

SolarWinds Helps MSPs with Password Management

Written by Alice Marshall
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SolarWinds uses the acquisition of password management vendor Passport to bring about Passport Site-- a program enabling MSPs to offer private and branded password management-as-a-service to customers.



The Passport Site provides access to market development funds (MDFs) to create new services and, as a result, new recurring revenue streams. The website is designed to help MSPs automate and centralise password and credential management, allowing them to create solutions they can co-manage with customers.

According to the company, through Passport Site MSPs can set up folders to organise and categorise passwords, manage all employee data access rights and generate strong and unique passwords. The system sends notifications of all passwords known by departing employees before cutting access and provides one-click access to saved websites. It also runs audits and reports internally.

“Password management as a service is a relatively new category for MSPs and as a result,

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MSPs need more assistance in developing the market for this type of solution,” SolarWinds says. “This MDF promotion is centered on SolarWinds Passportal’s investment in our partners to help them accelerate their success with this service offering. Partners can use this money to help fuel marketing or sales through activities such as website development, trade shows, sales promotions, or email campaigns. It’s a win-win.”

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