



Your Journey to Full-Stack Observability starts here

Christian Ohsam

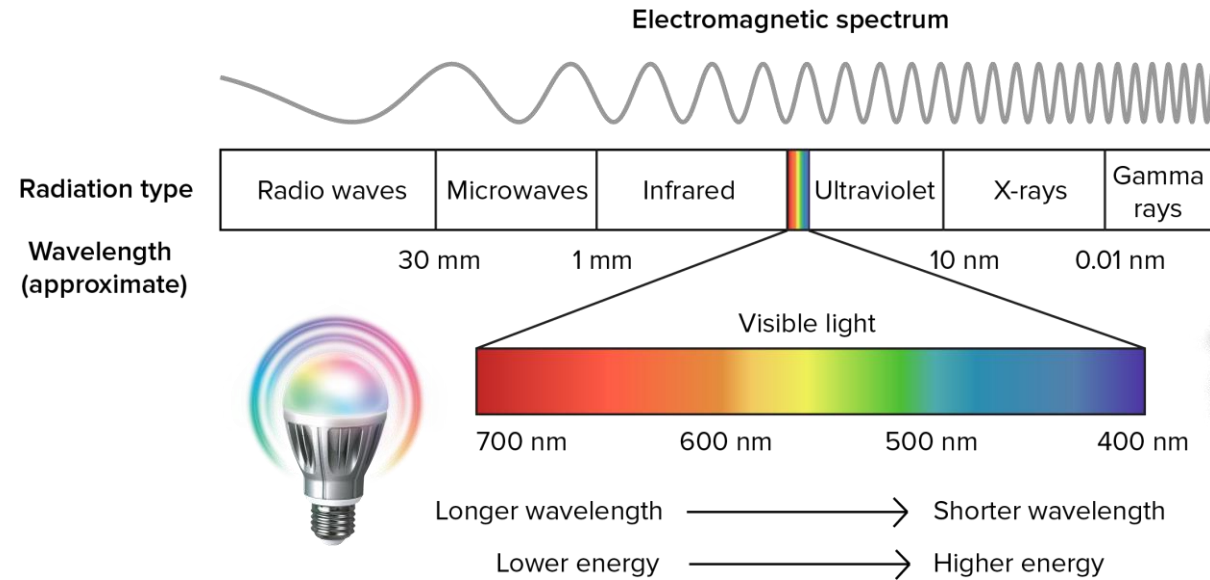
Regional Channel Sales Manager, Central Europe



