

Advancing IAM Strategy:

Why Businesses Are Choosing
Specialized Providers Over
Yesterday's Consultants

WHITE PAPER



Introduction

The Identity and Access Management (IAM) landscape is undergoing significant transformation. **Approaches may no longer meet the needs of businesses demanding agility, customization, and effective results.** Many organizations are feeling the pressure to rethink their IAM strategy, and it's time to explore alternatives that offer better solutions.

If IAM consulting is supposed to be a key expertise, then why are **66% of organizations still under-investing in IAM?** Why do they **only recognize IAM problems 50% of the time—even though compromised credentials are involved in at least one attack (or multiple) 78% of the time?** According to Gartner, the top three challenges preventing IAM change are insufficient budget, difficulty maintaining consensus, and a lack of technical knowledge. If traditional consulting solutions were working, these statistics would be more promising.



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Traditional IAM Consulting Challenges

While the major consulting firms have long dominated the IAM space, they often struggle to address the modern needs of businesses. Here are some of the key challenges organizations face when relying on traditional IAM providers.

Slow Implementation Timelines

Traditional consulting firms often have lengthy engagement timelines, **sometimes 6–12 months or more, to roll out IAM strategies**. This results in long wait times, numerous meetings, and hefty costs. Meanwhile, your security vulnerabilities remain unresolved, leaving organizations exposed.

High Costs with Uncertain ROI

Top-tier consulting firms may charge a premium, **but the solutions they provide often require ongoing support and tweaks, leading to high long-term costs**. While they may not be as expensive as the most exclusive firms, their solutions still strain budgets without delivering guaranteed results.

Rigid, One-Size-Fits-All Solutions

Traditional IAM strategies can be overly rigid, following templated approaches that **don't account for unique industry needs**. If your industry has specialized regulatory requirements or operational nuances (such as healthcare, fintech, or government), getting a tailored solution often means paying steep fees for custom work.

Limited Flexibility Due to Partnerships

Many large consulting firms are **tied to long-term partnerships with specific vendors, limiting their ability to provide unbiased advice or offer flexible solutions**. This lack of objectivity can make it difficult to find the right solution for your organization's needs.

Lack of Innovation in Modern Tech

As technology evolves, many traditional consulting firms struggle to keep up with cutting-edge IAM innovations like zero-trust security, adaptive authentication, or hybrid cloud solutions. **Their dated technologies can leave clients vulnerable to emerging threats**.

The Rise of Specialized IAM Providers: Offering Agile, Custom Solutions

As traditional consulting firms face challenges, specialized IAM providers are thriving by offering more agile, customizable, and future-proof solutions. These providers understand the importance of adapting to your business's unique needs and delivering security strategies that are built to evolve.



100%

Audit and compliance effectiveness



90%

Team efficiency improvement



80%

Cost reduction in IAM onboarding costs



295%

Improvement in Identity Security Controls



200%

Improved effectiveness



Why Specialized IAM Providers Are Gaining Ground

Organizations today require IAM solutions that align with their pace of operations and evolving needs. Specialized IAM providers are stepping in where traditional firms fall short, offering:

● Faster, More Agile Deployments

Boutique IAM providers deploy solutions quickly—sometimes within weeks—helping businesses mitigate risk faster and achieve ROI sooner. **Does your IAM provider offer this level of speed?**

Tailored Solutions, Not Templates ●

Unlike traditional firms that rely on rigid frameworks, specialized IAM providers create bespoke solutions tailored to your unique industry and security needs. **When was the last time you evaluated your IAM solution for true customization?**

● Better Customer Support and Real-Time Adaptation

Specialized IAM providers offer high-touch, proactive customer service, ensuring your IAM strategy adapts as your business grows. **Are you stuck in a ticket queue, or are you receiving timely, responsive support?**



● Future-Proof Security

Specialized IAM providers are already implementing innovations such as zero-trust architecture, passwordless authentication, and adaptive access management—keeping businesses ahead of emerging threats. **How are they keeping up with the latest in zero-trust, passwordless authentication, and adaptive security measures?**

