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NEW WORLDS

Frequently Asked Questions

What developments have taken place at SAST SOLUTIONS?
SAST SOLUTIONS, the specialist for SAP security and access governance, is now part of the new Pathlock Group and the shares in our company have been transferred to GL Holdco Deutschland GmbH, a subsidiary of the renowned New York software investment firm Vertica Capital Partners. SAST SOLUTIONS will remain unchanged as the service portfolio of AES (akquinet enterprise solutions GmbH), with all operating units and with Bodo Kahl and Ralf Kempf as managing directors.

What is the Pathlock Group?
Our group is an international "best of" alliance of seven leading vendors of access governance and application security solutions, in which each company's services and products complement one another notably. As a new global player with over 1,200 customers and 15 locations in the United States, Germany, Belgium, the Netherlands, the United Kingdom, Israel, and India, our group will operate under the name of the company that is most well-known internationally, "Pathlock". In addition to Pathlock and SAST SOLUTIONS, the other companies are Appsian, Security Weaver, CSI Tools, Xpandion, and QSoftware.

What is the purpose of the alliance?
We have joined together to develop the first comprehensive, automated compliance and risk management solution for the industry. Our goal as the global market leader is to raise understanding for the automation of access orchestration and the cybersecurity of all business applications to an entirely new level – with a broad-based solution that can do far more than the classic approach that currently dominates the market. It focuses on both user and access management and cybersecurity.

What is new about the solutions from the Pathlock Group?
The new solution from our group, which includes ERP (Enterprise Resource Planning) as a whole, in-depth and with detailed expertise, covers all well-known ERP vendors, including JD Edwards, SAP, Oracle, and Salesforce. We can now offer a range of services that is deeper and broader than all earlier standalone solutions and covers user identity and access management, cybersecurity, vulnerability management, threat detection, and data protection.

Will the Pathlock Group offer your portfolio?
The strategy of our group of companies is to keep the proven operating units, all contact persons, and their customers and to offer the best solutions and services of all partners to everyone in a simple, comprehensive manner. By combining our respective unique capabilities, we can now offer our customers a solution that covers more applications and more types of risks than any other company. SAST SOLUTIONS is the primary point of contact for all new products, contracts, and support, all from a single source.

When will the new products become available?
Immediately. Integration into a shared Pathlock software platform will take place successively. But customers and prospects will not have to wait; all the solutions are already part of our current portfolio. Numerous new products – particularly in the areas of cross-SoD, data masking, role-based access control, and attribute access control – are already available as separate software solutions and can be presented as a live demonstration. What's more, new adapters will soon enable the integration of SAP Cloud apps such as SuccessFactors, Ariba, Concur, and more.

Who will be responsible for contracts and support in future?
All companies in the Pathlock Group will continue to advise their new and existing customers themselves; in the case of SAST SOLUTIONS, support will continue to come from Germany. We will also distribute all products of the other companies in the GAS region, as well as Poland, and will remain the contracting partner and contact person, even for support. This means customers will not have to conclude multiple contracts for additional solutions in the future. Instead, they'll get everything from a single source. And all subject to the European General Data Protection Regulation.

What does this news mean for current customers?
First of all, since SAST SOLUTIONS will remain unchanged, the contents of in-force contracts will not change at all. All current contact persons for service, sales, consulting, accounting, and back office will continue unchanged, as will the support times. Maintenance and support of the SAST SUITE will of course continue as usual and the enhancements to our solutions described in our 2022 road map will be implemented as planned. In addition, the service portfolio of our Pathlock Group will open up new, one-of-a-kind options for access governance and application security.