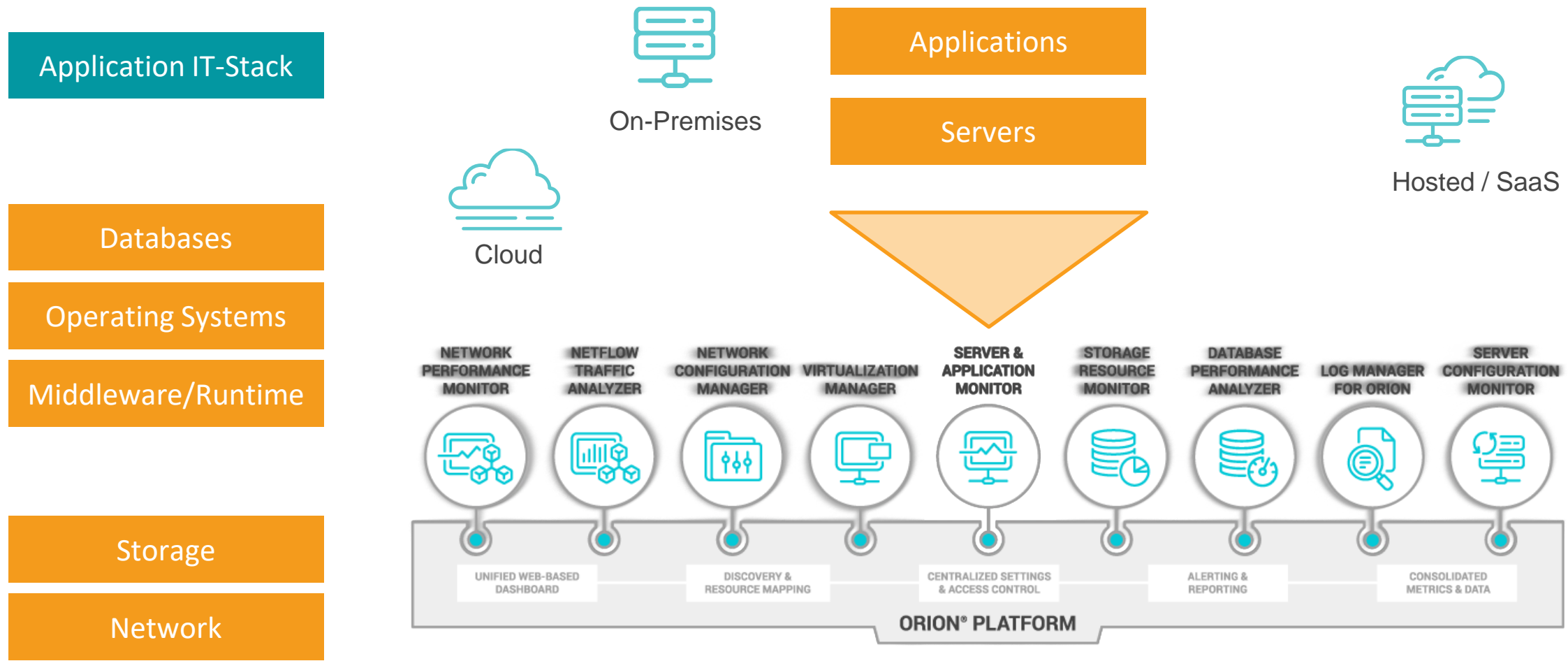


The Electromagnetic Spectrum

There is more you can see



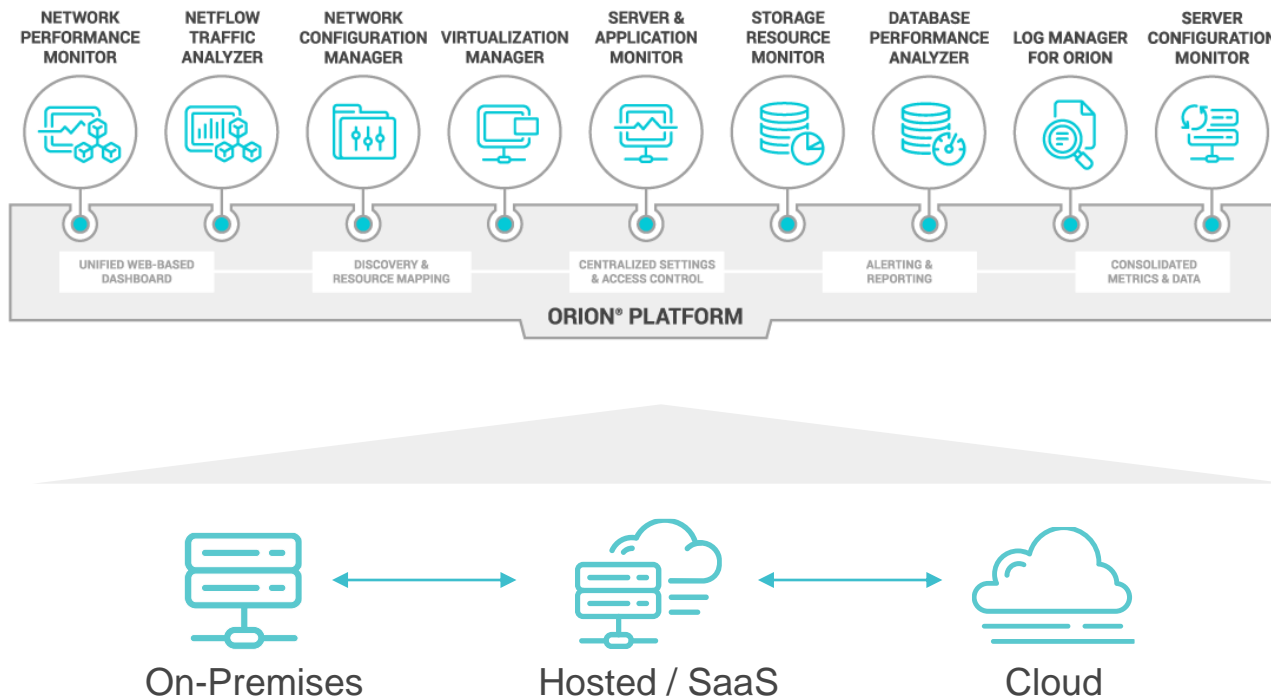
And this is even true for your IT Environment



SolarWinds Orion® Platform



The Orion Platform is designed to deliver unified visibility and control across your on-premises, hosted, and public cloud IT environments



