

Hybrid Cloud Observability

WHY SOLARWINDS? WHY HYBRID CLOUD OBSERVABILITY?

SolarWinds (NYSE:SWI)

Leading provider of powerful and affordable ITOM software.

Hybrid Cloud Observability – A full stack observability solution built to optimize performance, ensure availability, and reduce remediation time.

CUSTOMER PROFILES AND SCENARIOS

- Customers looking to automate monitoring, analytics, management, troubleshooting, and compliance tasks
- Customers who want reduced total cost of ownership and broader coverage and capability
- Customers seeking to reduce outages, improve MTTR, and adhere to service levels
- SolarWinds Orion® Platform customers who want to take advantage of broader visibility, more deployment flexibility, and simplified pricing and packaging

Build

PAIN POINTS

- Telemetry and alert data overload with disjointed analytics and escalation priority
- Total cost of tools to license, deploy, manage, scale, and support is prohibitive
- Unpredictable outage and remediation costs
- Insufficient visibility and control over distributed assets, data, and service performance and availability
- Unpredictable service degradation and downtime affects reputation
- Alert, false-positive, data, and issue fatigue

ELEVATOR PITCH

SolarWinds® Hybrid Cloud Observability is a comprehensive, integrated, and full-stack observability solution designed to integrate data from across the IT ecosystem, including network, servers, applications, database, and more. Hybrid Cloud Observability is designed for organizations of all sizes and industries. Our solution has built-in intelligence to help customers optimize performance, ensure availability, and reduce remediation time across on-premises and multi-cloud environments.

QUALIFYING QUESTIONS

- Do you have fragmented visibility/oversight, stymied IT?
- Do you suffer from increased costs of your IT operations?
- Do you experience operational and business risks?
- Are you suffering from inconsistent or poor service delivery?
- Do your teams lack productivity, and do you have frustrated talent?

OBSERVABILITY FOR ALL

SolarWinds has evolved from the traditional monitoring of networks, systems, applications, and databases based on predefined metrics to a dynamic solution, based on automation, observation, visibility, and proactivity for diverse multi-cloud deployments. [Read Datasheet](#)

Move

VALUE PROPOSITION

- Rapidly distill telemetry noise to better and more quickly focus on critical problems with improved escalation
- Enable IT productivity and readiness, freeing up time to focus on more impactful activities
- Tool consolidation economies of procurement, scale, and support from a single vendor
- Reduced total cost of ownership and broader coverage and capability
- Gain single-pane-of-glass monitoring with actionable intelligence
- Gain visibility into the state of distributed data stored on-prem and in the cloud
- More accurately predict and plan resource capacity to prevent issues
- Centrally see and manage on-prem and multi-cloud resources and services
- Broad, correlated, and connected ops data allows for wider and normalized use

KEY USE CASES

- Flexible hybrid IT implementation from the data center to multi-cloud with per-node licensing flexibility
- Detect anomalies across massive, cross-domain data sets to increase operational efficiency, predictability, and productivity
- A unified portfolio with rapid time to value and lower TCO compared to mixed and point monitoring and management tool

SOLARWINDS HYBRID CLOUD OBSERVABILITY ESSENTIALS OBSERVABILITY ADVANCED
 – WHAT WE OFFER:

	ESSENTIALS	ADVANCED
Infrastructure, network, and application performance monitoring	•	•
Physical and virtual hosts, device, and VoIP monitoring	•	•
Application-centric database monitoring	•	•
IP address management	•	•
Log management and analysis	•	•
Automated discovery and dependency mapping	•	•
Historical and real-time dashboards	•	•
Intelligent alerting and customizable reporting	•	•
Distributed polling for remote environments	•	•
Metric and event correlation and anomaly detection intelligence	•	•
Network flow and bandwidth monitoring		•
Virtualization performance management		•
Configuration management for networks, servers, and applications		•
Enterprise Scale Includes Premier Support, Plus Additional Polling Engines, Web Servers, High Availability, Lab License, Enterprise Operations Console	Optional	Optional

Close

OBJECTION HANDLING

OBJECTION	RESPONSE
I love my Orion Platform. Why should I care about Observability?	<ul style="list-style-type: none"> • Hybrid Cloud Observability preserves all the features and functionality you know and love from the Orion Platform, with greater efficiencies and more security • Simple, node-based licensing. Count your nodes and get everything you need • Deployment and license flexibility allows you to purchase one license to cover the totality of your nodes and deploy and consume however best works for your organization
I already own several Orion modules... now what?	For customers with large, complex or hybrid environments, Hybrid Cloud Observability provides the option to add Enterprise Scale for greater economies of procurement, premier support, scalability options, and features like additional polling engines, additional web servers, enterprise operations console and more.
I'm evaluating other observability vendors.	<ul style="list-style-type: none"> • What we have offers one unified platform designed to enable customers to scale across physical, virtualized, and cloud IT environments • Using one product solution with integrated data points consolidates tools and helps eliminate the need for different vendors
I don't need the extra functionality.	Help us understand what your monitoring and IT environment management needs are today. If Hybrid Cloud Observability isn't the right fit, we have a comprehensive ITOM portfolio with solutions to fit your needs.