



IDENTITY
AND ACCESS
MANAGEMENT
EXPERTS

IAM Maturity Assessment & Strategy

Service Offering

IAM Experts, Adding Value!

2025



About Us

IAM Experts, a leading consultancy firm head-quartered in London, is dedicated to provide expertise in **Identity Access Management (IAM)** to organisations worldwide with an international team of passionate professionals.



Our Vision

Become the leading global player in the Identity Access and Management domain by assisting companies at any stage of their IAM strategies.



Our Mission

Support organisations worldwide in IAM by providing unique consultancy services, customer-centric, and vendor-agnostic guidance for the most suitable solutions to their needs.



With IAM Experts, a More Secure Digital Identity Transformation



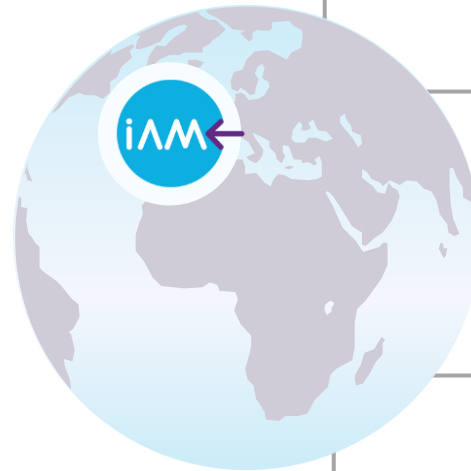
**Workforce Identity
& Access Management
(IGA, PAM, AM)**



**Consumer Identity &
Access Management**



**Cloud Infrastructure
Security Services**



- **360+ IAM experts** across EMEA and APAC
- **4 offices** - UK, France, India, and South Africa.

- Vendor agnostic and client-centric approach.

- A quality label and unique methodology that have continuously evolved over **16+ years**.

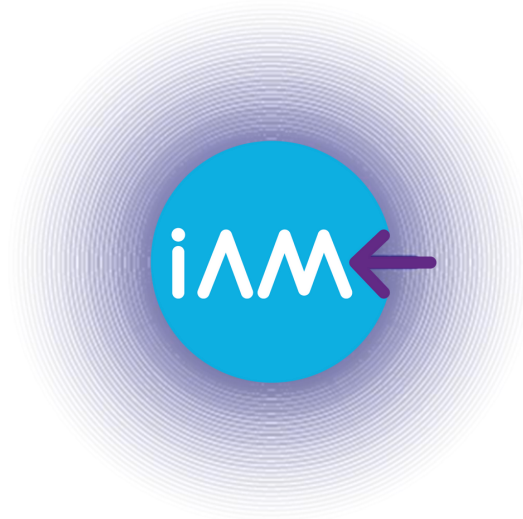
- **200+ projects** across all industries
- **22 countries**

Our Core Services



Advisory Services

- Maturity Assessment
- Technical Audit
- Strategy
- Roadmap Definition
- RFI/RFP Lead



Managed Services

- 24/7 Support
- BaU Platform Administration
- KPI/KRI Reporting Services
- Application on-boarding
- Continuous Training



Implementation Services

- Program/Project Management
- Design & Architecture
- Stakeholder Management
- Target Operating Model definition
- Solution Implementation
- Application on-boarding
- Custom development

Our Competitive Advantages



Proven Expertise

We bring decades of experience in IGA, PAM, AM, and CIAM. Clients benefit from the expertise of our specialists, ensuring top-quality deliverables without compromise.



Flexible Approach

On top of industry trends, we embrace a problem-solving mindset, adapting and innovating to tackle evolving challenges with agility and effectiveness.



Collaboration

Working closely with clients, we address their specific business pain points, delivering tangible results and offering guidance throughout the entire process.





Approach & Deliverables

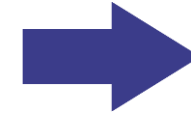
Why an IAM Assessment?