- **Be in control** with automatic discovery of, and rich insights into, your entire hybrid environment
- **Optimize performance** across even the most complex of environments using integrated guidance across the IT stack
- Simple to deploy and use, helping you **to quickly understand the health of your IT environment**
- **Respond to performance issues quickly** using contextually-relevant and actionable alerts
- Monitor and manage your physical, virtualized, and cloud IT environment **in one unified view**

Network Management Product Overview



Network Performance Monitor

Revolutionary network monitoring software with end-to-end visibility to pinpoint performance issues



IP Address Manager

Eliminate IP conflicts and save time managing DHCP, DNS, and IP addresses



Network Configuration Manager

Automated network configuration and change management software



User Device Tracker

Automated device detection, tracking, and switch port management



NetFlow Traffic Analyzer

Network traffic analyzer and bandwidth monitoring software



VoIP & Network Quality Manager

WAN and VoIP QoS performance monitoring



Network Automation Manager

All of the above purchased as a single, integrated product

Systems and Application Management Product Overview



Server & Application Monitor

Troubleshoot and solve performance issues in applications and the infrastructure supporting them



Virtualization Manager

Troubleshoot Hyper-V® and VMware® environments, and plan and optimize capacity and usage



Web Performance Monitor

Troubleshoot web performance issues for internal and customer-facing applications



Storage Resource Monitor

Multi-vendor storage performance and capacity monitoring



Database Performance Analyzer

Unique root-cause analysis and bottleneck identification, trending, query analysis and recommendations, and central visibility



Log Analyzer

Aggregate, search, tag, and chart network and application log data



Database Performance Monitor

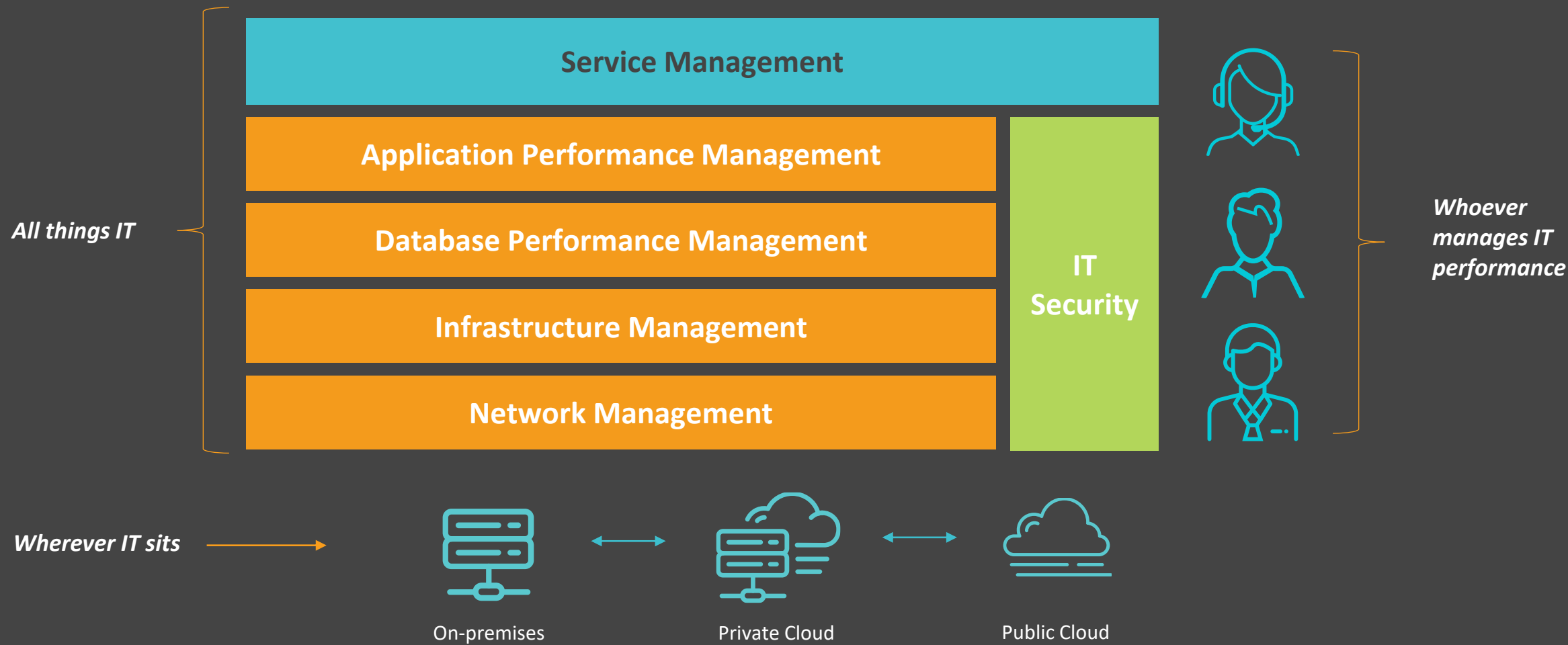
Performance monitoring and optimization for open-source and NoSQL databases.



