PRESS RELEASE

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**Janrain Celebrates Record Profitability & Growth**

*Identity Cloud Leader Crosses Beyond $100M Annual Revenue*

**PORTLAND, OR**(Jan 1, 2021) – Janrain, the largest digital identity network in the world, today announced that it had achieved more than $100 million in revenue in 2020, maintaining the company’s track record of profitability with an average of 50% year-over-year growth over the last three years. These results were driven by Janrain’s Identity Cloud, which was deployed by more than 125 of the world’s largest organizations last year alone. Janrain’s Identity Cloud also gained significant market share, maintaining its leadership position with leading analysts including Gartner and Forrester.

Customer success continues to be a hallmark of Janrain’s value proposition, as demonstrated by its outstanding track record on client satisfaction and gross retention above 95%.

Today, over 1000 of the world’s leading organizations are Janrain clients, supported by nearly 550 employees in 20 countries. Janrain also boasts the industry’s most robust partner ecosystem, with more than 150 partners and 3,000 trained Janrain Identity Cloud experts.

The company, which celebrated its 18th anniversary in December 2020, was named to Deloitte’s Technology Fast 500™ for the second consecutive year, and honored as Frost & Sullivan’s “Global Identity and Access Management Entrepreneurial Company of the Year.”

“As Janrain celebrated its 18th anniversary and crossed the $100 million annual revenue mark, we reflected back to the company’s original goals in 2002,” said Jim Kaskade, Janrain’s CEO. “Janrain pioneered the customer identity access and management market and built a global business that allows us to invest in our people and technology, all while staying laser focused on the success of our clients. The entire team is proud of this accomplishment, and is proud of becoming the largest digital identity network in the world.”

Across its 18 year history, Janrain has a proven track record of driving innovation in the market, pioneering customer identity access and management, revolutionizing provisioning and ultimately, delivering the industry’s first enterprise-grade CIAM solution delivered from the cloud.

As a proof point of Janrain’s success, the company has been named the Leader in Gartner's “Magic Quadrant for Identity and Access Management as a Service (IDaaS)” and Forrester’s Wave ”Customer Identity and Access Management“, achieving the top score in both reports, among other industry accolades.

“We see a future where every customer will move seamlessly and safely between web and mobile properties, in-person interactions and connected devices; where security, privacy and application technologies come together to create simple, safe experiences.” said Larry Drebes, Janrain’s founder. “We believe each customer’s unique digital identity is their key to this personally connected world, which makes that identity the most valuable thing they own. Companies that treat each customer’s identity safely and securely will be the ones to earn their trust and loyalty.”

“From the end-users’ perspective, we unlock every consumer's digital world through their identity, seamlessly and safely.” said Jim Kaskade, “From the enterprise clients’ perspective we focus on reducing total cost of ownership, increasing time-to-value, and ultimately driving significant revenue impact under the most impressive security and privacy capabilities globally.”

**About Janrain**

Founded in 2002, Janrain pioneered Customer Identity and Access Management (CIAM) and is widely recognized by industry analysts as a global Identity Cloud services leader. The Janrain Identity Cloud® provides identity management, security and activation solutions that enable seamless and safe customer experiences across their digitally connected world, while providing enterprise organizations with deep customer insights. Janrain's identity capabilities include social and traditional login and registration, single sign-on, customer profile data storage and management, customer segments, customer insights and engagement solutions. The company manages a reach to over 5 billion digital identities with identity services provided to global 1000 enterprises, including Pfizer, Samsung, Whole Foods, Fox News, Philips, McDonald's and Dr Pepper. Janrain is headquartered in Portland, Oregon, with over 18 regional offices in cities around the world. For more information, please visit [www.janrain.com](http://www.janrain.com/?src=Press&utm_medium=press) and follow [@janrain](http://www.twitter.com/janrain).