

RESOURCE GUIDE • DAILY BRIEF • OCT 8, 2026

79% run AI agents. Can your clients prove they govern them?



SailPoint's fifth Horizons of Identity Security report, released Oct 6 at its Navigate conference, surveyed 340 senior identity, IT, security and risk leaders worldwide. Agents are already in production. The tools built to govern them, and the evidence to show an auditor, mostly are not. For MSPs, that proof is the service.



FIGURE 1 • SHARE OF 340 SURVEYED ORGANIZATIONS • SOURCE: SAILPOINT, HORIZONS OF IDENTITY SECURITY 2026-2027

22%

of all non-human accounts are now AI agents (SailPoint)

54%

sit at Horizon 1, no formal program, for agent identity (SailPoint)

~60%

remain in Horizons 1 and 2 overall; under 1% reach Horizon 5 (SailPoint)

15%

can provision non-human access in real time (SailPoint)

WENDY WU • CMO, SAILPOINT

Security needs "discovery, ownership, and access decisions happening in real time rather than on a quarterly review cycle."

JÉRÔME ROBIN • CRITEO • QUOTED BY SAILPOINT

"The objective is not to slow down AI adoption. It is to make AI adoption safe enough to scale."

RATED SEVERE HURDLES IN THE SURVEY • WHERE MSP HOURS GO

01 • KEYS

Credential lifecycle

Tokens and keys that never expire or rotate

02 • SHADOW

Shadow AI discovery

Agents nobody signed off on

03 • WATCH

Real-time monitoring

What agents do while they do it

04 • PROOF

Audit evidence

Only 43% feel ready to produce it

ALL FIGURES FROM SAILPOINT'S 2026 HORIZONS SURVEY OF 340 SENIOR LEADERS • VENDOR RESEARCH • DESCRIPTIONS UNDER HURDLES ARE CONSULTIPLY'S READ

Confidence is running ahead of proof

SailPoint calls it an awareness gap: leaders rate themselves higher than their controls can show. Each pair below comes from the same 340-leader survey. The distance between the dots is the work an MSP can sell.

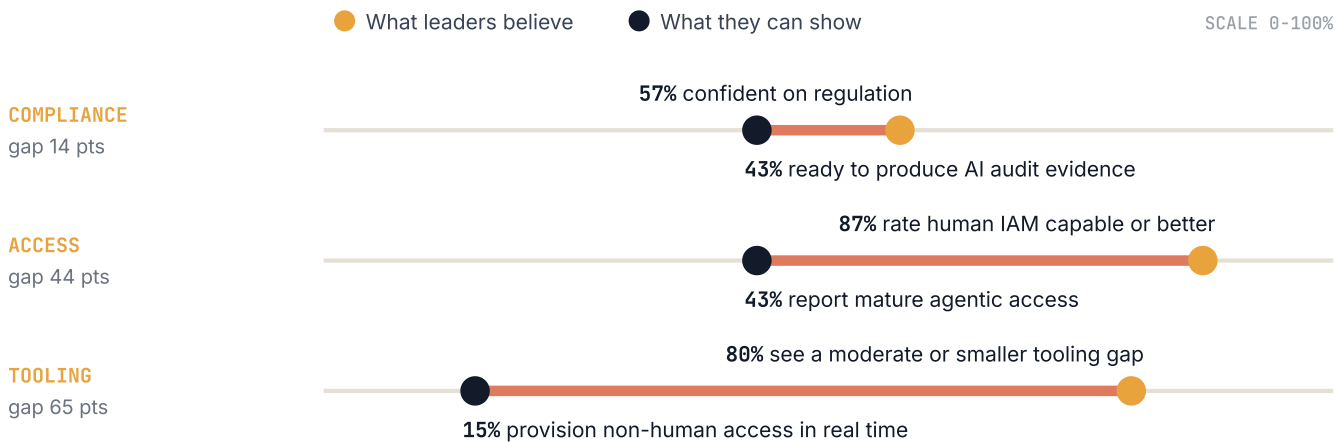


FIGURE 2 · BELIEF VS. DEMONSTRABLE CAPABILITY · SOURCE: SAILPOINT, HORIZONS OF IDENTITY SECURITY 2026-2027 (OCT 6, 2026 RELEASE)

WHO WILL ASK FOR PROOF · AND WHAT THE MSP KEEPS ON FILE (CONSULTIPLY FRAMEWORK)