Over the years, our clients have benefited from this IAM Assessment, usually for one of the following reasons:

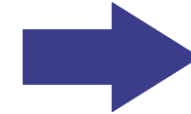
- a) You are about to start your Identity Access Management journey, all vendors are promising you the moon and beyond, you don't know where to start and where to find an agnostic perspective to define vision and roadmap.
- b) You implemented a solution several years ago, people in charge have moved on and the solution is not working as expected. You hesitate between investing further or considering an alternative.
- c) There is a need for Identity Access Management controls however no budget allocated to it. Could you please help us define a short term (1-2 years) strategy using only the in-house technologies and a long-term strategy with potential investments?

Benefits

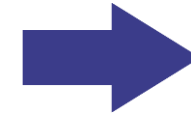
- Establish a problem statement with evidences.
- Define and validate your IAM vision and strategy.
- Elicit a workable Target Operating Model for your IAM framework.
- Compare multiple roadmaps over the next 2 years.
- Convince C-suite sponsors and decision makers with a compelling business case comparing multiple scenario with cost projections.



Where are we?

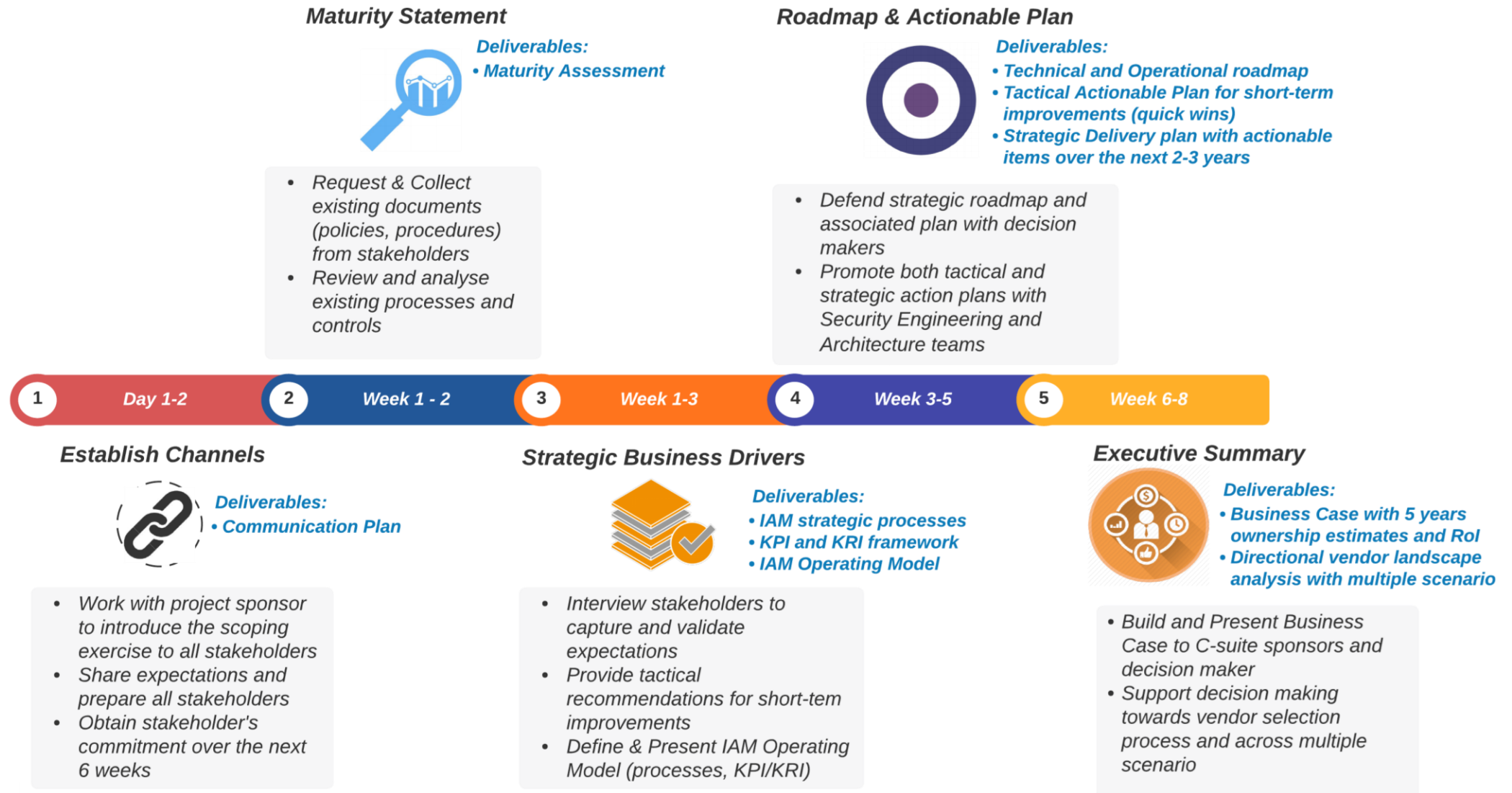


Where do we want to be?

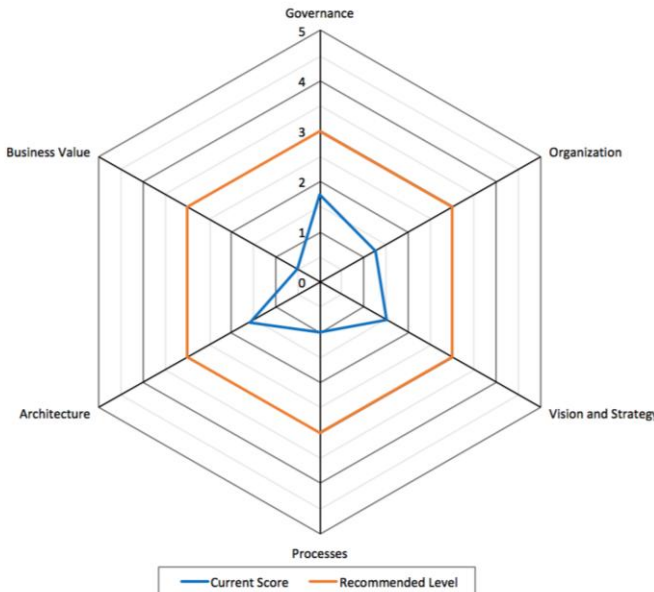


How do we get there?

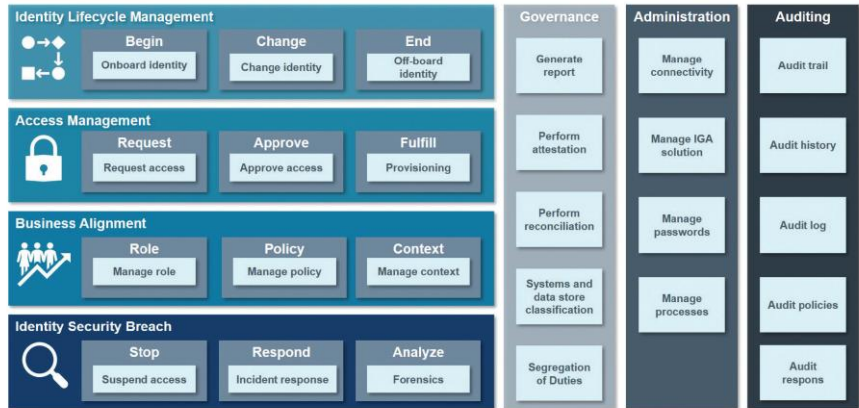
Scoping your IAM Roadmap: Our Proven Approach



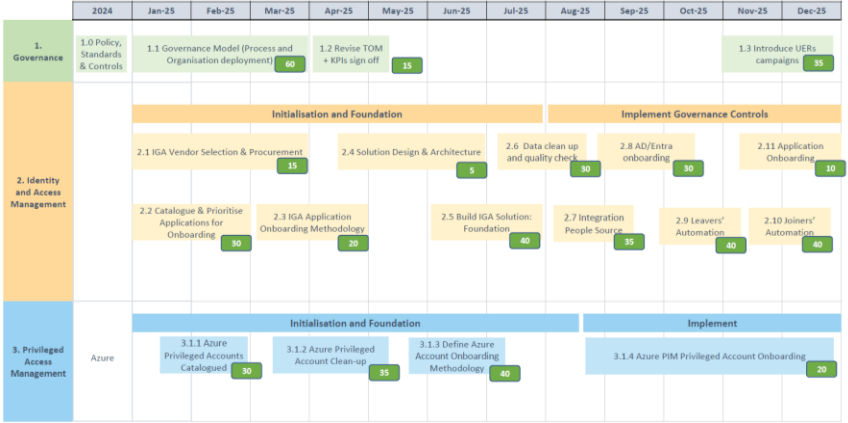
Key deliverable #1 – Maturity Assessment