Server Configuration Monitor

Track and compare system and applications changes over time

Comprehensive IT Operations Management Portfolio



Security Product Overview



Security Event Manager

A security and information event management (SIEM) product to help ensure and demonstrate compliance



Serv-U® Managed File Transfer

Securely transfer files in a central management interface



Patch Manager

Third-party software updates and inventory leveraging Microsoft WSUS or SCCM



Threat Monitor

Unified cloud-based security platform for threat detection, incident response, and compliance reporting



Backup & Recovery

Monitor and protect servers, workstations, and critical business documents from a single dashboard



Access Rights Manager

Manage and audit user access rights across your IT infrastructure



		LICENSED PRODUCTS <small>Deploy On-Premises or Cloud Infrastructure</small>			SOFTWARE AS A SERVICE	
APM Application Performance Management	Digital Experience Monitoring	Web Performance Monitor			Pingdom	
	Application Performance	Server & Application Monitor			Appoptics	Loggly
DATABASE Monitoring and Analysis	Database	Database Performance Analyzer	SQL Sentry		Database Performance Monitor	
IT INFRASTRUCTURE Monitoring and Management	Compute	Server & Application Monitor	Server Configuration Monitor	Virtualization Manager	AppOptics	
	Storage	Storage Resource Monitor	ipMonitor			
	Log Management	Log Analyzer			Loggly	
NETWORK Monitoring and Management	Network	Network Performance Monitor	NetFlow Traffic Analyzer	Network Configuration Mgr		
		IP Address Manager	VoIP & Network Quality Manager	Kiwi Syslog / CatTools		
		User Device Tracker	Engineers Toolset™	Network Topology Manager		
IT SECURITY	Identity and Access Rights Management	Access Rights Manager			Identity Monitor	
	SIEM	Security Event Manager	Server Configuration Monitor	ServU FTP / MFT		
	Patch Management	Patch Manager				
SERVICE MANAGEMENT	Help Desk	Web Help Desk®	Dameware Remote Support®			
	Service Desk				SolarWinds Service Desk	Dameware Remote Everywhere®



Our Customers Can Deploy Our Products as Standalone



**Network
Management**



**System
Management**



**Database
Management**



IT Security



**Service
Management**



**Application
Management**

Or Combine Them to Solve Interconnected Problems



**Application
Management**



**Database
Management**

SolarWinds provides the ability to find and correct when database issues are causing application performance problems



**Network
Management**



IT Security

SolarWinds gives tech pros the power to manage network performance while securing their IT environments



**System
Management**



**Service
Management**

SolarWinds delivers broad systems management while streamlining the process to resolve issues



The Path to Observability

A practical Example of Observability



Consider a house with
a light fixture that won't turn on

Monitoring Is the Foundation for Observability

Monitoring

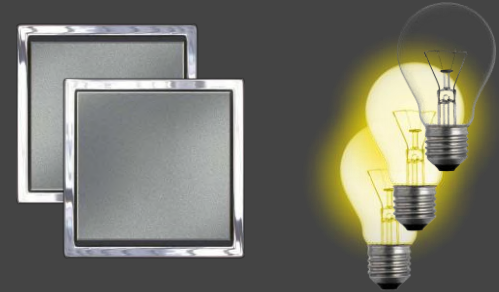


Reactive

Conveys **WHAT** is happening

Is my system working?

Observability

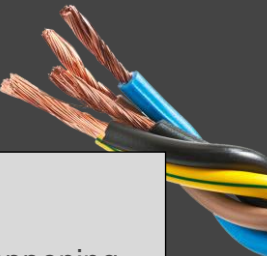


Other Rooms are (not) effected



General Power Outage

Broken Wire



Proactive

Explains **WHY** something is happening
and **provides actionable insights**

What is my system doing?

SolarWinds Powers Your Digital Transformation Journey



Smart Insights
Optimize MTTR,
predict, etc.



