

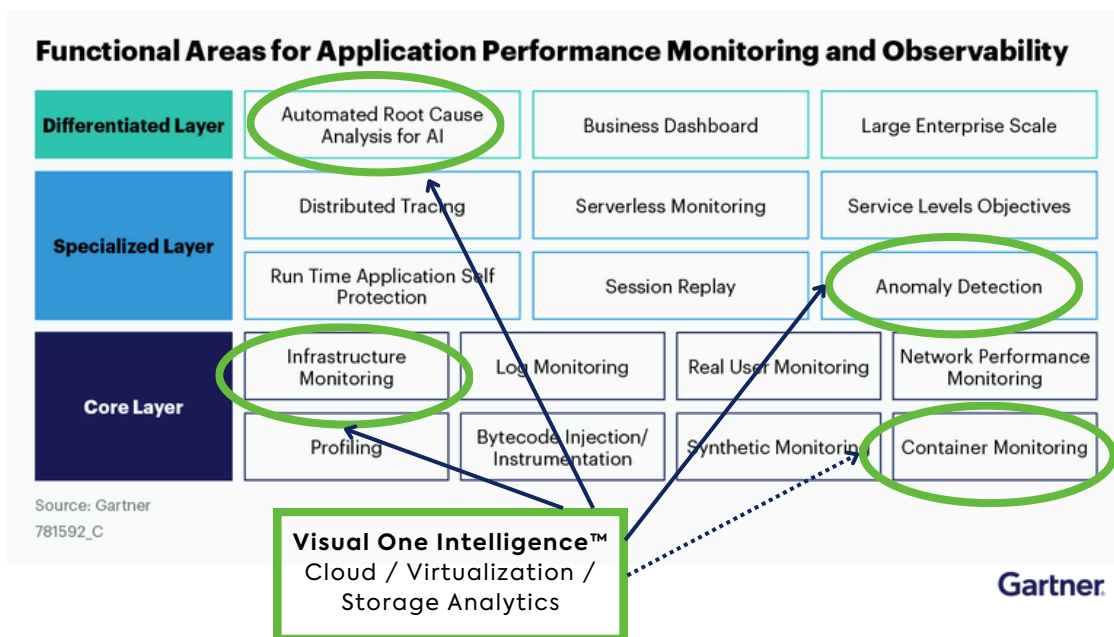
“Is Visual One Intelligence™ Similar to APM Tools?”

No. Visual One Intelligence® is a dedicated infrastructure monitoring (IM) tool, while application performance monitoring (APM) tools primarily serve business, security & application functions.

“What’s the Difference between APM & IM?”

IM is a specific discipline dedicated to tracking the health, utilization, and availability of physical & virtual entities in order to maintain performance and optimize spending in cloud, compute, and storage environments. APM tools typically only scratch the surface of infrastructure resources and instead focus on other layers of IT such as applications and networks.

They are complementary technologies that support - but cannot replace - each other. For example, APM tools provide insights into application performance but cannot identify and prevent the root causes of infrastructure performance problems. IM tools do.



Source: “Consider These Key Functional Areas for Application Performance Monitoring and Observability,” by Gartner Infrastructure & Operations Research Team. Published 6 Dec. 2022. Edited to add shading to “Infrastructure Monitoring” box, draw arrow, and create “Visual One Intelligence™” box.


➤ A Visual One Intelligence customer who also used an APM tool estimated they would need three full-time employees using their APM to accomplish what Visual One Intelligence accomplishes in minutes.

APM

3 FTEs x \$125k salaries = **\$375,000 / year**
(Not including cost of licenses!)

Visual One Intelligence™

\$15,000 per PB / year
No extra staff, no extra costs

APMs		 Visual One Intelligence
<ul style="list-style-type: none"> • Application Performance Monitoring (APM) • Log Management • Security Information & Event Management (SIEM) 	<p>Primary Functions</p>	<ul style="list-style-type: none"> • Infrastructure Monitoring & Analysis • Infrastructure Asset Optimization • Infrastructure Capacity Planning • Infrastructure FinOps
<ul style="list-style-type: none"> • Cybersecurity Teams • Site Reliability Engineers • Application Developers • Cloud & Platform Ops 	<p>Primary Users</p>	<ul style="list-style-type: none"> • Cloud & VMware Architects • Storage Administrators • Infrastructure Engineers • IT Operations
<ul style="list-style-type: none"> • Applications • Networks • Servers • Logs • Infrastructure 	<p>Areas of Focus</p>	<p>Granular Infrastructure Resources:</p> <ul style="list-style-type: none"> • Cloud • VMs / Clusters / vCenters • Devices / Hosts / Volumes / LUNs • Switches / Files / Backup
<ul style="list-style-type: none"> • Resolve application performance problems • Improve user experience • Ensure applications meet SLAs 	<p>Sample Outcomes</p>	<ul style="list-style-type: none"> • Prevent infrastructure performance problems. • Improve capacity planning. • Reduce downtime.
<ul style="list-style-type: none"> • Customer builds most reporting. • Customer performs root-cause analysis. • Customer interprets data to identify risks & ROI optimization opportunities. • Customer finds support from community of Splunk users. 	<p>Who Does What?</p>	<ul style="list-style-type: none"> • Vendor builds out-of-the-box reporting. • Vendor AI performs root-cause analysis. • Vendor AI correlates data, identifying risks & ROI optimization opportunities. • Vendor technical advisor provides one-on-one support.



Watch a Live Demo

No awkward sales pitch...just you and a recorded demo.

Why Visual One Intelligence Matters for Teams Already Using APM Tools

APM tools are great at what they're designed to do. But they can't replace strong, AI-driven hybrid infrastructure tools that protect performance and prioritize health & cost optimization in storage, cloud, and compute environments.

For those critical objectives, IMs like Visual One Intelligence are the clear winner:

1. **APMs are highly complex.** Getting full APM value often requires specialized developers or administrators who know how to work within its architecture and deploy components such as indexers, search heads, and forwarders. Properly configuring data sources, creating dashboards, and writing search queries present a learning curve.
2. **APMs can be resource-intensive**, consuming a lot of CPU, memory & disk.
3. **APMs can be expensive**, with licensing costs typically based on data ingestion instead of raw storage.

If you currently use an APM, ask yourself:

1. How accurately (and quickly) can I predict how much device / VM / cloud resource capacity I'll need over the next 12 months? Am I sure I'm not overpaying for storage?
2. Am I confident that I always know when a resource is near capacity (ex: data reduction fluctuations, sudden workload changes, pool growth)?
3. Am I certain that data reduction is occurring as expected? Can I verify vendor claims and visualize the impacts on the rest of my architecture?
4. How easily can I identify root-cause misconfigurations when (or before) an outage / slowdown / backup error / etc. takes place?
5. Can I identify changes in workloads / latencies that might indicate problems?
6. Is my APM helping me consistently prevent slowdowns, outages, overspending, etc? Or do we have "alert overload"?
7. How easily can I rightsize workloads and optimize efficiency? Am I confident I don't have hidden free space I could be repurposing?