When	Milestone	Output Description	Client																					
week 3	Maturity Assessment  (Maturity Scoring and Assessment for the 6 IAM principles: Governance, Organisation, Vision and Strategy, Processes, Architecture, Business Value)	• Inventory of existing processes and associated documentation • Discrepancies between documented process and the reality (current way of working) • Inventory of existing risks and issues • Inventory of existing controls and how they reduce the risks (mitigating factor) • Gap Analysis and Scoring against industry standards and best practices • Stakeholder’s sign-off on all the above <table><caption>Estimated Data from Maturity Assessment Radar Chart</caption><tr><th>Category</th><th>Current Score (Blue)</th><th>Recommended Level (Orange)</th></tr><tr><td>Governance</td><td>1.5</td><td>3.0</td></tr><tr><td>Organization</td><td>1.5</td><td>3.0</td></tr><tr><td>Vision and Strategy</td><td>1.5</td><td>3.0</td></tr><tr><td>Processes</td><td>1.5</td><td>3.0</td></tr><tr><td>Architecture</td><td>1.5</td><td>3.0</td></tr><tr><td>Business Value</td><td>1.5</td><td>3.0</td></tr></table>	Category	Current Score (Blue)	Recommended Level (Orange)	Governance	1.5	3.0	Organization	1.5	3.0	Vision and Strategy	1.5	3.0	Processes	1.5	3.0	Architecture	1.5	3.0	Business Value	1.5	3.0	• Provides existing documentation (processes, controls, risk ledger, procedures) • Provide the output from previous audits and assessments • Participates in workshops and interviews • Ensures the right people are available for the interviews • Confirms and Signs off the assessment
Category	Current Score (Blue)	Recommended Level (Orange)																						
Governance	1.5	3.0																						
Organization	1.5	3.0																						
Vision and Strategy	1.5	3.0																						
Processes	1.5	3.0																						
Architecture	1.5	3.0																						
Business Value	1.5	3.0																						

Key deliverable #2 – IAM Operating Model with processes and KPI/KRI

When	Milestone	Output Description	Client
week 4	Operating Model, including process design and KPI/KRI framework 	- List of the Target Roles and Responsibilities, signed off by relevant stakeholders (RASCI) - List of target processes with a process flow diagrams - List of controls with description for each process and the mitigation factor for the associated risks - Testing procedures for each control - Documented KPI and KRI associated to each control - Sign-Off on the above 	- Participates in workshops and contributes to the review of the proposed Target Model (processes, controls, key risk indicators and test scripts) - Provides feedback - Ensures the right people are available for workshops and review - Each Stakeholder to confirm and Sign Off the Target Operating Model

Key deliverable #3 – Technical and operational roadmap

When	Milestone	Output Description	Client
week 6	Technical and operation roadmap 	- Detailed technical and operational roadmap with key milestones to implement agreed Operating Model processes and controls - Documentation of 2-3 roadmap scenarios with pros and cons comparison 	- Contributes to the review of the proposed Roadmap with decision makers - Ensures the right people are available - Confirms and Sign Off the preferred Roadmap

Key deliverable #4 – Technical delivery plan with actionable items

When	Milestone	Output Description	Client
week 7	Delivery plan with actionable items 	- Detailed roadmap with key milestones to implement agreed Operating Model processes and controls - Documentation of 1-2 roadmap scenarios with pros and cons comparison	- Contributes to the review of the proposed plan - Ensures the right people are available - Confirms and Sign Off the preferred Roadmap

