

## Part 2: Enterprise Customers

A year later Sue gets back to us again:

*Nowadays, we have a lot of users in our company using Postman, some on free plans, some on basic and we also have one pro plan that I know of. I'm trying to build a business case to my executive team and wanted to you know if you could help me with the following questions:*

- 1. How can I present the value proposition of moving all these users into a single enterprise plan? I'm looking at this from an end user perspective as well as from a business perspective.*
- 2. When migrating from a free or basic or pro plan to an enterprise team can the whole structure (users, collections, workspaces, permissions) simply be moved to the enterprise team? Any best practices suggested here? Any automation for this?*

### Added Discovery

Value - Needs team based collaborative tool, permissions are important, automated testing

Economic buyer - Unidentified

Decision process - Unidentified

Decision criteria - Unidentified

Identify pain - Compliance issues, workflow problems, standardization?

Competition - Swaggerhub, Spotlight,

Champion - Sue

Urgency - ?

### End-User

- Reports
- Priority support
- SSO and SCIM
- Up to 100,000 monitoring and mock server calls
- 1,000,000 Postman api calls up from 100,000

### Business

- Partner workspaces
- Private API network
- Custom domains
- Purchase order and invoicing options with customer payment plans available

Number of integrations determined by plan. 50 with pro and enterprise. 100 with enterprise ultimate. Per user?

Number of collection runners limited per user. 250 on pro. Up to unlimited with Enterprise Ultimate

Improved API management

Auto-flex policy

Collections, APIs, and environments won't automatically move

Postman supports [SCIM](#) (System for Cross-domain Identity Management), which allows you to automate the provisioning of your team. You can deploy Postman at scale across your organization and control access to it with your identity provider.

Group provisioning with Postman API

```
{
  "schemas": [
    "urn:ietf:params:scim:schemas:core:2.0:Group"
  ],
  "id": "561631fq14ed41872a8eea4c8aa2b38cda9749812cc55c00",
  "displayName": "Test-API",
  "members": [
    {
      "value": "b1c794f24f4c49f4b5d503a4cb2686ea",
      "display": "Taylor Lee"
    }
  ],
  "externalId": "1234",
  "meta": {
    "resourceType": "Group",
    "created": "2022-02-22T04:24:13.000Z",
    "lastModified": "2022-02-22T04:24:13.000Z"
  }
}
```

## Sources

<https://learning.postman.com/docs/collaborating-in-postman/using-workspaces/partner-workspaces/>

<https://support.postman.com/hc/en-us>

<https://learning.postman.com/docs/introduction/troubleshooting-inapp/>

<https://learning.postman.com/docs/reports/reports-overview/>

<https://learning.postman.com/docs/publishing-your-api/custom-doc-domains/>

<https://learning.postman.com/auto-flex-policy/>

<https://www.postman.com/postman/workspace/postman-public-workspace/documentation/12959542-c8142d51-e97c-46b6-bd77-52bb66712c9a>

<https://www.postman.com/postman/workspace/postman-public-workspace/example/12959542-097a7b29-1b04-425a-a970-c07c5abc43ad>