



Analog Informatics™
Corporation

AIC vs Delinea

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Head-to-head Privileged Access Management (PAM): Analog Informatics Corporation (AIC) versus Delinea Secret Server. CMMC kit gaps are on Delinea alternatives.

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At a Glance

Criterion	AIC Privileged Access	Delinea Secret Server	Winner
Public price list	Yes, \$89 per privileged user per month	None [3]	AIC
Typical Year 1, vault	\$5,340 for 5 users	Median \$23,863 per year (6 buyer reports) [1]	AIC on the published AIC line versus the reported median
Per-account meter	Not used	\$8 to \$18 or more per account reported [2]	Different meters. See notes
Endpoint elevation	Included in the AIC platform	Privilege Manager \$4 to \$8 per endpoint, separate [2]	AIC on one product versus two SKUs
Later-year partner residual	20% if registered and billed through the partner [4]	Deal-registration 30% does not apply to renewals [5]	AIC
MSP track	Live, same rates as reseller [4]	Manage coming soon [6]	AIC

A median buyer contract is not a list price. Delinea may quote lower or higher. Confirm with Delinea.

Pricing

Item	Delinea	AIC
Vault and privileged access, typical Year 1	\$23,863 median [1]	AIC Privileged Access \$5,340 for 5 users
Public list	None [3]	\$89 per privileged user per month

AIC Enterprise Privilege Suite™ is priced by quote.

Where Delinea Fits

Delinea fits teams that want a vault-first product and will add Privilege Manager and CMMC tools as separate purchases.

Questions Buyers Ask

How much does Delinea cost? Delinea does not publish a list [3]. Buyer reports show a \$23,863 median annual Secret Server contract [1].

Does Delinea's 30 percent partner discount beat AIC? On a new registered license, both print 30 percent. Delinea's deal-registration discount does not apply to renewals [5]. AIC's 20 percent later-year rate does [4].

All PAM comparisons | CMMC Delinea page | Request a demo

Sources and Notes

1. Delinea Secret Server buyer pricing: median \$23,863 per year (n=6).
<https://costbench.com/software/secrets-management/delinea-secret-server/>. Retrieved 2026-10-09.
2. Delinea buyer pricing: \$8 to \$18 or more per account; Privilege Manager \$4 to \$8 per endpoint. <https://www.vendr.com/marketplace/delinea>. Retrieved 2026-10-09.
3. Delinea licensing notes, no public price list. <https://wiki.licenseware.io/wiki/delinea-licensing/>. Retrieved 2026-10-09.
4. Analog Informatics Corporation MSP Agreement and Reseller Agreement, Fee Schedule (Section 4.9). Price list dated 2026-10-09.
5. Delinea deal-registration datasheet: discounts do not apply on support, maintenance, or renewals.
<https://f.hubspotusercontent10.net/hubfs/19928113/Delinea/partner%20publications/delinea-datasheet-deal-registration-eng.pdf>. Retrieved 2026-10-09.
6. Delinea partners page: Manage (MSP / MSSP) is coming soon.
<https://delinea.com/partners>. Retrieved 2026-10-09.

About This Comparison

Competitor information comes from the public sources listed above and was collected on October 9, 2026. Prices, packages, and features change. This information is not guaranteed to be accurate or complete. Confirm current terms with each vendor before you buy. AIC Privileged Access prices are list prices from the AIC CMMC price list dated October 9, 2026. AIC Enterprise Privilege Suite™ is priced by quote.

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