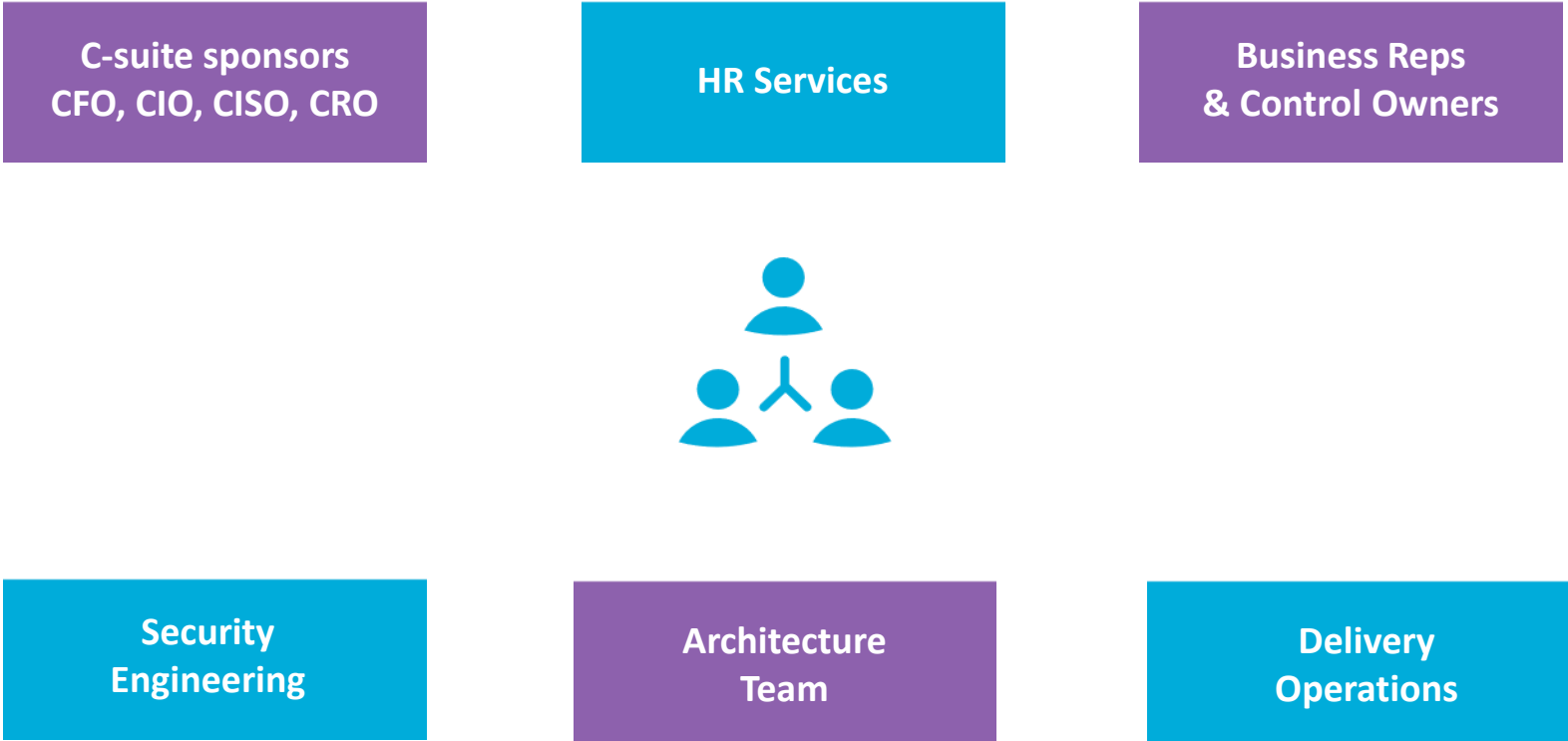
Key deliverable #5 – Directional vendor landscape analysis

