network management simplified

SolarWinds Overview
Powerful & Affordable IT Management Solutions

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SolarWinds Overview

Provide enterprise-class IT management software that is powerful, easy-to-use and affordable

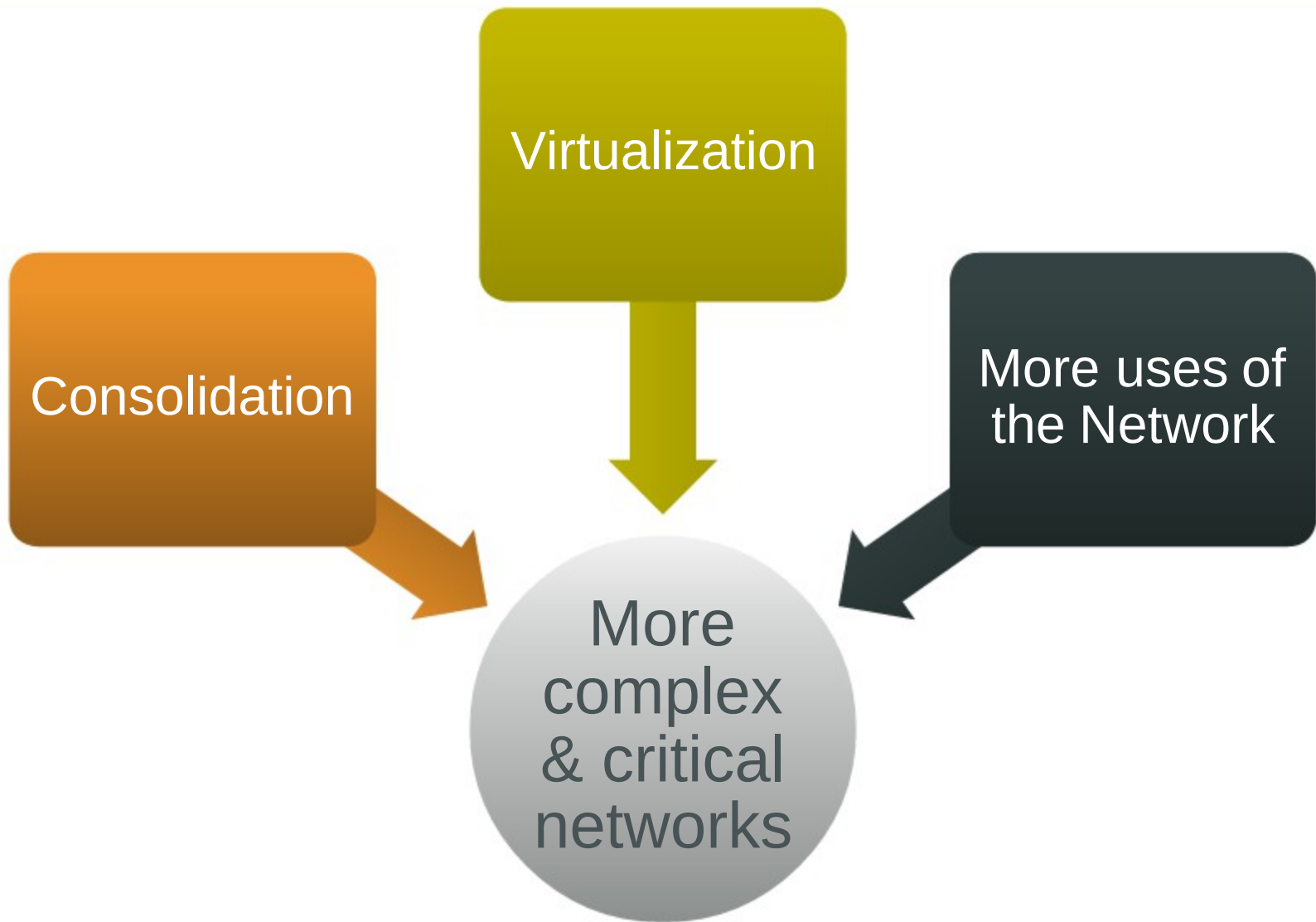**Over 400 of the Fortune 500**
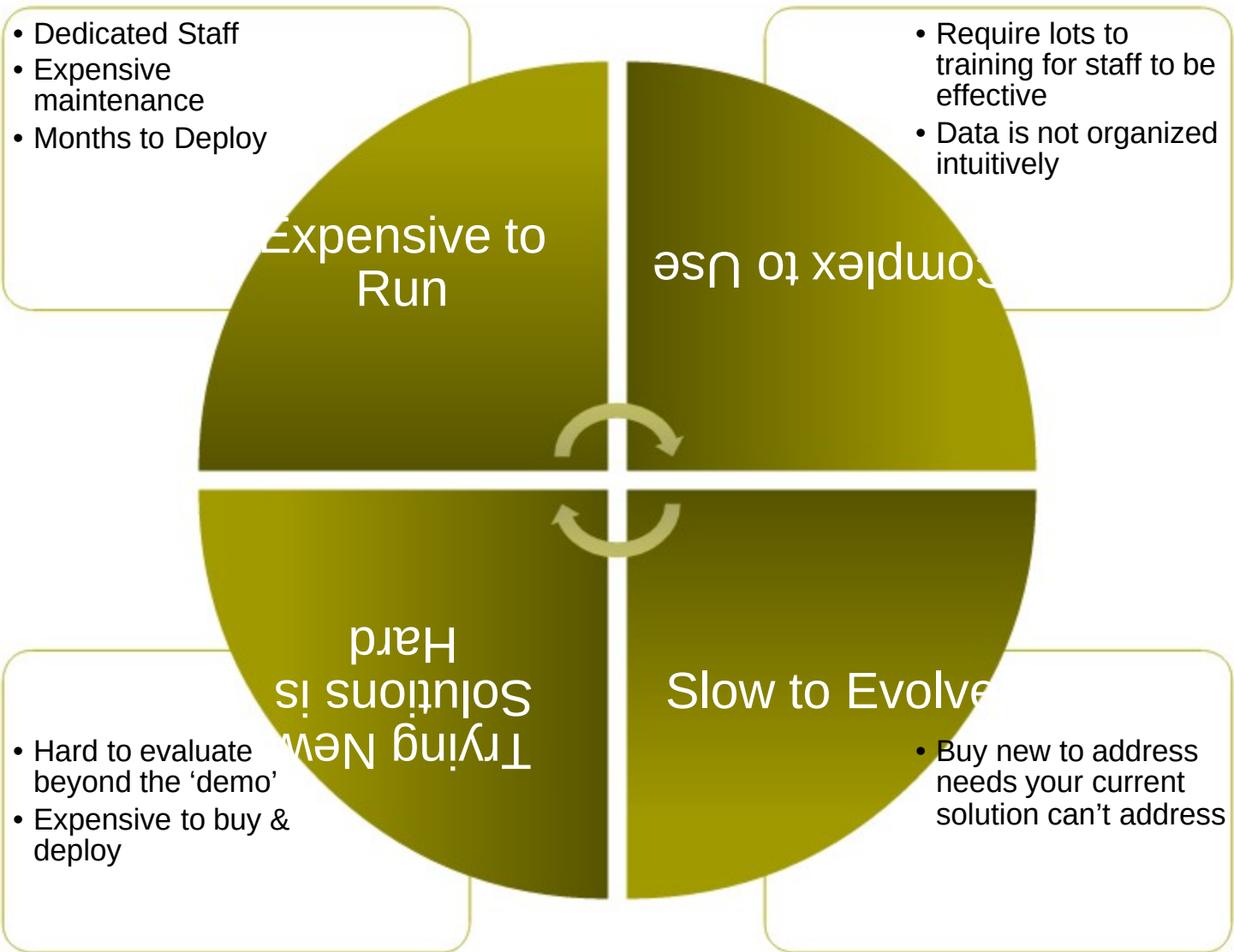**35% of the Global 2000**