Strategic Partnerships with Leading Platforms ●

Boutique IAM providers work closely with top industry leaders like Microsoft, AWS, and Google to ensure seamless integration and up-to-date solutions. **Is your provider's solution optimized for these critical platforms?**





IAM Provider Checklist: How to Choose the Right Provider

Choosing an IAM provider is about more than just selecting a big name—it's about finding the right fit for your business. Here's a checklist of essential factors to consider:

- ☒ **Customization:** Can they tailor IAM solutions to meet your industry's specific needs?
- ☒ **Implementation Speed:** How quickly will they deploy your IAM solution? Will you face long delays? Will this approach deliver security results in weeks or years?
- ☒ **IAM Team Empowerment:** Is my IAM team getting real-time analytics and automated remediations?
- ☒ **Cost Efficiency:** Are you paying for real IAM expertise, or just the prestige of a large firm? How much am I spending on consulting vs. actual IAM execution?
- ☒ **Flexibility:** Will the solution adapt as your business grows, or will you be locked into a rigid framework?
- ☒ **Customer Support:** Can you rely on timely, high-quality support when needed?
- ☒ **Industry Expertise:** Do they have proven experience with your industry's unique challenges?
- ☒ **Security Innovation:** Are they keeping up with the latest in zero-trust, passwordless authentication, and adaptive security measures?
- ☒ **No Vendor Lock-In:** Can you switch or modify your IAM solution without a complex and costly migration process?
- ☒ **Proven Results:** Do they have tangible, real-world results and satisfied clients to back up their claims?

Meet Simeio IO – The Future of IAM: Agility, Automation, and Analytics

Built by IAM leaders for IAM leaders — we've been doing IAM for 17 years. Simeio Identity Orchestrator (IO) is now released for public consumption to empower organizations to spend less money on their IAM security program.

Your IAM team deserves more than another roadmap. They need a control layer that actively protects identities and empowers the organization to take accountability to prevent the leading cause of security breaches: identity and access management.

Simeio IO delivers just that—faster, smarter, and at a much lower cost.

Simeio IO isn't here to offer you another one-size-fits-all IAM solution. Our access-first approach helps you implement real identity security, faster and more efficiently. Here's how we stand apart:



Faster Implementation

Because security shouldn't wait.



Tailored Solutions

Not just rebranded frameworks.



Top-Tier Customer Support

We actually answer calls and respond quickly.



Cutting-Edge Security

Stay ahead of emerging threats with our innovative approach.



Success in Action:

Accelerating Onboarding for a Global Energy Leader

A multinational energy company faced delays in onboarding critical applications, taking up to 6-8 weeks to onboard users. This delayed critical operations and drove up costs. After partnering with Simeio, they implemented a hyper-onboarding solution that reduced onboarding time to under a day. **The company experienced a 65% reduction in onboarding costs and a 20% increase in productivity over five years**, all while maintaining security and compliance with their audit requirements.

ROI Analysis

With Simeio IO, organizations don't just save money—they achieve a stronger, more efficient identity program. Clients who've made the switch to Simeio IO report substantial savings, with many cutting onboarding costs by 65% and significantly reducing reliance on external consultants. These savings directly impact bottom lines while strengthening security postures.

Time to Make a Move

Choosing a big-name consulting firm may sound appealing, but do they truly meet your IAM needs? Or are you simply paying for their logo?

Don't settle for slow, outdated solutions. Explore better, smarter IAM options that actually work for your business. It's time to empower your team with solutions that keep you ahead of the curve.

Conclusion

The IAM landscape is evolving, and organizations can no longer afford to rely on outdated, slow-moving consulting models that fail to deliver agility, security, and measurable ROI. Specialized IAM providers like Simeio offer a more effective approach—one that prioritizes rapid implementation, customized solutions, and proactive security. With innovations like Simeio IO, businesses can take control of their identity security, reduce costs, and stay ahead of emerging threats.

Now is the time to move beyond traditional consulting constraints and embrace an IAM solution that is built for the modern enterprise. Don't wait—secure your organization's future with an IAM strategy that truly works.



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