When	Milestone	Output Description	Client
week 8	Directional vendor landscape analysis with multiple scenario	- Without completing a full tool selection process, the aim is to direct Client in the right direction with multiple options relevant to: Client needs and requirements Competitor strategies and offerings: What are same-size organisations doing in the tech. industry?, what are their strengths and weaknesses, and how are they positioning themselves? Industry trends and dynamics: What are the major shifts, emerging technologies, regulatory changes, or economic factors influencing the market? Market data: including sales figures, market share, survey results, feedback, and analytical reports. Guidance: We will complete the above with our recommendations and best practices.	- Contributes to the review of the analysis - Ensures the right people are available - Confirms and Sign Off the preferred analysis as meeting Client's expectations

Key deliverable #6 – Executive summary for board/finance committee

When	Milestone	Output Description	Client																																																																																																																										
week 8	Business case with cost of ownership analysis	- Executive summary for board/finance committee review, associating the initial maturity and risk narrative with the benefits (RoI) of the recommend roadmap - Cost of ownership over 5 years and RoI projections <table><caption>Break-Even-Analysis (expenses)</caption><tr><th>€k</th><th colspan="5">Plan</th><th>Total</th><th>Explanation</th></tr><tr><th></th><th>Year 1</th><th>Year 2</th><th>Year 3</th><th>Year 4</th><th>Year 5</th><th></th><th></th></tr><tr><td colspan="8">Benefits</td></tr><tr><td>Synergies / efficiency increase / cost savings</td><td>800,000</td><td>2,000,000</td><td>2,000,000</td><td>2,000,000</td><td>2,000,000</td><td>8,800,000</td><td></td></tr><tr><td>Total Benefits</td><td>800,000</td><td>2,000,000</td><td>2,000,000</td><td>2,000,000</td><td>2,000,000</td><td>8,800,000</td><td></td></tr><tr><td colspan="8">Project Financials / Follow-up costs</td></tr><tr><td>Implementation cost</td><td>750,000</td><td>750,000</td><td></td><td></td><td></td><td>1,500,000</td><td>as per 2024, IAM EXPERTS implementation costs</td></tr><tr><td>Solution subscription</td><td>1,000,000</td><td>1,000,000</td><td>1,000,000</td><td>1,000,000</td><td>1,000,000</td><td>5,000,000</td><td>as per 2024 average IGA leader subscription costs</td></tr><tr><td>Follow-Up costs / investments (managed service)</td><td>300,000</td><td>300,000</td><td>300,000</td><td>300,000</td><td>300,000</td><td>1,200,000</td><td>as per 2024 IAM EXPERTS managed service costs</td></tr><tr><td>Total Project Financials</td><td>1,750,000</td><td>2,050,000</td><td>1,300,000</td><td>1,300,000</td><td>1,300,000</td><td>7,700,000</td><td></td></tr><tr><td>Profit / Loss</td><td>-950,000</td><td>-50,000</td><td>700,000</td><td>700,000</td><td>700,000</td><td>1,100,000</td><td></td></tr><tr><td>Break-Even Analysis</td><td>-950,000</td><td>-50,000</td><td>700,000</td><td>700,000</td><td>700,000</td><td>1,100,000</td><td></td></tr><tr><td>Accumulated profit / loss</td><td>-950,000</td><td>-1,000,000</td><td>-300,000</td><td>400,000</td><td>1,100,000</td><td></td><td></td></tr></table> Development of result per year in EUR <table><caption>Development of result per year in EUR</caption><tr><th>Year</th><th>Accumulated profit / loss (€k)</th><th>Break-Even Analysis (€k)</th></tr><tr><td>Year 1</td><td>-950,000</td><td>-950,000</td></tr><tr><td>Year 2</td><td>-1,000,000</td><td>-50,000</td></tr><tr><td>Year 3</td><td>-300,000</td><td>700,000</td></tr><tr><td>Year 4</td><td>400,000</td><td>700,000</td></tr><tr><td>Year 5</td><td>1,100,000</td><td>700,000</td></tr></table>	€k	Plan					Total	Explanation		Year 1	Year 2	Year 3	Year 4	Year 5			Benefits								Synergies / efficiency increase / cost savings	800,000	2,000,000	2,000,000	2,000,000	2,000,000	8,800,000		Total Benefits	800,000	2,000,000	2,000,000	2,000,000	2,000,000	8,800,000		Project Financials / Follow-up costs								Implementation cost	750,000	750,000				1,500,000	as per 2024, IAM EXPERTS implementation costs	Solution subscription	