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- Agent identities and NHIs came up in every partner conversation. Okta for AI Agents was "barely out the door" in the quarter. Q2 pipeline is building around the agent identities story, but it's early.
- Channel program feedback has been less than stellar, with partners indicating deal registration conflicts and turnover concerns.
- OKTA has positioned itself as an identity layer in a broader AI security stack, which will require implementation work. Partners say they are favoring GSIs, but if they want to be part of the security stack, they'll need the cybersecurity channel on board as well.

"Cross App Access is worth watching. That's OKTA trying to move app-to-app and agent-to-app permissions back toward the Identity provider instead of leaving every SaaS app and API integration to invent its own access logic. Because static keys and shared credentials are exactly how this becomes a massive mess." -US Partner

AI STRATEGY

"When people talk about Mythos, they usually go straight to vulnerabilities, exploit chains, zero-days, CVEs... But the more you think about it, the more Identity becomes a very important part of the blast radius conversation." -US Partner

PRODUCT

Okta for AI Agents was announced in March and GA'd at the end of April to answer three questions: where are my agents, what can they connect to, and what can they do?

Cross App Access (XAA) is an open protocol that extends OAuth to secure agent-to-app and app-to-app interactions. Early Access launched in January. Open source ecosystem adoption will be central to OKTA's ability to monetize this effort.

AGENTIC AI

Partners across geos described customers with AI agents in production with no governance in place. According to partners, OKTA isn't a whole solution to the Mythos problem, but it is a way to reduce your blast radius. That message is resonating with CISOs who already own OKTA. Agent identities become expansion opportunities in the existing installed base.

THE PULSE

Q3 FY26	Q4 FY26	Q1 FY27
NHIs absent from field conversations. Channel at a low point; OKTA in apology mode with VARs. Core IAM steady on renewals; new products not there yet.	NHI emerges as primary identity topic. Channel trust rebuilding; partners target 12-15% FY27 growth. Auth0 for AI Agents GA in November; agentic products still underwhelming in field.	Agents in production across regulated enterprises with no governance in place. Okta for AI Agents GA April 30. Mythos adds urgency; conversion is a 2H FY27 story.

PARTNER QUOTES

"Our Financial Services clients are already dealing with AI agents running loose in their environments. We've seen regulated banks that have agents with access to data rooms, agents summarizing regulatory filings, agents executing workflows across multiple systems. The question of how you govern those agents - what they're allowed to access, when, under what conditions, and who's responsible if something goes wrong - that's what everyone's struggling with." -UK Partner

THE HEAT

HOT	WARM	WATCH
Core IAM renewals, Agent identity and NHI narrative resonating with C-suite	Okta for AI Agents, Identity as Mythos blast-radius control (2H FY27)	Channel execution issues, Auth0 dev relevance and startup competitive pressure, PANW Idira consolidation pressure