



Company Overview

Agenda

- Company Overview
- Business model
- Products
- Open Source Community
- Services
- Competitive Position
- Partners
- Summary

Company Facts

- Founded: 2010
- Employees Worldwide - ~80
- Headquartered in San Francisco w/ subsidiaries in UK, Norway, NZ, and France
- Products: Identity Management Suite - Open Source
- Commercial Offering: Enterprise SLA's, Lifecycle Support, and Training
- Marquee Investor: Accel Partners
- Marquee Advisors: McNealy / Gosling



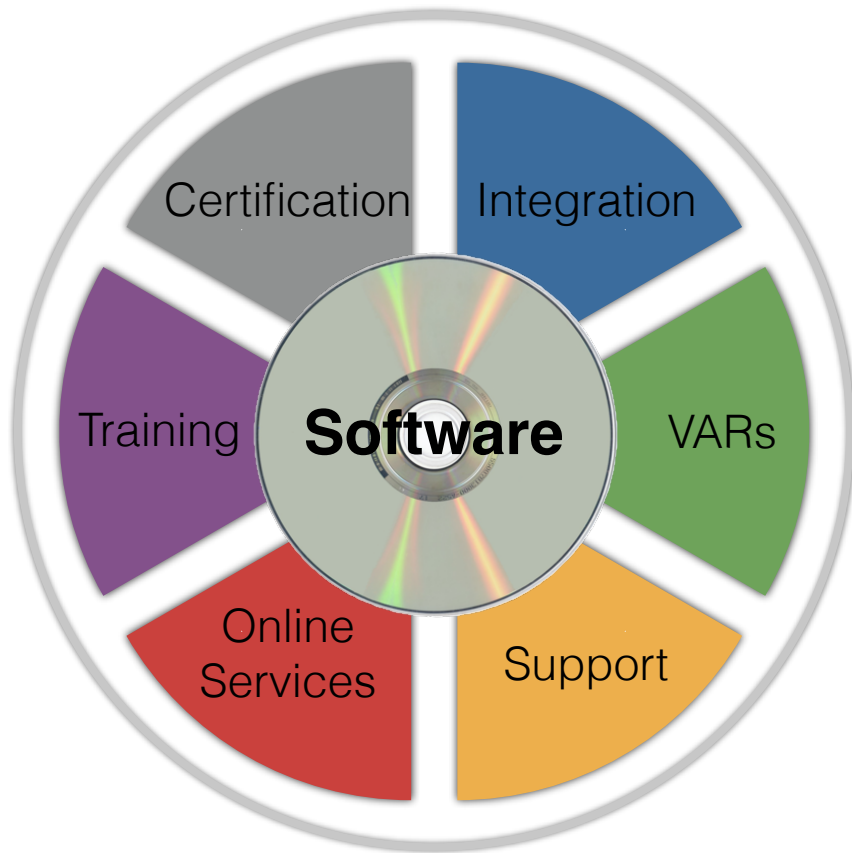
Marquee Customers



130+ Subscription Customers

Mission and Business Model

Provide industry leading support services, education and training to enable our customers to secure the best and most comprehensive identity management platform to meet their business needs.



- **BUSINESS MODEL:**
 - Software free
 - Services for a fee

ForgeRock Subscription Model

| Benefit | Free | Subscription |
|----------------------------|---------------|--------------|
| Twice Yearly Builds | ✓ | ✓ |
| Community Support | ✓ | ✓ |
| Email, Web & Phone Support | | ✓ |
| Sustaining Releases | 6 Month Delay | Real Time |
| Patches | | Real Time |
| Legal Indemnification | | ✓ |