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	5,000,000	as per 2024 average IGA leader subscription costs	Follow-Up costs / investments (managed service)	300,000	300,000	300,000	300,000	300,000	1,200,000	as per 2024 IAM EXPERTS managed service costs	Total Project Financials	1,750,000	2,050,000	1,300,000	1,300,000	1,300,000	7,700,000		Profit / Loss	-950,000	-50,000	700,000	700,000	700,000	1,100,000		Break-Even Analysis	-950,000	-50,000	700,000	700,000	700,000	1,100,000		Accumulated profit / loss	-950,000	-1,000,000	-300,000	400,000	1,100,000			Year	Accumulated profit / loss (€k)	Break-Even Analysis (€k)	Year 1	-950,000	-950,000	Year 2	-1,000,000	-50,000	Year 3	-300,000	700,000	Year 4	400,000	700,000	Year 5	1,100,000	700,000	C-suite and decision maker availability
€k	Plan					Total	Explanation																																																																																																																						
	Year 1	Year 2	Year 3	Year 4	Year 5																																																																																																																								
Benefits																																																																																																																													
Synergies / efficiency increase / cost savings	800,000	2,000,000	2,000,000	2,000,000	2,000,000	8,800,000																																																																																																																							
Total Benefits	800,000	2,000,000	2,000,000	2,000,000	2,000,000	8,800,000																																																																																																																							
Project Financials / Follow-up costs																																																																																																																													
Implementation cost	750,000	750,000				1,500,000	as per 2024, IAM EXPERTS implementation costs																																																																																																																						
Solution subscription	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	5,000,000	as per 2024 average IGA leader subscription costs																																																																																																																						
Follow-Up costs / investments (managed service)	300,000	300,000	300,000	300,000	300,000	1,200,000	as per 2024 IAM EXPERTS managed service costs																																																																																																																						
Total Project Financials	1,750,000	2,050,000	1,300,000	1,300,000	1,300,000	7,700,000																																																																																																																							
Profit / Loss	-950,000	-50,000	700,000	700,000	700,000	1,100,000																																																																																																																							
Break-Even Analysis	-950,000	-50,000	700,000	700,000	700,000	1,100,000																																																																																																																							
Accumulated profit / loss	-950,000	-1,000,000	-300,000	400,000	1,100,000																																																																																																																								
Year	Accumulated profit / loss (€k)	Break-Even Analysis (€k)																																																																																																																											
Year 1	-950,000	-950,000																																																																																																																											
Year 2	-1,000,000	-50,000																																																																																																																											
Year 3	-300,000	700,000																																																																																																																											
Year 4	400,000	700,000																																																																																																																											
Year 5	1,100,000	700,000																																																																																																																											

