ForgeRock

# The ForgeRock Overview

January - February 2020

# ForgeRock: Access the Future

**Most Comprehensive Digital Identity Platform**

For workforce, consumers and things

**Over 1,100+ enterprise customers**

Managing 2.0 billion identities

**Broadest Availability of Deployment Options**

Hybrid cloud, public cloud, SaaS, on-prem

**Expanding into Governance Market**

Unique ability to solve both IAM and IGA

**Strong Team and Execution Capabilities**

Clear path to profitability and IPO

New ARR

**+75%**

'19 / '18

Ending 2019 ARR

**>$100M**

## Existing Investors

Accel

KKR

foundation capital

MERITECH

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# ForgeRock Executive Team

Leader who has joined ForgeRock in the last 2 years

**Fran Rosch**
Chief Executive Officer
Symantec. VERISIGN

**John Fernandez**
CFO & EVP Global Operations
SIEBEL
UBS

**Pete Angstadt**
Chief Revenue Officer
ORACLE Sun microsystems

**Peter Barker**
Chief Product Officer
ORACLE Good

**Evelyn Acosta Behrendt**
Chief People Officer
Symantec.

**Steve Ferris**
EVP Global Customer Success
Sun microsystems

**Atri Chatterjee**
Chief Marketing Officer
zscaler Symantec.

**Sam Fleischmann**
Chief Legal Officer
salesforce IoT

**Mary Writz**
VP, Product Management
IBM hp

**Ben Goodman**
SVP, Corporate and Business Development
vmware Novell

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# Digital Business Needs **Digital Identity**

### Everything Must Be Connected

Consumers, employees, and partners demand access through any device from anywhere, anytime.

### Delightful Experiences are Expected

Customers, employees, and partners expect a personalized experience across all channels.

### Secure Interactions are Non-Negotiable

Cyber threats are at an all-time-high, with no sign of relenting.

### Data Privacy is Required

Consumers and employees demand control over their privacy. If you don't provide it, they'll go elsewhere.

### Regulatory Compliance is a Must

Sweeping regulations such as GDPR and PSDII are on the rise, with more expected to follow.