Business Insights
Health score,
SLAs, etc.



Smart Automation
Remediation,
automation with ITSM, etc.

AUTOMATION

OBSERVABILITY

MONITORING

NETWORK
SYSTEMS
DATABASE
SECURITY
APPLICATIONS



CONVERGED



MODULAR AND
FULL-STACK



OPEN TELEMETRY



AIOps-POWERED

ITSM



INCIDENT
MANAGEMENT



CHANGE
MANAGEMENT



HELPDESK



AUTOMATION



CMDB



Private Cloud



Hybrid Cloud



Multi-Cloud



Kubernetes



Ecosystem
Approach



AIOps



Third-Party
Integrations



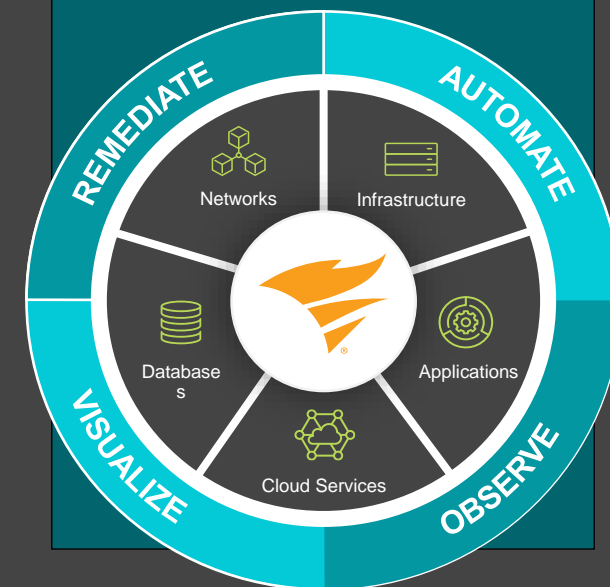
Persona-Based
Automation

Secure by Design

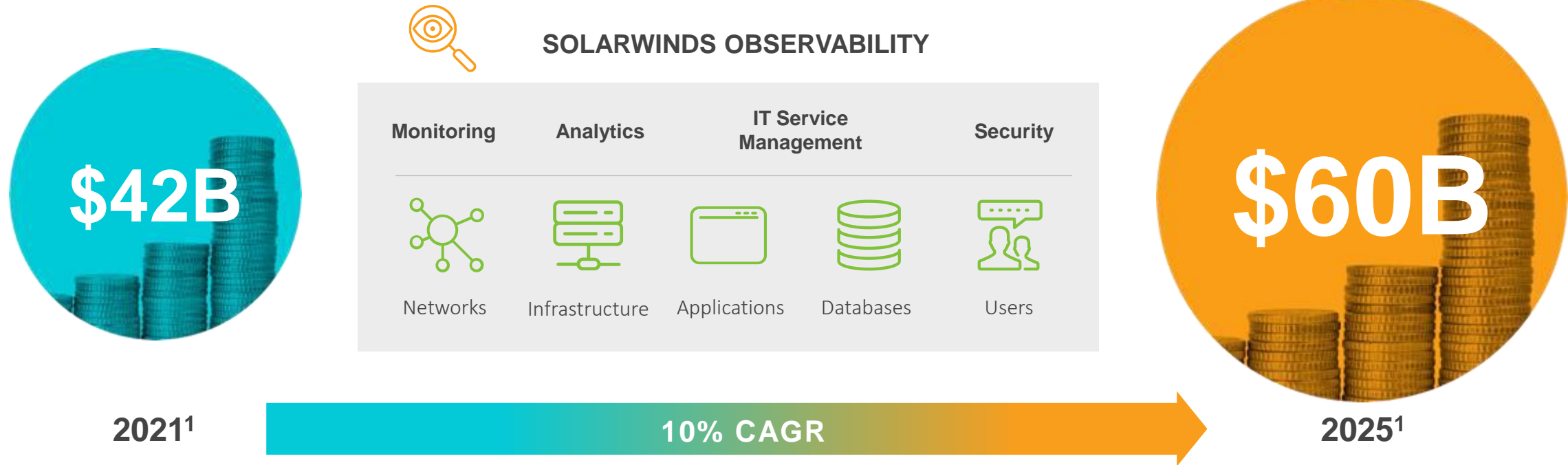
Monitoring
On-Premise Platform

Observability
On-Premise Platform

Observability
as a Service Platform



