




Setting the Pace in AppSec: Merito and Checkmarx Help Customers Ship Securely

Key Takeaways

-  Unified AppSec delivery
-  Developer-first efficiency
-  Faster, actionable security

“You can scan just about anything. You do it faster, with higher quality results.”

Industry

IT solutions in AppSec, Quality & DevSecOps

Location

United States

Competitor

Legacy multi-tool AppSec stacks

Solution

Checkmarx One delivered with Merito’s integrated services

Tom Haakma’s path into AppSec was built early, interning with the U.S. Attorney’s Office and FBI cybercrimes division, where he saw how quickly application vulnerabilities could be exploited. After years leading education IT in San Diego, he joined HP’s Fortify team, his formal entry into the AppSec world.

Security looked different then, as scans happened only after code was committed. But the principles were the same: protect the enterprise by thinking security-first.

Tom is still anchored in those principles as VP of Sales at Merito, a prominent IT Value Added Partner (VAP) and managed services provider. In a world where development has accelerated and security has “shifted left,” responsibility now sits with developers who must ship code that is both fast and safe. For Tom, two metrics matter most:

1. Mean Time to Remediation (MTTR): reduce it
2. Recurring vulnerabilities: eliminate them



“For organizations looking to consolidate to a single platform that can genuinely do it all, Checkmarx is the one capable of delivering it.”

From Vision to Collaboration

That focus on reducing risk and increasing efficiency is exactly what drives Merito's approach today.

Merito was founded in Boulder, Colorado, a city known for its trailblazers and forward-thinking spirit. Over the years, Merito has supported transformation across healthcare, finance, utilities, federal agencies, and other highly regulated industries. As cloud adoption accelerated, the demand for modern, unified AppSec solutions grew just as quickly. That's where Checkmarx came in.

Merito was the inaugural partner in the Checkmarx Accelerator Program, supporting customers navigating rapid growth in cloud-based IT services and centralized AST adoption. Tom calls it a clear opportunity to broaden coverage and capabilities.

"Joining with Checkmarx was a tremendous opportunity to scale together, from both a sales and engineering standpoint, to drive improvement in both our business and engineering disciplines," he says.



"The results are actionable and inspire confidence when security goes back to dev and says, 'This is real, let's go fix it.'"

Where Partnership Meets Measurable Security Gains

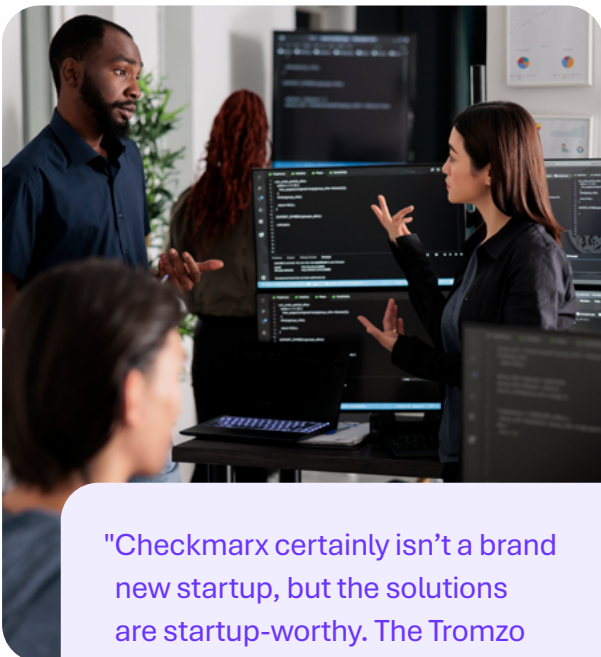
The Merito–Checkmarx partnership is designed to do more than deploy tools. It's built to deliver fast, scalable, developer-aligned security for high-compliance organizations by running and optimizing Checkmarx One, so customers can embed security throughout the SDLC without slowing delivery.

"For organizations looking to consolidate on a single platform that truly does it all, Checkmarx One was the first I saw capable of delivering it," says Tom. "You can scan just about anything, and the results are actionable. It builds confidence when security goes back to dev and says, 'This is real. Let's go fix it.'"

By combining Merito's deep engineering expertise with the breadth of Checkmarx One leading security and code-scanning solutions, customers gain the speed and clarity they need to fix issues early, directly in the IDE, reducing risk long before vulnerabilities can escalate.

Customer-Value Delivered

- **Unified AppSec:** Deployment and integration of SAST, SCA, and other AppSec tools into customer environments for full AppSec visibility
- **Flexible managed hosting:** Managed hosting services, giving customers on-prem flexibility without infrastructure burdens.
- **Code-to-cloud protection:** A new migration utility makes it easy for customers to move from legacy tools to Checkmarx One™ with minimal disruption, preserving existing developer workflows.



"Checkmarx certainly isn't a brand new startup, but the solutions are startup-worthy. The Tromzo acquisition, in conjunction with your AI vision, is going to be a massive mover in the market."

Training That Drives Real Adoption

Solutions matter, but the people behind them make all the difference.

Merito and Checkmarx share a hands-on, collaborative approach that ensures customers don't just deploy security solutions, they know how to use them effectively. Through hands-on training programs, developers learn secure coding practices and gain real-time security feedback, building security into their workflows from day one.

Tom sees this dev-first approach as major differentiator.

"Checkmarx training really enabled our engineering and technical teams to get hands-on with Checkmarx solutions and take that knowledge directly to our customer base," he says.

And the timing couldn't be more critical. The next wave of AppSec is already here: Agentic Security.

A recent [survey 1,500 AppSec CISOs, managers, and developers](#), found that half are already using AI tools to write code. At the same time, 81% of organizations admit to knowingly shipping vulnerable code, a signal that development speed is outpacing traditional security practices. To Tom, this is the new battleground. "Each developer has their own repository of open-source pieces, and this will inevitably get shared. We need to have guardrails."

As AI reshapes how code is created, reviewed, and shipped, the need for robust, intelligent protection is more critical than ever. Together, Checkmarx Agentic Application Security Solutions and Merito's integration expertise empower organizations embed security seamlessly into every stage of the SDLC, to stay ahead of the next era of AI software development.



A Partnership Built on Experience and Trust

Merito and Checkmarx both trace their origins back to the early 2000s, carrying decades of experience, stability, and customer trust. While competitors come and go, these two companies have the maturity and scale to support enterprise AppSec programs that stand the test of time. Checkmarx continues to lead the market as a recognized leader in Application Security Testing by a [leading analyst firm](#) for seven years running, while Merito was recently named "AMS Workday Partner of the Year" at the [2025 Tricentis Partner Awards](#).

Tom closes with a sentiment that perfectly sums up the partnership: "Checkmarx has consistently solved real market problems and done so in a cohesive way people can trust. You're a big enough, trustworthy company [and] the biggest tech companies in the world rely on you."

Discover How

Checkmarx One

can help your team scale secure development
without slowing innovation.

Get a Free Demo [➤](#)

Checkmarx is the leader in agentic application security, delivering enterprise-grade protection while lowering engineering costs and accelerating development velocity. The Checkmarx One platform scans trillions of lines of code each year for companies, cutting vulnerability density by more than half. It's autonomous security agents detect and counter AI-driven threats across the SDLC, providing prevention-first protection for legacy, modern, and AI-generated code at enterprise scale. [checkmarx.com](#)