WHO ASKS	THE QUESTION	EVIDENCE ON FILE	REFRESH
Auditor	Which AI agents can reach regulated data?	Agent register with data scope	Quarterly
Cyber insurer	Who owns non-human accounts and keys?	Owner list + key rotation log	At renewal
Client leadership	Who approved what this agent may do?	Signed approval rules	On change
Incident lead	What did it do, and how fast can it stop?	Activity log + timed revoke test	Monthly

WHY IT PAYS · SAILPOINT SURVEY



FIVE-QUESTION EVIDENCE CHECK · SCORE EACH CLIENT IN THE NEXT QBR

COULD THE CLIENT SHOW AN AUDITOR TODAY...	YES	PARTLY	NO
1. A list of every agent and non-human account?	☐	☐	☐
2. A named owner and business purpose for each?	☐	☐	☐
3. When each key or token was last rotated?	☐	☐	☐
4. A signed rule for what needs human approval?	☐	☐	☐
5. A dated access review that includes agents?	☐	☐	☐

TELL THE CLIENT →

"You are probably confident you are compliant. Let's make sure you could prove it for every AI agent, before an auditor or your insurer asks."

Package the proof as a recurring service

SailPoint's roadmap climbs from Discover to Govern to Protect. Most clients are still on the first step. Map one MSP deliverable to each stage and the evidence builds itself as the client matures.

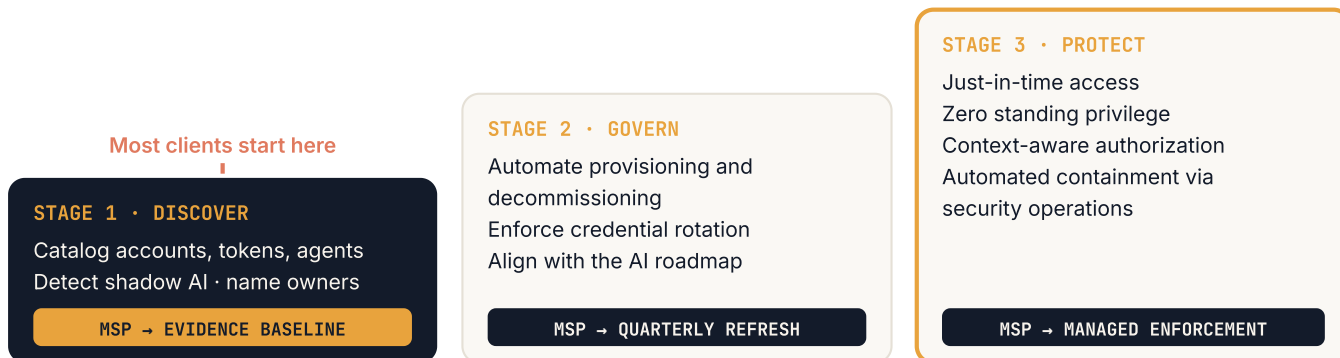
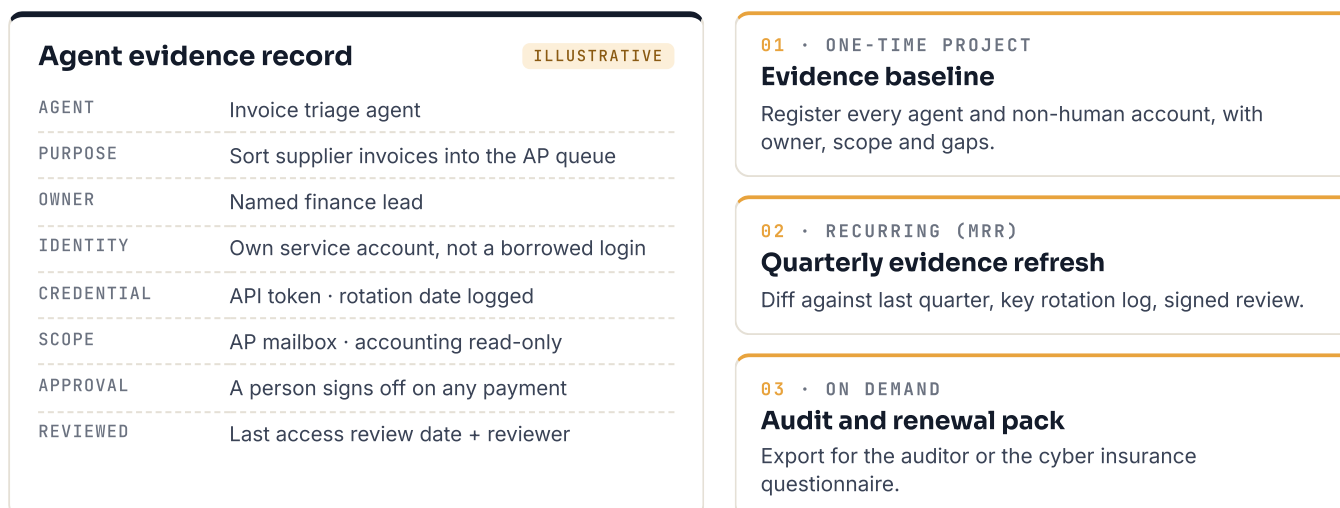
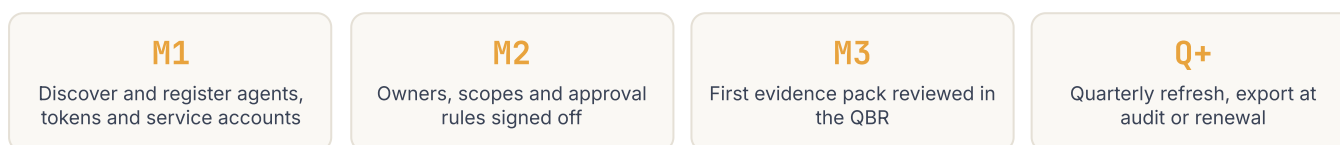