Total Addressable Market is Large and Growing



Go-to-market approach allows us to efficiently reach organizations of all sizes

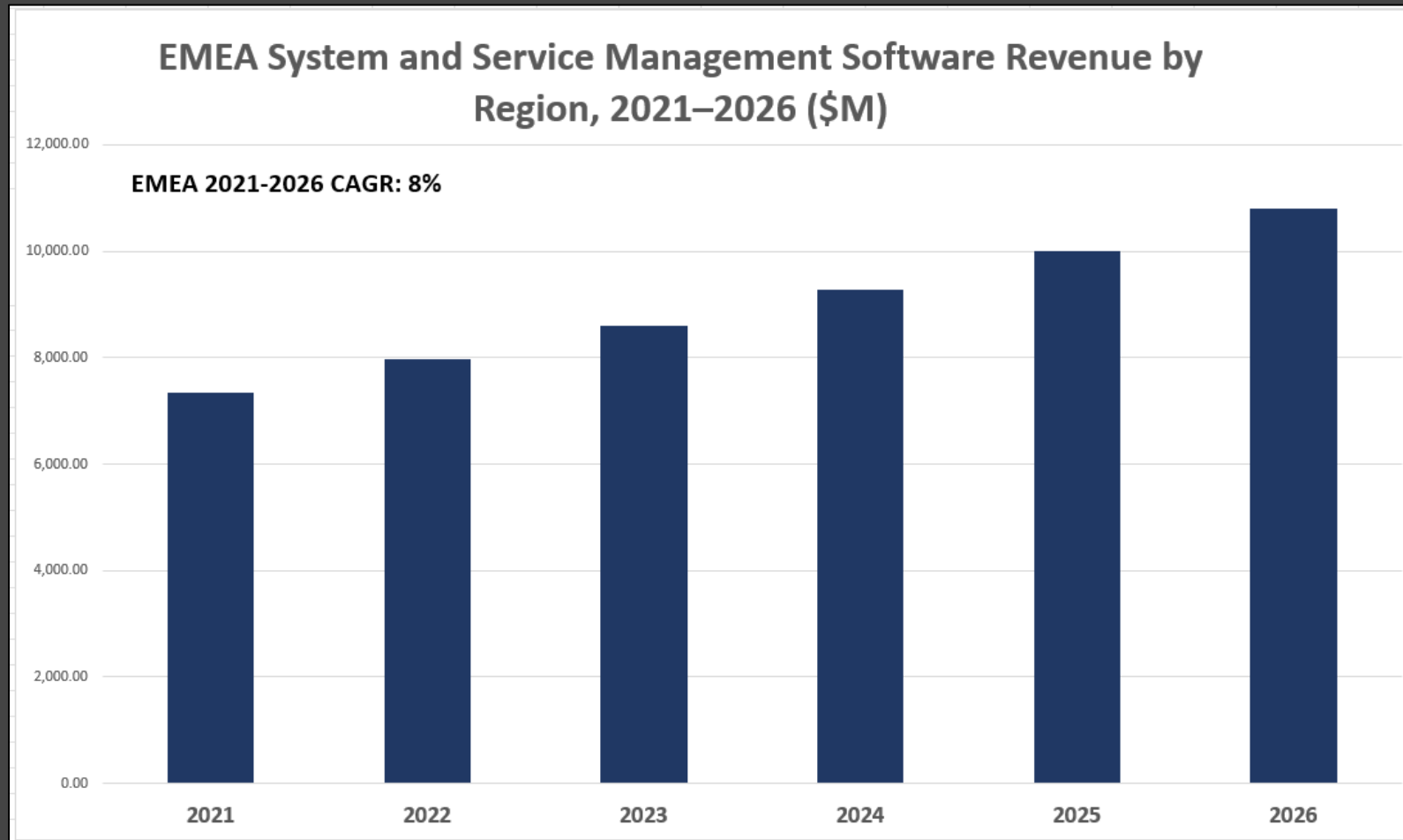
Product ease-of-use and affordability for small business with power and scalability to address the needs of the enterprise

Our evolution to SolarWinds Observability will enable us to further penetrate the faster-growing segments of our addressable market (e.g., Cloud IT Operations Management, 26% CAGR²)

1. Source: IDC Semiannual Software Tracker, May 2021. Includes the IT Operations Management, Network Management, IT Service Management, Security Analytics, Intelligence, Response and Orchestration, and Database Administration and Development Tools markets.