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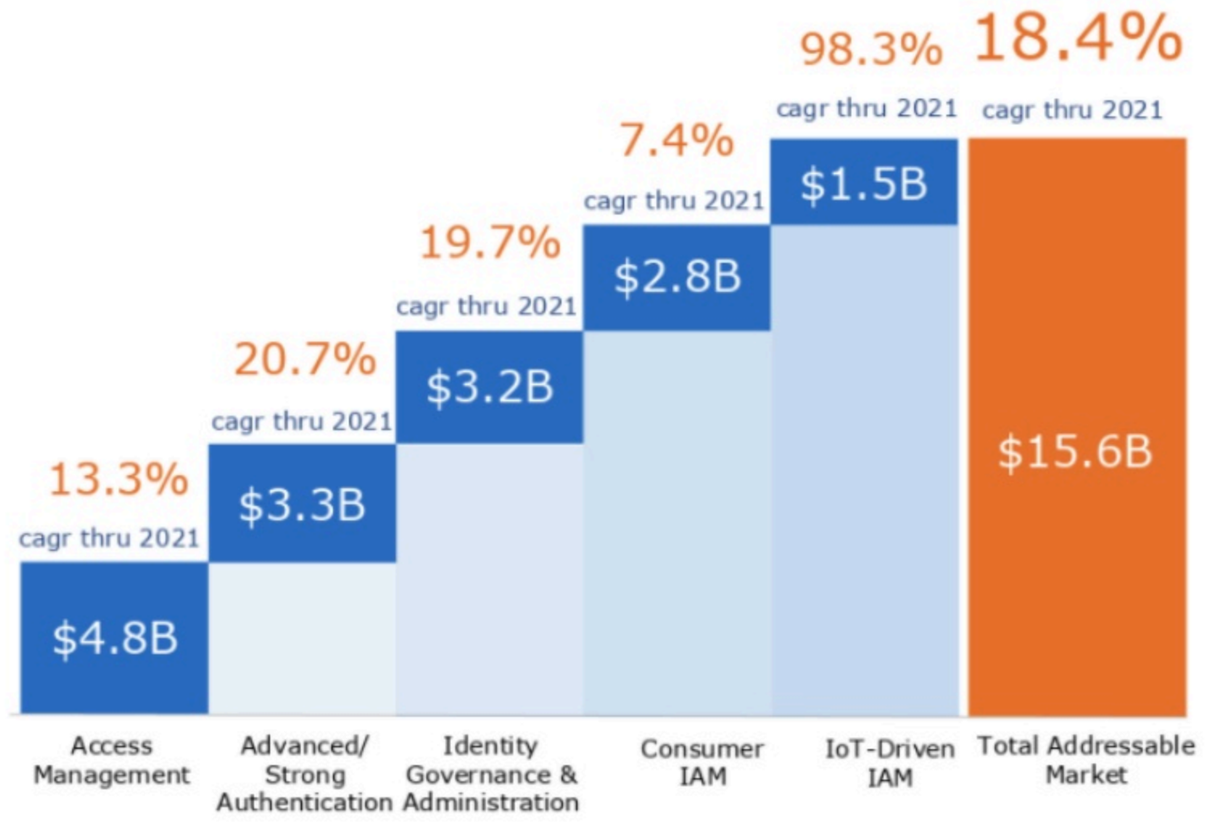
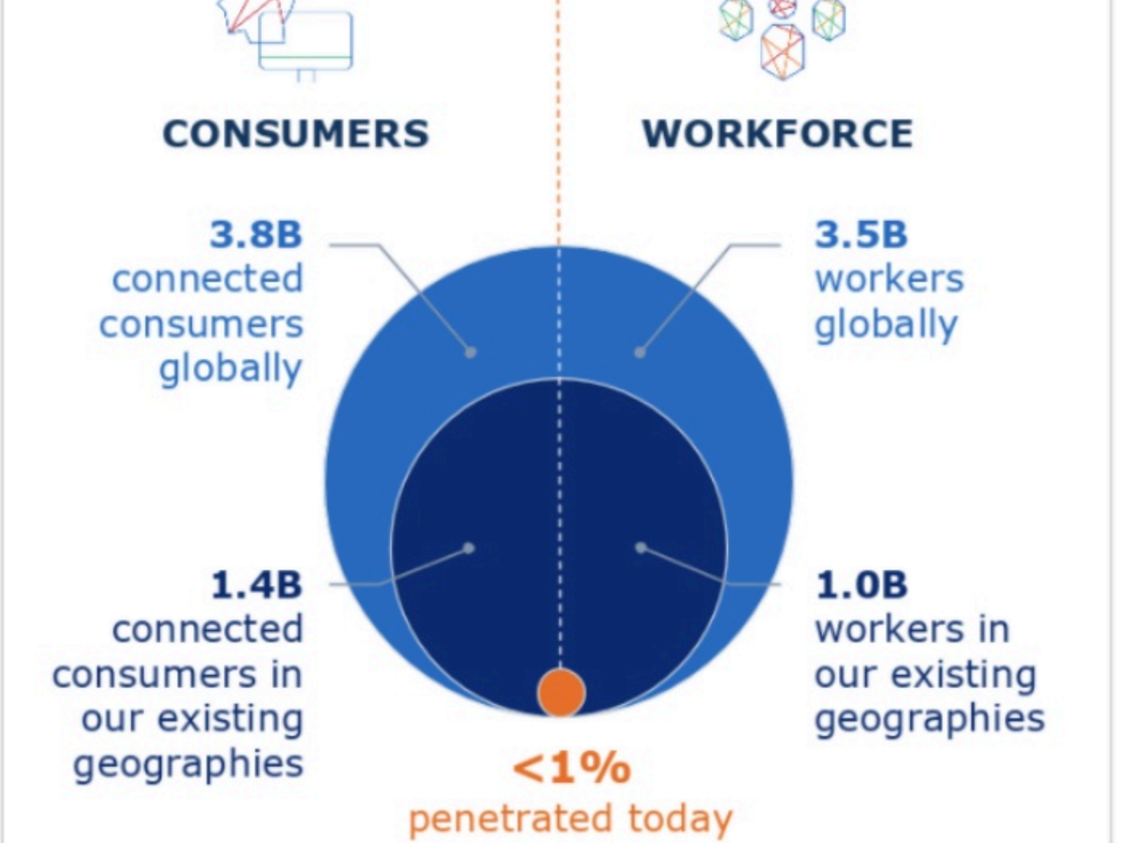
# $15.6B Digital Identity Market Growing at 18.4%

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1. Jeffries report
2. https://en.wikipedia.org/wiki/List_of_countries_by_number_of_Internet_users (est 2019 by prorating M. Meeker internet users total of 3.8B)

*Confidential – Please do not forward*

# The 3rd Wave of Identity

ForgeRock positioned as the clear leader to capture the majority of the existing ~$3-$5B Wave #1 market share

## Wave #1

Establishment of initial identity solutions for workforce and consumers

Legacy providers and home grown solutions

**1995-2010**
**Adoption of comprehensive, yet inflexible, solutions**

## Wave #2

Enterprise adoption of SaaS applications require IT organizations to obtain a point solution to provide single sign-on

Point solution providers

**2010-2020**
**SaaS application adoption drives need for SSO**

## Wave #3

Every company becomes a digital company. Identity is the core of that experience, so enterprises replace homegrown, legacy and point solutions

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**2020 and beyond**
**Identity Experience takes priority and Identity of Things becomes critical**

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# Game Changing Innovation

## New products and future vision has increased competitiveness

NextGen AI-driven Autonomous Identity

Identity Governance

ForgeRock Identity Cloud PaaS

ZeroTouch SDKs

# Any Identity,
# Any Cloud, At Scale

On-Premises

Public Cloud

Hybrid- and Multi-Cloud

ForgeRock Identity Cloud

ForgeRock Identity Platform

# Trust Network

A Technology Partner Ecosystem Extends the Solution

- Orchestration capability with over 80 pre-integrated and tested partner technologies
- The Trust Network makes ForgeRock's platform evergreen, by leveraging the collective innovation of an entire industry

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