve identity data accuracy for better business decisions. In April 2023, Radiant Logic acquired Brainwave GRC, an identity analytics provider. This

strategic move enabled the relaunch of RadiantOne, an identity data platform that combines data federation, observability, analytics, and prescriptive capabilities. Radiant Logic’s identity data platform vision is to centralize and standardize identity data across the enterprise – powering 360-degree views

and enabling data governance through data science. A unified set of identity data from on-premise and cloud assets is a prerequisite as organizations aim for IT modernization and more automation to drive business decisions.

Radiant Logic's approach is based on its strategic intent of working as an identity-first security control panel for companies. It involves centralizing and standardizing identity data across the enterprise. The platform aggregates and correlates data from all IAM systems and company resources for full visibility into the organization. The comprehensive view of identities enables efficient data governance and drives zero-trust adoption. Upon identification of data quality issues or deviations from IT and security policies and unknown discrepancies, the platform manages data quality. Data science algorithms enable anomaly detection and trigger remediation actions to mitigate risks. This approach recognizes the significance of consistent and accurate identity data, providing a complete policy information pipeline to enable identity-first security.

Radiant Logic's fundamental strength is connecting to data for seamless access to critical information within organizations. Identity analytics (from Brainwave acquisition) enhances that with deeper insights, better risk assessment and quality controls on the data. This ensures accurate and consistent access rights, attributes, managers, organizational locations, and application usage, which are crucial to maintaining a secure and efficient system. In addition to anomaly detection, essential for identifying deviations from the norm, regular audits and monitoring also help organizations to promptly address any discrepancies. Radiant Logic's platform remediates data gaps by channeling more accurate information from IAM systems and cycling it back through analytical controls and risk models. This continuous cycle is extremely relevant in a dynamic organizational structure where employees are leaving, joining, and moving; and new applications are being onboarded.

As part of Radiant Logic's latest 2024 update release, the RadiantOne Identity Data Platform now includes advancements in artificial intelligence (AI), analytics, and data management for identity to enhance outcomes. Some of the key developments within the platform include leveraging AI to improve identity data hygiene and access governance, real-time, context-aware controls to enhance visibility and risk management, and streamlining critical processes, including managing dormant, leaver, or ownerless accounts with automation. Enterprises will benefit from the platform harnessing the power of AI to make identity data more manageable, secure, and efficient with better risk management, compliance, and lower costs. AI-driven analytics enhance risk detection and remediation, boosting access governance.

### ***Radiant Logic to leverage AI and ML to spearhead the next growth trajectory***

Radiant Logic topped five consecutive years of growth with a 38% year-on-year increase in revenue in 2023. At a 96% customer retention rate, it made the move from perpetual to subscription license in response to customer demand. This also reflects the growing demand for its SaaS platform. With SOC2 certification for its identity data platform SaaS offering, the company is continuously nurturing its momentum with investments in innovation and strategies for further growth. Having seamlessly integrated product lines of Radiant Logic and Brainwave GRC, customers of both companies now have access to the entire suite of product capabilities with pricing based on data uploaded by customers.

Another tool that will help Radiant Logic capitalize on its momentum in 2024 is its generative AI Data Assistant (AIDA), which assists IAM and IGA processes. It guides users through the review process, highlighting anomalies and key information, to provide better clarity and insights into areas of interest as well as potential risks. Proposing remediation actions based on comprehensive data models and security

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policies, it accelerates reviews without compromising accuracy. Working as a subject market expert, AIDA uses available data and its ability to leverage a language model to answer questions posed by reviewers.

Other key benefits to customers are its proactive approach to addressing anomalies and atypical access rights, which means it can identify potential risks before they escalate. AIDA also leverages advanced analytics and machine learning to simplify and accelerate IAM and IGA processes. This transforms review timelines from days or weeks to a few minutes.

With an extensive data model leveraging over 150 control points, AIDA identifies over-privileged and dormant accounts, to minimize risk.

Adopting an agile approach to innovation, Radiant Logic leverages its team of data scientists, customer success and implementation teams that interact regularly with existing and potential clients, customer advisory councils, and partners to understand the challenges that affect IAM and IGA. This continuous process feeds many ideas into the system, which are then prototyped, and depending on customer feedback, find their way into the product pipeline or are halted.