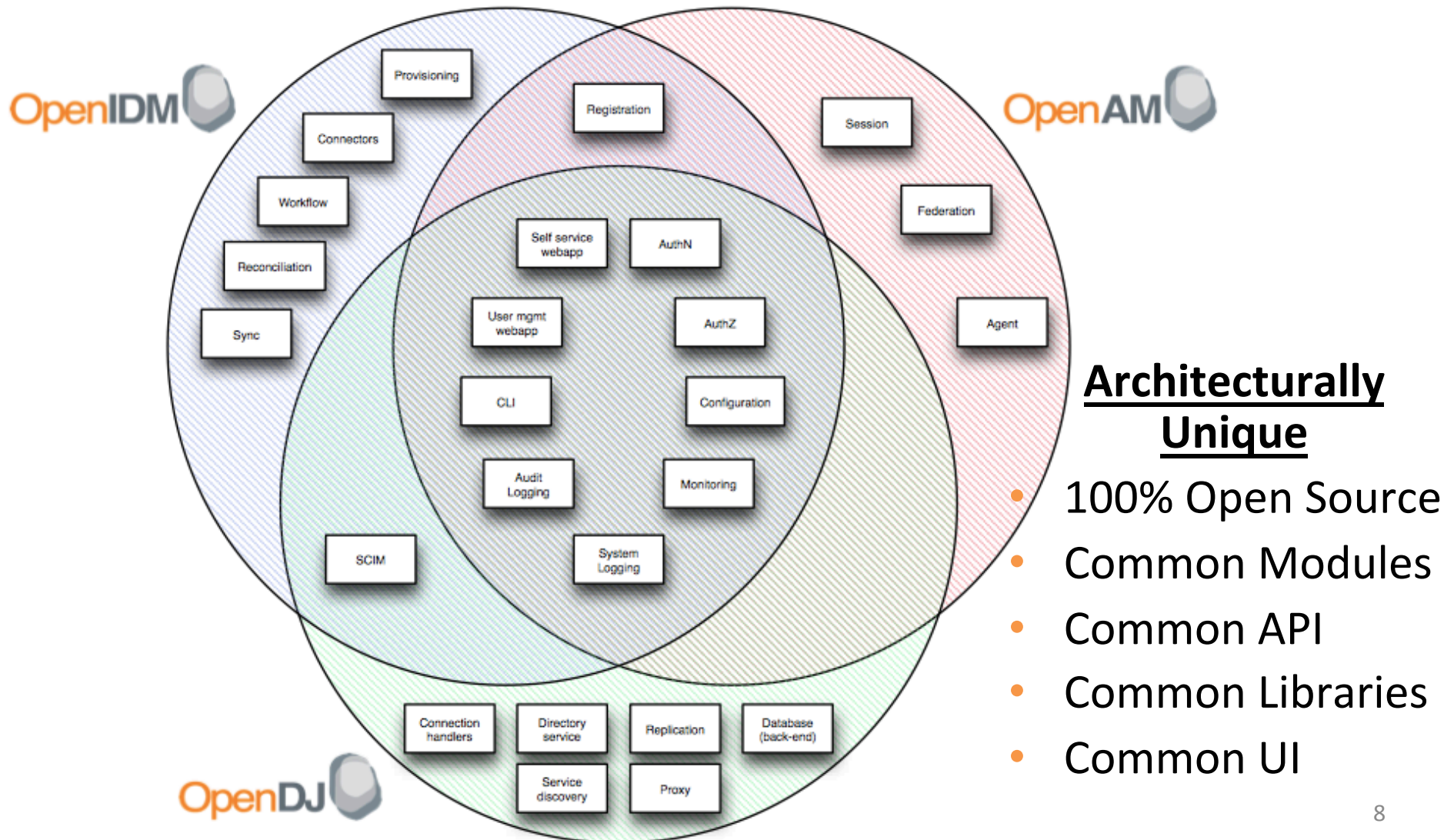


Similar Approach to RedHat

ForgeRock's Open Identity Stack

- Unified platform (Not a marketing bundle!)
- Identity Everywhere – Enterprise, Cloud, Social & Mobile
- Handles “data-anywhere” model for replication on- or off-premise
- Simple, lightweight, developer friendly API
- Internet Scale for big data identity transactions

