

Okta, Inc. (OKTA)

DECEMBER 17, 2025 | 11:00AM ET

Stephens is hosting a conference call with Shiven Ramji, President Autho, of Okta, Inc.

About Okta, Inc.

Okta is a cloud-native identity access and security provider. Okta's identity security platform is used by enterprises to provide connectivity, access, authentication and identity lifecycle management spanning all users, technology and applications.



Conference call date and time subject to change. To join the call or to obtain more information, please contact your Stephens sales representative.

Topics of Discussion

- Customer Identity Access Management (CIAM) basics - market opportunity, demand drivers, use cases (i.e. B2C vs. B2B), buyer personas and budget centers.
- Autho go-to-market approach, including land and expand dynamics and how the specialized GTM structure is improving sales execution, win rates, and cross-sell/upsell momentum.
- Competitive landscape and Autho differentiation - build vs. buy, major CIAM competitors.
- Impacts on AI and Agents on CIAM and growth and monetization opportunities for Autho.

Conference Call Host

Todd Weller
Managing Director
Cybersecurity & Infrastructure
Software Technology Research
501-377-6351
todd.weller@stephens.com

stephens.com

f in X 800-643-9691

© 2025 STEPHENS INC. MEMBER NYSE, SIPC | 111 CENTER STREET, LITTLE ROCK, AR 72201

[UNSUBSCRIBE](#) [EMAIL PREFERENCES](#) [VIEW ONLINE](#)

This announcement has been prepared solely for informative purposes as of its stated date and is not a solicitation, or an offer, to buy or sell any security. It does not purport to be a complete description of the securities, markets or developments referred to in the material. The research analyst principally responsible for preparation of this announcement has received compensation that is based on the firm's overall revenue which includes investment banking revenue. To access current disclosures for the companies in this announcement, clients should refer to <https://stephens2.bluematrix.com/sellside/Disclosures.action> or contact your Stephens Inc. representative for additional information. Please also note that the announcement may include one or more links to external or third-party websites. Stephens Inc. has not independently verified the information contained on such websites and can provide no assurance as to the reliability of such information, and there can be no assurance that any opinions expressed on such websites reflect the opinions of Stephens Inc. or its management. Artificial intelligence tools may have been used in the preparation of this material, including assisting in data analysis, pattern recognition, and content drafting for research material. Additional information available upon request.