Businesses of ALL Sizes in 170 Countries

Company Background

Timeline	1999 Founded in Tulsa, OK
Headquarters	Austin, Texas
	Global Offices: Singapore, Ireland
Customers	Over 85,000

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Managing Networks is Harder than Ever Before

Virtualization

Consolidation

More uses of the Network

More complex & critical networks

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The Enterprise NMS Challenge

- Dedicated Staff
- Expensive maintenance
- Months to Deploy

- Require lots to training for staff to be effective
- Data is not organized intuitively

Expensive to Run

Complex to Use

Slow to Evolve

Trying New Solutions is Hard

- Hard to evaluate beyond the 'demo'
- Expensive to buy & deploy

- Buy new to address needs your current solution can't address

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SolarWinds Offers a Better Choice

The SolarWinds Way

IT Pros in Control

Powerful & easy-to-use products

Easy to evaluate and install

User makes buying decision

Low-cost entry points   **$ - $$$**

Community-driven product improvement
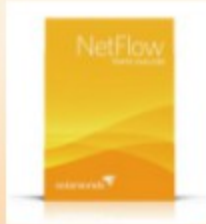
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Powerful Products

SolarWinds Orion

Enterprise Operations Console

Network Performance Monitoring

Network Traffic Analysis

WAN Performance
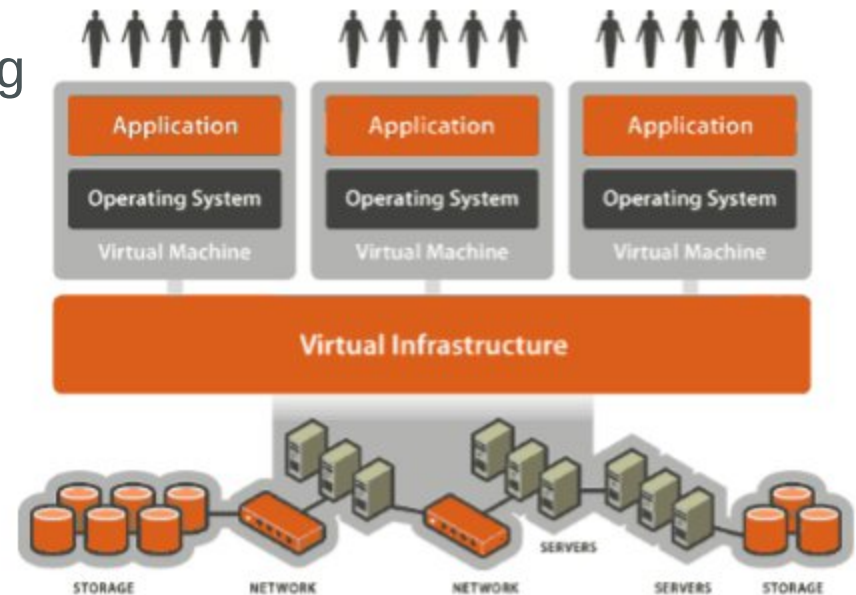
IP Address Management

Network Configuration Management

Application Performance Monitoring

Orion Scalability Engines

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Profiler Storage & Virtualization Mgmt.

- Increase IT efficiency by driving down storage management costs and increasing management of virtualized environments.

- Virtual and Server Profiler
  - » Maps applications & logical connections to the physical infrastructure
  - » Real-time performance monitoring
  - » Policy based alerts
  - » Supports server consolidation

- Storage Profiler
  - » Affordable SRM software
    - DAS, NAS, and SAN
  - » Storage Capacity planning
  - » Storage performance reports

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Community Driven Products

- **Fast Release Pace**
  - » Typically 2-3 releases per year
- **Community generated content**
  - » New devices, scripts, applications daily
- **Community driven roadmap**
  - » 25,000 network engineers active on the SolarWinds Community site, Thwack
  - » Product feature discussion & design happens with customers every day
- **Network management education**
  - » Get new staff up to speed fast
  - » Troubleshoot issues with other engineers
  - » Get all your team certified, SolarWinds Certified Professional Exam

Never debug a network issue alone again

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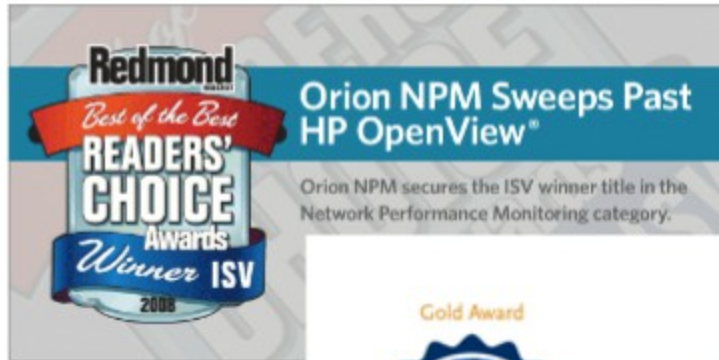# Use the product before you buy it!

- Downloadable from SolarWinds.com – "Live in an hour"

- Full featured evaluation for 30 days on your network
  - » No demos
  - » No proof of concepts
  - » No onsite sales people "selling you" on features

- Evaluation guidance from our Sales Engineering team
  - » Video tutorials and content available directly from the SolarWinds website

- Easy to buy when you're ready
  - » Price is on the SolarWinds website
  - » Sales rep can help you through the buying process

Online Review By wbonville…
  We purchased NPM 9 and APM after reviewing the product in-house. The feature set is amazing….