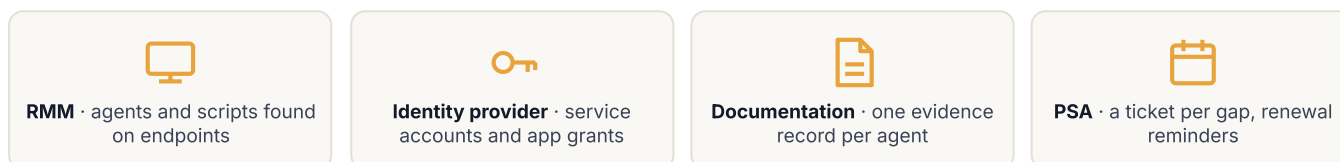
FIGURE 3 · SAILPOINT'S THREE-STAGE ROADMAP (AS REPORTED BY CHANNEL INSIDER) MAPPED TO MSP DELIVERABLES (CONSULTIPLY FRAMING)



FIRST 90 DAYS WITH ONE CLIENT · CONSULTIPLY PLAYBOOK



WHERE THE EVIDENCE COMES FROM IN THE MSP STACK



READ THE NUMBERS HONESTLY

This is SailPoint's own survey of 340 senior leaders, and SailPoint sells identity security. Treat the percentages as enterprise direction, not small-business benchmarks. The gap between feeling compliant and proving it is the part that travels to every client.



KEEP EXPLORING

Sources for this MSP brief

SailPoint · 79% run agents, 2% purpose-built security

SailPoint Report Finds 79% of Enterprises Run AI Agents in Production, Yet Only 2% Have Deployed Purpose-built Security.

sailpoint.com/press-releases · Oct 6, 2026

SailPoint · Horizons of Identity Security 2026-2027

The full report page: 340 leaders benchmarked against a five-tier maturity model.

sailpoint.com/horizons

GlobeNewswire release via Yahoo Finance

The same SailPoint release as distributed on the newswire, Austin, Texas.

finance.yahoo.com · Oct 6, 2026

Channel Insider · agent adoption outpaces identity security

SailPoint Finds AI Agent Adoption Far Outpacing Identity Security · Jordan Smith. Roadmap stages and the partner angle.

channelinsider.com · Oct 7, 2026

Consultiply · MIP Resource Center

The full MSP read: turning the AI audit-evidence gap into a recurring service.

consultiply.ai/mip-resource-center

READ WITH CARE

- All percentages are SailPoint's own survey results (340 senior identity, IT, security and risk leaders, global). SailPoint sells identity security.
- Roadmap stages are SailPoint's, as summarized by Channel Insider. The evidence record and the three-part offer are Consultiply illustrations, not client data.

Want agent evidence files packaged for your client base?

consultiply.ai

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