Open Identity Stack – Unified Architecture



Value Proposition

Developer

Higher Productivity

- Technical Support
- Integrated Product Offering
- Secure Apps

IT Department

Business Continuity
with Enterprise SLA's

Operating Efficiency

CIO

Business Continuity

Operating Efficiency

Improved Security &
Compliance

Open Source Community

- ForgeRock led:
 - In house development resources of ~30 by 2012 year end.
 - Community members include customers, prospective customers, and partners – examples:
 - Goldman Sachs (US) – Customer
 - Nomura Research Institute (Japan)
 - Fujitsu (Japan)
 - Syntegrity (US) - Partner
 - Nulli Secundus (Canada) - Partner
- Over 40,000 downloads since company inception; previously ~ 30,000 per year under Sun Microsystems (Open SSO first released 2005, Open DS 2006)

ForgeRock Services

- Product Subscriptions
 - Enterprise Service Level Agreements (SLA's)
 - Holistic approach – Support and mentor projects over the product lifecycle i.e. from inception to design to production.
 - Sustaining support
 - Research and Development
- ForgeRock University + Training Network

Competitive Position - Differentiation

Open Source

- ForgeRock Led Community
- CDDL License – no copyright issues, and patent protection.
- Freely downloadable.

Product

- Full suite across Open AM, Open IDM, and Open DJ.
- Feature Rich – Developed since early 2000's.
- Standards based.

Enterprise

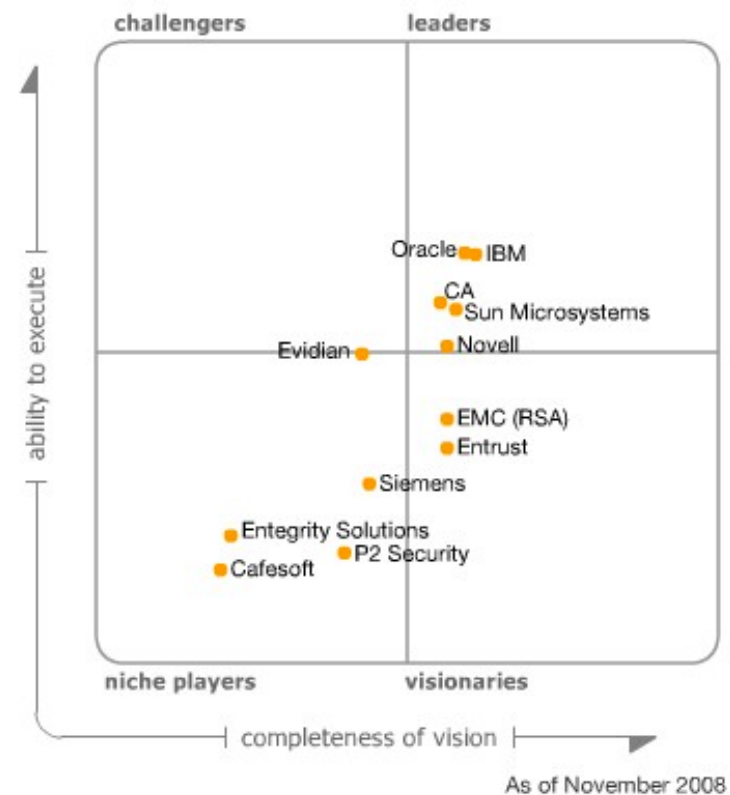
- Multi-platform, J2EE application deployable.
- Migration path from Sun's OpenSSO – easy, no "rip and replace".
- Investment protection
- Low TCO

Competitive Position

OpenAM originated as Open SSO at Sun Micro, and was open sourced in '07

Sun's Open SSO became the market share leader, exceeding CA SiteMinder, IBM's Tivoli Identity Manager, and Oracle's Access Manager.

Sun's solution placed in the Visionary/Leader quadrant by Gartner.