2. Source: IDC Worldwide Intelligent CloudOps Software Forecast, July 2021

The Demand is growing



Source: IDC System and Service Management Software Revenue (including Observability) , March 2022 – CAGR (Compound Annual Growth Rate) EMEA 8%



Why SolarWinds

Over 20 Years on the Journey to IT Operations Management

20
YEARS

1999
The Start:
Began offering a set of affordable, purpose-built software tools directly to network engineers

2006
The Model:
Expansion of the NetMan portfolio and the birth of the “SolarWinds Model”

2010–2013
Systems:
Broad expansion into systems management with the addition of server, virtual server, storage and database performance management

2014
Cloud:
Pingdom® acquisition marks entry into cloud monitoring market

2017
Cloud Expansion:
Released AppOptics™, our APM product

2016 and 2017
Named #1 in Network Management by IDC

2018
Named #1 in Network Management by IDC / Ranked #4 in Systems Management by Gartner

2018–2019
Security:
Launched Access Rights Manager and reintroduced Security Event Manager

2019
Named #1 in Network Management by IDC / Ranked #3 in ITOM Performance Analysis by Gartner

2019
ITSM:
Samange acquisition adds ITSM capabilities to the SolarWinds hybrid IT management portfolio

Database Performance:
VividCortex acquisition expands database performance leadership to open-source and NoSQL databases for today’s hybrid IT environments

2020
Named #1 in Network Management by IDC / Ranked #2 for Network Performance Monitoring and Diagnostics, #3 in ITOM Performance Analysis, #4 for AIOps/ITIM/Other Monitoring Tools by Gartner

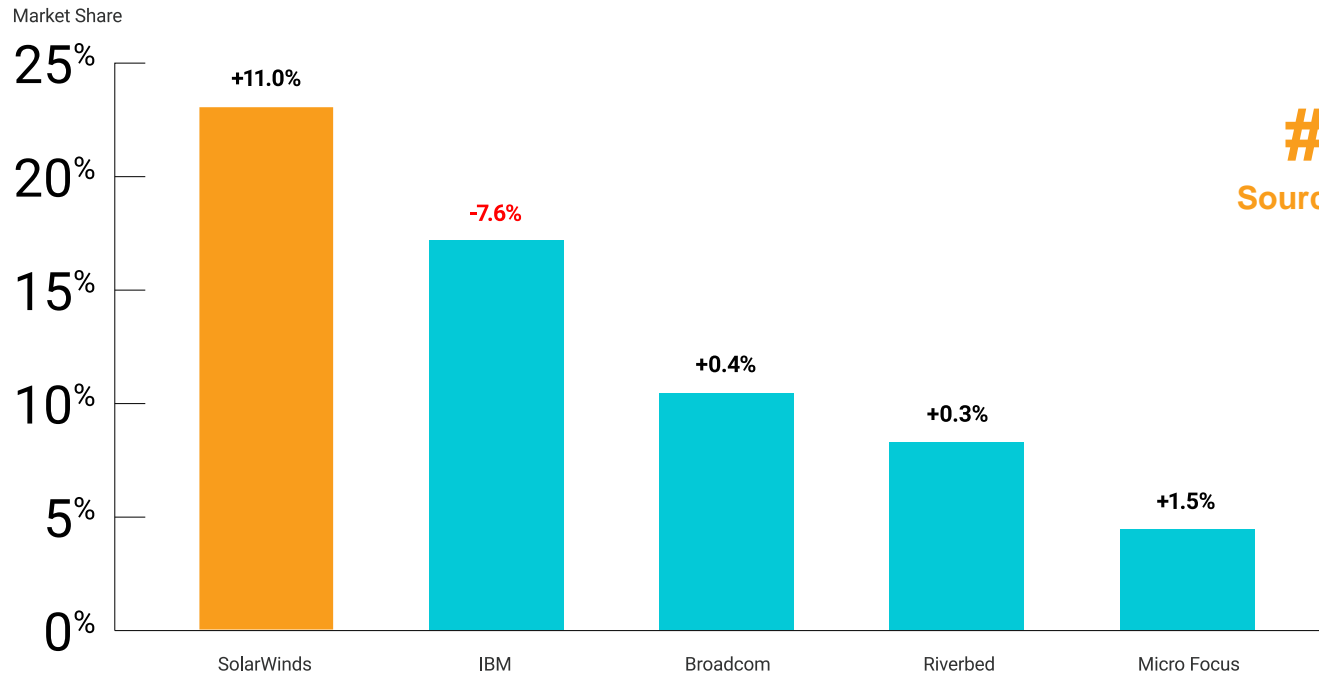
2020
Database Performance:
SentryOne acquisition deepens database performance leadership for SQL Server, Azure SQL Database, and the Microsoft Data Platform; expands partnership and support of Microsoft