Stakeholders: The Usual Suspects We Talk To





Project Governance & Delivery Team

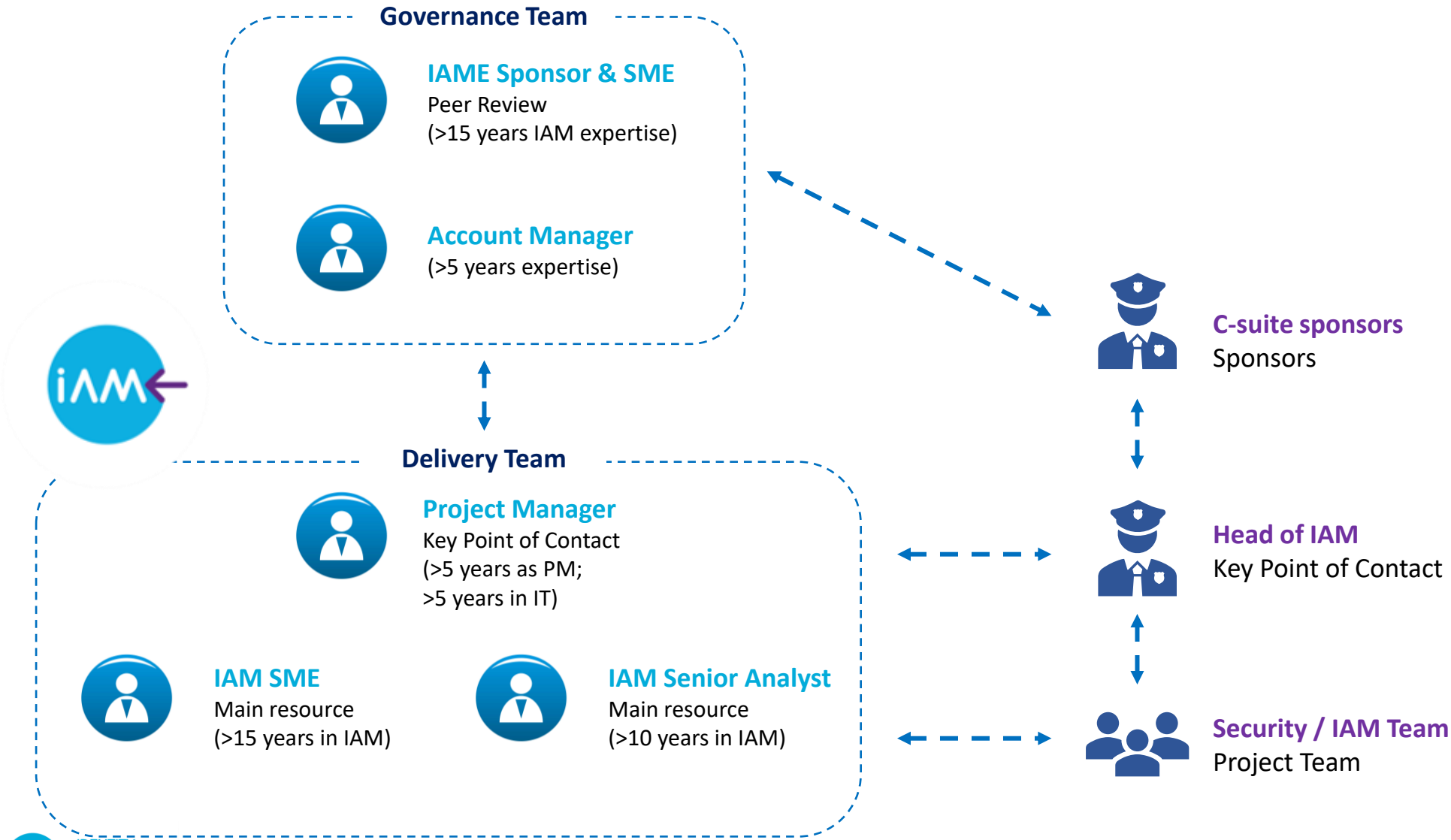
Project Governance

Efficient Communication Plan

Communication type	Description	Frequency	Format	Participants / Distribution	Deliverable
Daily Stand-up	10 minutes meeting outlining the day's key activities and highlight any issues	Daily	Conference call	Project Team	None
Weekly Project Team Meeting	Review of milestones, risks and key activities	Weekly	Conference call	Project Team, Project Sponsor	Weekly report to the team and PMO
Project Governance Meeting	Present metrics, milestones, and overall project status to stakeholders and sponsors	Fortnightly/ Monthly	Conference call	Project Stakeholders and Sponsors	Status and metrics presentation

- **Regular Quality Controls (Peer Review for each deliverables, Practice Lead weekly review)**
- **Weekly Customer Satisfaction review**

Meet your Delivery Team – Example



Contact Us

Anthony Mornet

Founder & CEO

anthony.mornet@iamexperts.net

Christophe Cumenge

Director of Operations

christophe.cumenge@iamexperts.net

Thuy Cory

Head of Account Management & Marketing

thuy.cory@iamexperts.net



www.iamexperts.consulting



UK. France. India. South Africa.