### ***Radiant Logic is backing strong innovation with a focus on customer journey to sustain growth momentum and brand***

Radiant Logic is committed to customer-driven innovation which played a pivotal role in the acquisition of Brainwave GRC. Customers highlighted the need to delve deeper into data for better accuracy and actionable insights. Leveraging identity analytics and intelligence from Brainwave GRC, Radiant Logic enhanced its ability to provide insight into user behavior helping organizations detect cyberattacks, fraudulent activity, and insider threats with greater accuracy. With these updates, it has closed the gap, ensuring accurate, complete, and scalable identity data for informed decision-making. Organizations benefit from enhanced data security, reduced audit and compliance costs, and improved visibility of malicious activity. Acknowledging the importance of identity data and Radiant Logic’s access to it, the company plans to enhance outcomes for customers with the integration of artificial intelligence (AI) to its portfolio.

Targeting Fortune 500 companies, Radiant Logic is making an effort to lower the barrier for non-technical users is focusing on making the solution easier to use and install. The self-managed package with a management console allows for easy updates and installation. The company’s enablement team,

customer success team and e-learning modules help organizations with installation, updates, and analysis of business problems to ensure they get the most out of the product suite.

In 2023, Radiant Logic intensified its commitment to providing easy access to its capabilities by introducing the Partner Portal. This initiative aims to foster collaboration with resellers, technology partners, and system integrators, thereby expanding its customer base. Some of its strategic alliances include global and regional organizations such as Wipro, CyberIAM, SDG, iC Consult, Hub City Media, UberEther, Novacoast, NetBR, and CyberSolve. Additionally, the company leverages AWS Marketplace to help new customers discover and compare the RadiantOne Identity Data Platform. The program's success is underscored by its recent customer wins that include the U.S. Navy and the U.S. Defense Information Systems Agency (DISA) as customers. Radiant Logic also has many other government agencies including the Department of Homeland Security as clients.

Radiant Logic participated in the National Institute of Standards and Technology (NIST's) National Cybersecurity Center of Excellence (NCCoE's) Zero Trust architecture project. Bridging the gap between legacy systems and modern cloud technologies, it served as the pivotal component to consolidate and transform identity data into a real-time resource, enabling secure, authorized access. This, in addition to working with some of the largest companies across the world such as Visa, Caterpillar, Citi, LinkedIn, and Verizon Media, has provided a boost to the brand value of Radiant Logic.

## Conclusion

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Radiant Logic is continuing its mission to modernize IAM and IGA for organizations after augmenting its capabilities with the acquisition of Brainwave. With a very high customer retention rate and integrated capabilities of the two companies' solutions and tools, it is continuing to innovate with the RadiantOne AI-enabled platform. The use of generative AI in IAM and IGA will help customers improve their security outcomes significantly. Automation will drive enhanced speed and scale, enabling enterprise users to achieve better policy results with fewer resources. With a robust client list that includes many top names across numerous verticals the company has helped many with its identity data management approach. Radiant Logic earns Frost & Sullivan's 2024 Global Enabling Technology Leadership Award for its strong overall performance in the IGA industry.

## What You Need to Know about the Enabling Technology Leadership Recognition

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Frost & Sullivan's Enabling Technology Leadership Award recognizes the company that applies its technology in new ways to improve existing products and services and elevate the customer experience.

### Best Practices Award Analysis

For the Enabling Technology Leadership Award, 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 Success:** 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

#### *Customer Impact*

**Price/Performance Value:** Products or services provide the best value for the price compared to similar market offerings

**Customer Purchase Experience:** Quality of the purchase experience assures customers that they are buying the optimal solution for addressing their unique needs and constraints

**Customer Ownership Experience:** Customers proudly own the company's product or service and have a positive experience throughout the life of the product or service

**Customer Service Experience:** Customer service is accessible, fast, stress-free, and high quality

**Brand Equity:** Customers perceive the brand positively and exhibit high brand loyalty

## 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 Engine™

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

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### 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:

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

