PARLON TOOL CONSOLIDATION SOLUTION

Fewer tools. Reduced cost. More innovation.

The tools were bought at different times, for different reasons. The pain is one story: a sprawling, expensive stack that stands still while the infrastructure around it keeps changing. The Parlon Tool Consolidation Solution replaces overlapping legacy and active monitoring tools with one normalized platform, one data model, one contract.

4–10
tools the typical enterprise runs just to monitor and troubleshoot its network

97%
of multi-tool organizations are actively trying to consolidate

67%
of network observability alerts are noise, not signal

3–8x
lower 3-year total cost of ownership with Parlon

Source: EMA Network Management Megatrends 2026; Parlon internal TCO analysis.

THE PROBLEM

It isn't one problem. It's three, compounding.

01

TOOL SPRAWL

A legacy fault-management platform and a separate synthetic testing tool, among 4 to 10 tools in the average stack, each with its own schema, alert logic, and renewal date.

4–10
tools in the typical stack

97%
want to consolidate

02

STALLED INNOVATION

Feature investment slows after acquisition or under PE ownership. What today's stack actually needs, AI workload visibility included, arrives late, costs extra, or doesn't arrive.

35%
believe tools are AI-era ready

73%
likely to replace within 2 yrs

03

RISING COST

Renewal costs climb for reasons that have nothing to do with value delivered: forced subscription conversions, annual escalators, bundled products nobody asked for.

200–300%
renewal increases, PE-acquired vendors

$200/dev
list price/yr, before services

Why this matters: sprawl, stalled innovation, and rising cost aren't three separate vendor problems. They're symptoms of one thing: tools built and sold separately, most before normalization at ingestion was architecturally possible. Consolidating them isn't a procurement exercise. It takes a platform built to do all of it together, from day one.

Sources: EMA Network Management Megatrends 2026; Netdata/Faddom/Seprio 2025 SolarWinds pricing analysis; IBM SevOne internal pricing deck, 2023.

THE ARCHITECTURE

What a fragmented stack does. What one normalized platform does instead.

TWO TOOLS, STITCHED TOGETHER

- ✕ Vendor-specific data stored as-is, reconciled by hand across tools
- ✕ Fault management and synthetic testing sold, licensed, and renewed separately
- ✕ Static thresholds firing from systems that don't talk to each other
- ✕ AI and LLM workload visibility: absent, or a paid add-on if it exists at all

→

ONE PLATFORM, NORMALIZED

- ✓ Every source mapped to one schema the moment it arrives
- ✓ Synthetics and telemetry natively unified: one console, one data model
- ✓ Alert Auto-Tune™ learns your environment; correlates and de-duplicates, ~70% less noise
- ✓ MCP and LLM-aware synthetic checks included as a standard check type, not an add-on

What the Parlon Tool Consolidation Solution does

NORM

Normalization at ingest

Fault data and synthetic tests alike, mapped into one schema the moment they arrive. Vendor detail preserved, correlation instant, not reconstructed later.

SYNC

Synthetics + telemetry, unified

Active synthetic testing and continuous telemetry monitoring in one native system. No second platform, no swivel chair between them.

TUNE

Alert Auto-Tune™

Learns baselines, correlates and de-duplicates alerts across what used to be two tools' worth of noise. Roughly 70% less of it, confirmed with live customers.

FLEX

Deploy anywhere

SaaS, on-premises, hybrid, or fully air-gapped. Runs alongside the tools it's replacing from day one. No forklift, no big-bang cutover.

DEPLOY ANYWHERE

SaaS
Fastest path to value. Fully managed, day-zero deployment.

On-premises
Runs entirely inside your infrastructure, no external dependency.

Hybrid
Mix SaaS and on-prem by environment, without splitting your data model.

Air-gapped
No external connectivity required. In production today, HIPAA-compliant.

THE ECONOMICS

3–8x lower total cost of ownership.

Three-year TCO, 500–5,000+ device deployments. Legacy platforms carry license, hardware, and professional-services costs that Parlon's SaaS-first, normalization-first architecture was built to avoid.

Cost category	Legacy platforms	Parlon
Annual license	$30K–$1M+	**$35K–$150K ACV**
Infrastructure / hardware (Yr 1)	$10K–$300K	**$0 (SaaS)**
Professional services (Yr 1)	$5K–$500K	**Minimal**
Ops headcount (fully loaded/yr)	1–5 FTE ($150K–$750K/yr)	**0.25–0.5 FTE (~$37K–$75K/yr)**
Est. 3-year TCO	**$400K–$4.5M+**	**~$175K–$600K** 3–8X LOWER

Source: Parlon internal TCO analysis, 500–5,000+ device deployments. Legacy figures reflect publicly reported enterprise NPM/observability pricing across license, infrastructure, professional services, and ops headcount.

TWO THINGS LEGACY PLATFORMS STILL DO BETTER: WE WON'T PRETEND OTHERWISE

Infrastructure metrics breadth

Decades of vendor certifications and device support run deep. Parlon closes this through normalization: whatever's already deployed feeds the same unified schema, so breadth becomes a data-source problem, not a platform limitation.

On-prem deployment maturity

Legacy platforms have a longer on-prem operational history. Parlon's on-prem and fully air-gapped deployments are in production today, including HIPAA-compliant environments.

NO RIP-AND-REPLACE

Switching is a 30- to 60-day proof of value.

DAY 1

Deploy

Synthetics active within hours. Installed alongside the existing stack. Zero disruption.

✓ Synthetics live

WEEK 1

First value

Blind spots surfaced. Normalized telemetry flowing. Coverage gaps identified.

✓ Blind spots found

WEEKS 2–4

Baselines

Alert Auto-Tune™ learns behavior. Parallel alerting builds confidence.

✓ ~70% less noise

MONTH 1–2

Proof complete

30–60 day proof of value done. Alerts validated against the incumbents.

✓ ROI quantified

MONTH 2–3

Decision made

Replacement confirmed. Incumbent renewal bypassed.

✓ Renewal bypassed

MONTH 3–6

Decommissioned

Full displacement. Legacy tools off contract.

✓ Savings begin

EVIDENCE

One platform replaced two, at about half the cost.

~50%
reduction in observability spend

2 → 1
vendors consolidated to one platform

1,000+
clinic locations, single deployment

Days
time to first synthetic value

> *"We found Parlon's capabilities beyond parity with the legacy vendors, and the simplicity of deployment and the cost were a significant value in themselves."*
> — Network Infrastructure Lead, healthcare enterprise (1,000+ clinic locations, on-premise, air-gapped, HIPAA-compliant)

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