The Worldwide Leader in Network Management Software



Top 5 Network Management Software Vendors

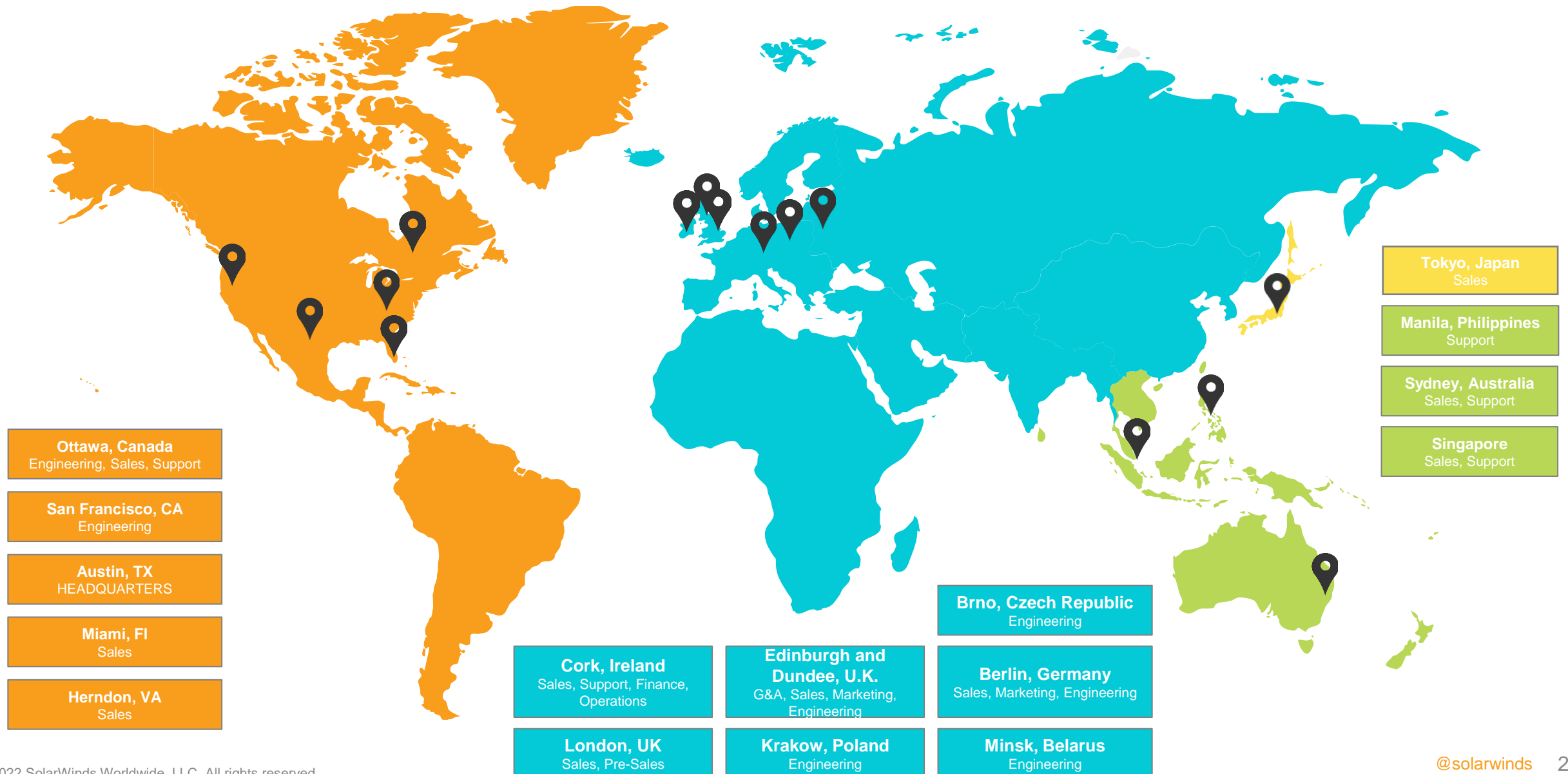
Market share measured by vendor revenue



#1 in Network Management

Source : IDC Worldwide Network Management Software Tracker 2021

SolarWinds Global Coverage



And next time you see your ...



Clock Radio

Television



Microwave

don't forget about **SolarWinds** 

Thank you !!

Köszönöm.

