



New Additions for the Week 8 December - TOP STORIES #144

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](#)



POSTMAN

Postman is the world's leading API platform, enabling developers and enterprises to design, test, document, monitor, and govern APIs collaboratively across the full lifecycle.

It serves over 500,000 companies, including 98% of the Fortune 500, with headquarters in San Francisco and offices in Bangalore and Tokyo.

Company Overview

Postman originated as a side project to simplify API testing, founded by Abhinav Asthana along with Ankit Sobti and Abhijit Kane. The platform emphasises values like curiosity-driven creation, trust-building, and collective success, supporting high productivity for developers and robust governance for organisations.

Products and Services

Postman provides a unified platform with core features including an API client for requests, design tools, automated documentation, team collaboration via workspaces, API distribution, testing, monitoring, security with vault integrations, and AI capabilities like agent builders and MCP servers.

Enterprise solutions offer custom APIs, enhanced security, management tools, and pricing starting at \$15/user/month, with plans scaling for teams and advanced governance.

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CONNECTWISE®

ConnectWise, founded in 1982 and headquartered in Tampa, Florida, is a privately held software company that delivers the Asio platform—a unified PaaS for managed service providers (MSPs) and IT service management (ITSM) teams, emphasising agentic AI, common UI, and shared services to streamline operations, boost security, and improve profitability. With over 40 years in the industry, it serves more than 180,000 global partners through an ecosystem including IT Nation community events, a marketplace of 1,000+ integrations, and dedicated MSP support programs.

The company focuses on replacing fragmented tool stacks with AI-driven automation, remote capabilities, and cybersecurity, positioning itself as a comprehensive business operating system for technology service providers.

Products and Services

ConnectWise provides a suite of integrated tools under the Asio platform, focusing on PSA, RMM, cybersecurity, and remote support for MSPs and IT teams.

- **ConnectWise PSA (Manage):** Core professional services automation for ticketing, scheduling, time tracking, billing, invoicing, project management, and CRM; supports multi-location MSPs with custom workflows and reporting.
- **ConnectWise RMM (Automate):** Remote monitoring and management with scripting, patching, alerting, and automation; includes Sidekick AI for natural language tasks and RPA for repetitive processes.
- **ConnectWise ScreenConnect:** Remote access and support tool for unattended access, screen sharing, file transfer, and chat; enables secure sessions across devices.
- **ConnectWise CPQ (Sell):** Configure-price-quote software for proposals, product catalogs, and sales automation; integrates with PSA for seamless quoting to billing.
- **ConnectWise Cybersecurity Suite:** Includes Fortify for risk management, Email Security powered by Proofpoint, MDR (managed detection and response), and Cyber Research Unit for threat intelligence.
- **ConnectWise Data Protection:** Backup and recovery solutions with ransomware protection, compliant with SOC standards; supports endpoint, server, and cloud data.

Beyond software, ConnectWise offers ecosystem support services to enhance MSP operations and growth.

- **IT Nation Community:** Peer groups, events, and forums like IT Nation Connect for networking, education, and best practices sharing.

- **Partner Program:** Tiered MSP partnerships with training, certifications, incentives, and dedicated support; includes NOC services for 24/7 monitoring.
- **Marketplace and Integrations:** 1,000+ pre-built integrations with tools like Microsoft, QuickBooks, and security vendors via open APIs.
- **Professional Services:** Implementation consulting, managed NOC, custom scripting, and migration support to accelerate deployment.
- **Resources and Intelligence:** Free threat reports, security advisories, profitability tools, and AI-driven insights through the platform.

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Postman review

Postman API Platform holds strong ratings from user reviews on Gartner Peer Insights. [View full peer reviews here](#)

ConnectWise Review

ConnectWise receives generally positive feedback for its comprehensive PSA and RMM capabilities, with users praising automation, remote access, ticketing, and integrations that boost efficiency for MSPs. Common strengths include scalability, uptime, and support for remote work, though some note high costs, implementation challenges (recommend consultants), and occasional customer service gaps. Gartner Peer Insights ratings average around 8.2/10 for PSA tools, highlighting strong ITSM functionality compared to alternatives like ServiceNow

[The ConnectWise review can be found here](#)



SECRET
DOUBLE
OCTOPUS

Company Overview

Secret Double Octopus (SDO), founded in 2015 and headquartered in Menlo Park, California, with operations in Tel Aviv, Israel, is a cybersecurity firm specialising in phishing-resistant, passwordless multi-factor authentication (MFA) for enterprises. The company targets regulated sectors like finance, critical infrastructure, healthcare, and education, serving thousands of organisations by securing legacy systems, cloud apps, VPNs, SSO, desktops, and SaaS without hardware dependencies or app redesigns. Its secret-sharing cryptography enables quantum-safe, offline-capable authentication, reducing helpdesk tickets by up to 95% and attack surfaces by 88% while achieving Zero Trust AAL3 compliance.

Products and services

- **Octopus Authentication Platform**

Core passwordless MFA solution for workforce and privileged access, supporting FIDO2, biometrics, mobile authenticators across desktops, web/legacy apps, VPNs, SSO, and SaaS; integrates with Active Directory, Entra ID, and Okta.

- **Workstation Authentication**

Secure logins for Windows/macOS endpoints using biometrics or security keys, with offline fallback and policy enforcement.

- **VPN and Remote Access**

Phishing-resistant access to networks and resources without passwords, compatible with legacy VPNs like Cisco and Palo Alto.

- **SSO and Legacy App Protection**

Passwordless single sign-on for on-premises and cloud apps, including RDP, SSH, and mainframes via proxy agents.

- **Professional Services**

Deployment consulting, migration support, custom integrations, and managed authentication for rapid rollout and optimisation.

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Secret Double Octopus Review

Secret Double Octopus receives strong praise for its seamless user experience, robust phishing resistance, and ease of deployment in complex hybrid environments, earning Gartner Cool Vendor recognition in 2016 and "Best-in-Class" from Aite for enterprise passwordless MFA. Users highlight 99.99% uptime, quick ROI from reduced support costs, and versatility across authenticators versus competitors like Duo or Okta.

Gartner Peer Insights [Review for SecretDoubleOctopus can be found here](#)

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