



First Marketplace

New Additions for the Week 2 February - TOP STORIES #152

Here are the Vendors for the week, and for a full list of Vendors already transacting with us on the Marketplace, they [can be found here](#)



Company Overview

Mimecast is a leading cybersecurity company specialising in human risk management and advanced email security. Founded in 2003 and headquartered in London, it protects over 42,000 customers worldwide through an AI-powered platform that addresses threats from human error across email, collaboration tools, and data.

Products and Services

Paessler's flagship offering is PRTG Network Monitor, an all-in-one solution for monitoring networks, servers, devices, traffic, applications, cloud services, databases, and more.

- **Email and Collaboration Security:** AI-driven protection against phishing, ransomware, BEC, malware, and impersonation attacks; includes URL protection, spam filtering, and targeted threat intelligence processed from 7 billion daily signals.
- **Human Risk Management:** Unified platform with a risk command centre to identify high-risk users, reduce shadow AI use by 30%, and provide security awareness training; integrates behavioural analysis and insider threat mitigation.
- **Data Loss Prevention and Insider Risk:** Monitors and responds to data exfiltration risks, safeguarding critical assets like financial data and intellectual property with advanced DLP tools.
- **Compliance and Archiving:** Digital communications governance for e-discovery, regulatory compliance, data retention, and forensic analysis; supports standards across email, chat, and file-sharing.
- **Cyber Resilience Extensions:** Business continuity, sync & recover for downtime protection; web security against malicious sites; DMARC tools, large file send, and secure messaging add-ons.
- **Integrations and Add-ons:** Over 300 integrations with cybersecurity platforms; features like CyberGraph, Advanced BEC, and Brand Exploit Protect for enhanced threat neutralisation.

Your Sales Specialist is: [Taryn Fonseca](#)

mimecast Review

Mimecast holds a 4.5-star rating on Gartner Peer Insights for Email Security based on over 610 reviews, with 86% recommending it for strong threat protection and support.

[mimecast Reviews](#)



Company Overview

Snowflake Inc. is a leading cloud-based data platform company headquartered in Bozeman, Montana, founded in 2012 by former Oracle executives Benoît Dageville, Thierry Cruanes, and Marcin Żukowski. It provides the AI Data Cloud, a fully managed SaaS solution that unifies data warehousing, data lakes, data engineering, data sharing, and AI workloads across AWS, Azure, and Google Cloud, serving over 10,000 customers including 800+ Forbes Global 2000 firms. The platform separates storage from compute for elastic scalability, zero-management operations, and pay-per-use pricing, enabling secure data collaboration without copying data.

Products and Services

- **Data Cloud Platform:** Core fully managed SaaS offering data storage, processing, and analytics with SQL query engine; supports structured, semi-structured, and unstructured data; scales independently for compute and storage; runs on multi-cloud infrastructure.
- **Snowpark:** Framework for building data pipelines, ML workflows, and apps using Python, Java, or Scala; enables custom functions and serverless extensibility without moving data.
- **Cortex AI:** Suite of generative AI services with LLMs, vector search, model deployment; allows SQL/Python-based AI apps, agentic intelligence, and natural language querying.
- **Snowflake Marketplace:** Platform to discover, share, and monetise live datasets, apps, and services securely across organisations; includes public data products like SEC filings and economic indicators.
- **Unistore/Hybrid Tables:** Supports transactional and analytical workloads in one platform; enables OLTP alongside analytics with Postgres compatibility for app state management.
- **Data Engineering Tools:** Features like Snowpipe for continuous ingestion, dynamic pipelines in multiple languages, and open formats (e.g., Iceberg) for cross-engine access.
- **Security and Governance:** Enterprise-grade controls including RBAC, encryption, data masking, Horizon Catalogue for discovery/compliance, and observability for metrics/logs/traces.
- **FinOps and Observability:** Built-in cost management, performance monitoring, pipeline debugging, and AI observability; auto-scales with Gen2 warehouses for 2x faster analytics.

Your Sales Specialist is: [Taryn Fonseca](#)

Snowflake Review

Snowflake earns high praise for its user-friendliness, ease of implementation, multi-cloud support, and performance in analytics/AI workloads, positioning it as a Leader in Gartner's Magic Quadrant for Cloud Database Management Systems. On Gartner Peer Insights for Cloud DBMS, it holds a strong 4.6/5 rating from hundreds of verified reviews, highlighting scalability and reliability.

You can find [Snowflake Reviews here](#).



Company Overview

Druva provides a fully managed SaaS platform for data security and resilience across cloud, SaaS, endpoints, and data centres. Founded in 2008 and headquartered in Sunnyvale, California, the company serves over 6,000 customers, including 65 Fortune 500 firms, with air-gapped, immutable backups and AI-driven threat detection.

Products and Services

- **Druva Data Security Cloud:** Core SaaS platform unifying backup, recovery, governance, and security for SaaS apps (e.g., Microsoft 365, Salesforce), endpoints, cloud workloads (AWS, Azure), virtual/physical servers, and NAS; features global deduplication, automated tiering to cold storage, and up to 40% TCO savings vs legacy solutions.
- **Autonomous Security and Threat Response:** AI-powered detection of anomalies, malware scans, SIEM/SOAR integrations, proactive alerts, and clean recovery options like sandboxing and curated recovery for ransomware defence.
- **Disaster Recovery (DRaaS):** One-click cloud DR with automated failover/failback to AWS VPC or Azure, unlimited testing, and rapid VM recovery in under 30 minutes.
- **Data Governance and Compliance:** eDiscovery, legal holds, sensitive data monitoring, audit trails, compliance reporting, and data locality controls; includes \$10M Data Resiliency Guarantee.
- **Phoenix and CloudRanger:** Legacy/legacy-integrated solutions for server backups, AWS-native protection, and multi-site management with DR options.
- **DruAI (GenAI Tools):** Automates reports, security guidance, threat hunting, and natural language tasks for ops and resilience.

Your Sales Specialist is: [Taryn Fonseca](#)

Your Technical Specialist is: [Greg Bayliss-Lane](#)

Druva Review

Druva earns high praise as a 2025 Gartner Peer Insights Customers' Choice for Enterprise Backup and Recovery Software Solutions, with a 4.9/5 overall rating from 129 reviews, 4.9/5 deployment/support scores, and 97% willingness to recommend. Customers highlight seamless SaaS deployment, reliable performance, top-tier support, and cloud migration ease.

[Gartner Peer Insights Review](#)

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