Source: Gartner (November 2008)

Partners

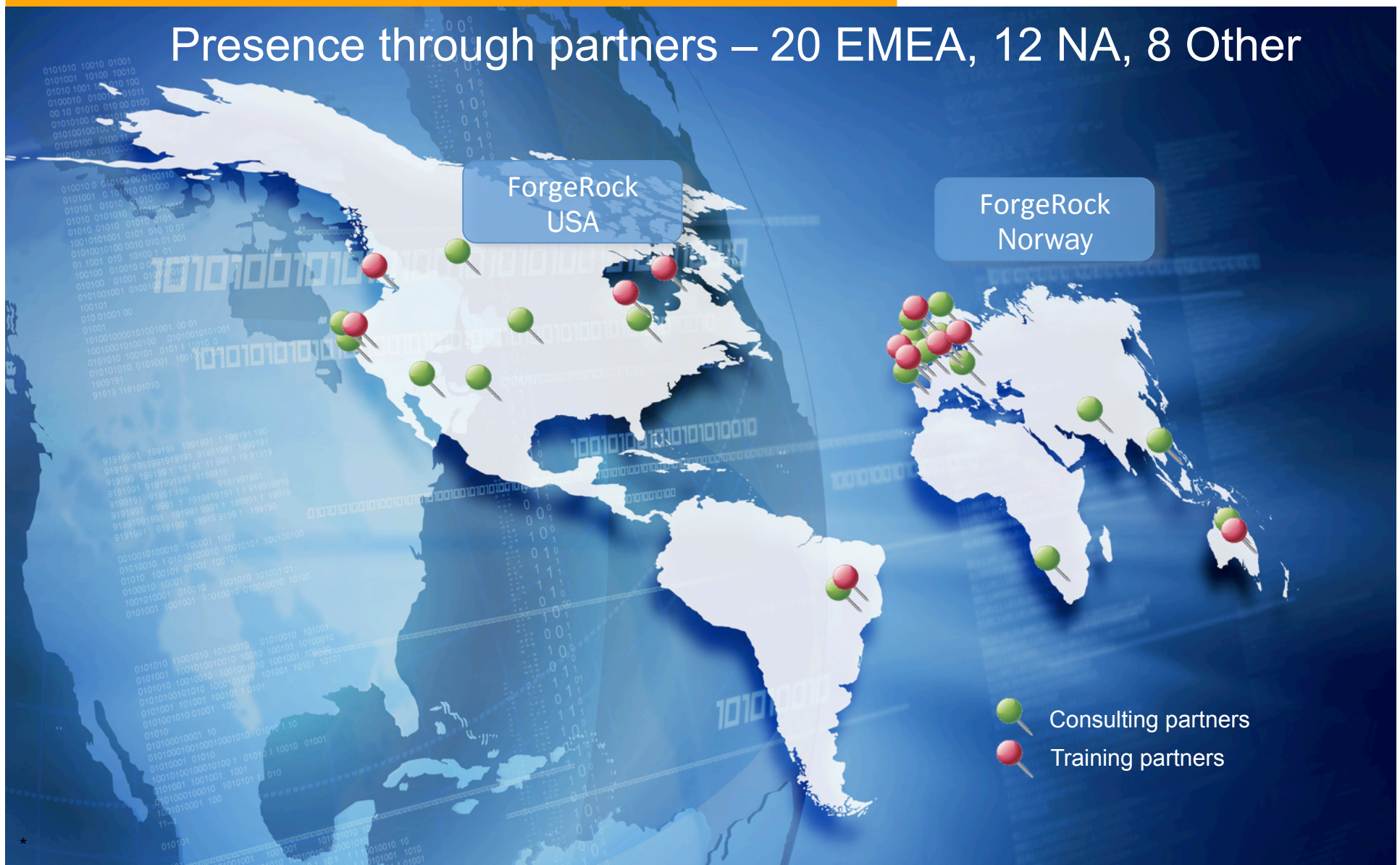
- System Integrators
 - Global SI – Verizon
 - Worldwide network of 40 identity and access management specialized system integrators (SI's).
- Managed Service Providers
 - Simeio Solutions
- Technology partners
 - Radiant Logic – VDS (Virtual Directory) uses OpenDJ as cache store; integrates with OpenAM.

ForgeRock Partners



Global Partnerships

Presence through partners – 20 EMEA, 12 NA, 8 Other



Summary

- Positioned for growth:
 - Funded
 - Staffed
 - Ensured product development.
- Committed to open source.
- Business model with enterprise SLA's and enhanced support.
- Competitive products that lead the market.
- Value-add services and support offered via ForgeRock and a network of SI, technology, and business partners.