



## New Additions for the Week 3 November - TOP STORIES #139

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](#)



SUSE is a prominent multinational company specialising in enterprise-grade open source solutions, primarily based on Linux technologies. It was founded in 1992 in Germany and has grown into a global leader in Linux enterprise operating systems, container management, and storage solutions.

### Overview

- **Core Products:** The main offering is SUSE Linux Enterprise, a stable, enterprise-grade Linux OS designed for mission-critical workloads.
- **Additional Solutions:** SUSE also provides container management (via SUSE Rancher), software-defined storage, edge computing solutions, and product extensions such as SUSE Manager.
- **Global Presence:** Headquartered in Nuremberg, Germany, SUSE serves more than 60% of Fortune 500 companies and operates worldwide with a focus on cloud, edge, and data centre deployments.
- **Recent Developments:** The company continues innovating, including the integration of agentic AI into its Linux Enterprise Server (SLES), enhancing visibility, automation, and management capabilities, and more cost-effective than hiring new talent.

### History

SUSE pioneered commercial Linux in Europe and has been influential in Linux enterprise adoption and development from its initial release of S.u.S.E Linux 1.0 in 1994, to its current enterprise solutions.

SUSE remains a leader in open source enterprise solutions, with a broad product portfolio supporting various workloads from data centres to edge environments, emphasising security, reliability, and innovation.

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### SUSE Review

SUSE is recognised as a leader in the 2025 Gartner Magic Quadrant for Container Management, with its SUSE Rancher Prime product being highlighted for its innovation, secure and flexible container platform across edge, AI, and hybrid clouds.

Gartner places SUSE in the Leaders quadrant for its strong execution and strategic positioning, enabling enterprises to control, choose, and have agility without vendor lock-in. SUSE's strength lies in its commitment to open source, interoperability, and broad real-world customer success, especially in cloud-



Proofpoint is a well-established cybersecurity solutions provider specialising in email security, threat detection, data loss prevention, compliance, and cloud security. It is trusted by many large enterprises, including a significant portion of the Fortune 100, to protect their digital environments against various cyber threats, especially those targeting email, cloud collaboration platforms, and social media.

### Overview

- **Cybersecurity Focus:** Proofpoint offers comprehensive threat protection using AI-powered detection technologies, focusing on human-centric threats such as phishing, Business Email Compromise (BEC), and malware across multiple communication channels.
- **Data Security & Governance:** They provide solutions to safeguard sensitive information through data loss prevention (DLP), encryption, and compliance tools, which are vital for reducing data exfiltration and ensuring regulatory adherence.
- **Enterprise and SMB Solutions:** Proofpoint provides tailored products for different sizes, including Essentials for small and medium businesses, delivering enterprise-grade security with user-friendly management platforms.
- **Threat Research and Innovation:** The company employs sophisticated tools like PDF Object Hashing for threat detection and actively researches evolving tactics, including adversary use of AI for phishing.

### History

Founded in 2002, Proofpoint went public in 2012 and was acquired by Thoma Bravo in 2021 for \$12.3 billion, underscoring its importance in the cybersecurity ecosystem.

**Customer Base and Recognition:** It counts over 2 million customers globally, including most of the Fortune 100, and has received recognition as a leader in digital communications governance.

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### ProofPoint Review

Proofpoint is intended for organisations that require enterprise-grade, people-centric cybersecurity, with a strong focus on protecting against email-based threats, ensuring data and compliance.

While excelling in the enterprise space, products like "Proofpoint Essentials" are tailored for small and medium-sized businesses (SMBs) seeking robust protection.

**Gartner's analysis consistently positions Proofpoint as a market leader,**

native and containerised workloads.

- Leader in Gartner Magic Quadrant 2025 for Container Management, signalling strong market presence and future readiness.
- Offers a flexible, secure, and comprehensive container management platform suited for edge, hybrid cloud, and AI workloads.
- Emphasises customer choice, open source transparency, strong ecosystem partnerships, and no vendor lock-in.
- Recognised for strong technical support, reliability, and ease of use in diverse enterprise environments.
- SUSE Rancher Prime is particularly notable for multi-cloud workload mobility and SAP-tailored solutions.
- Strong customer satisfaction shown by high ratings in G2 reports with multiple badges for products like SUSE Linux Enterprise Server and SUSE Rancher Prime.

This positioning makes SUSE an attractive, trusted choice for enterprises looking to modernise infrastructure with containers securely and flexibly, supported by open source innovation and a robust community.

To Access the Gartner report, you [have to go here to complete the form](#)

reinforcing its credibility with potential customers.

**Market Leader:** Gartner has named Proofpoint a Leader in its 2025 Magic Quadrant for Digital Communications Governance and its 2024 Magic Quadrant for Email Security Platforms.

**Customer Acclaim:** On Gartner's Peer Insights platform (which aggregates verified customer reviews), Proofpoint is recognised as a 2024 Customer's Choice for Data Loss Prevention (DLP). Reviews on Gartner Peer Insights are overwhelmingly from IT security, risk management, and IT leadership roles, confirming their target audience is technical decision-makers responsible for protecting their organisations from human-centric risks like phishing, business email compromise (BEC), and data loss. The [Gartner review can be found here](#).

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