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SolarWinds Industry Recognition

- **One of the top 10 network performance and operations management vendors** (based on market share) according to IDC.

- Deloitte Texas Technology Fast 50 acknowledged SolarWinds in 2007 and 2008 and the company is ranked **no.366 on the 2009 Deloitte Technology Fast 500**.

- **Software Magazine ranked SolarWinds no. 222** and one of the Top 10 companies in the $50-100 million revenue category in its 27th annual Software 500.

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Product Overview

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Orion Network Performance Monitor (NPM)

- Overview
  - » Powerful and affordable fault and performance management that scales with rapid network growth and expands with network monitoring needs

- Top Features
  - » Comprehensive Network Performance Monitoring
  - » Intuitive Point-and-Click Interface
  - » Do-It-Yourself Deployment
  - » Advanced Alert Engine
  - » Expandable Modules for NetFlow, IP SLA, Apps & Servers, and IP Address Management
  - » Community Powered

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Orion Network Configuration Manager (NCM)

- **Overview**
  - » Easy-to-use network configuration and change management that can be used standalone or integrated with Orion NPM

- **Top Features**
  - » Orion NPM Integration
  - » Configuration Backup Scheduler
  - » Real-Time Change Notifications
  - » Bulk Change Management
  - » Multi-vendor Device Support
  - » Policy Violation Detection
  - » Community Content Library
  - » Global Config Search

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Orion NetFlow Traffic Analyzer Module

- **Overview**
  - » Visibility into network traffic behavior and trends
  - » Identify which users and applications are consuming the most bandwidth

- **Top Features**
  - » Traffic Analysis Dashboard
  - » Traffic Forensics
  - » Progressive Charting
  - » CBQoS Performance Views
  - » Multi-vendor Device Support

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Orion IP SLA Manager Module

- **Overview**
  - » Identify site-specific or WAN-related network performance issues from the perspective of each of your remote sites.

- **Top Features**
  - » WAN Performance Dashboard
  - » Automatic IP SLA Setup
  - » Advanced VoIP Monitoring
  - » Broad IP SLA Operation Support
  - » Alerts, Reports, and Events
  - » Enterprise Scalability

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Orion IP Address Management Module

- **Overview**
  - » Gain detailed visibility into IP address space usage.

- **Top Features**
  - » Scheduled Scanning
  - » Preventative Alerting
  - » DHCP Server Integration
  - » Subnet & Scope Snapshots
  - » Free Unlimited IP Scanning
  - » Subnet Allocation Wizard
  - » Detailed Event Recording

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Orion Application Performance Monitor Module

- **Overview**
  - » Powerful monitoring, alerting, and reporting capabilities for applications and servers

- **Top Features**
  - » Application Dashboards
  - » Community Content Sync
  - » User-Experience Monitors
  - » Dynamic Templates
  - » Application Discovery Engine
  - » Open Source Script Processor
  - » Performance Warning System
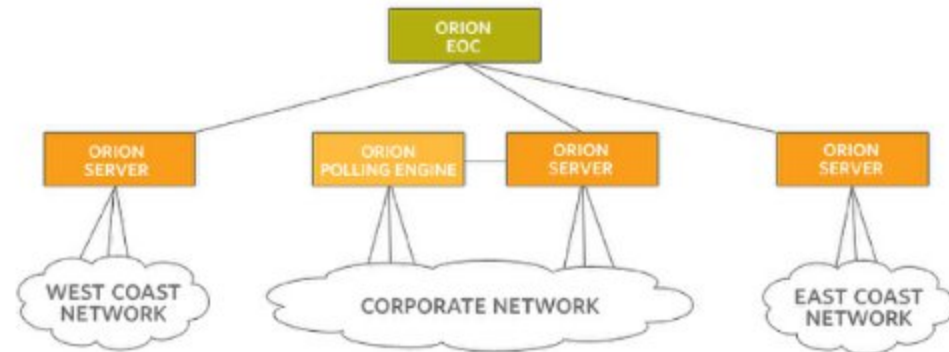 - » Universal WMI Performance Monitors

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Orion Enterprise Operations Console (EOC)

- **Overview**
  - » Orion EOC provides a consolidated command center to monitor geographically distributed networks ranging between hundreds of elements to over one million elements using remote Orion servers.

- **Top Features**
  - » Point-and-Click Setup
  - » WAN-Optimized Architecture
  - » Consolidated Orion console
  - » MSP-Friendly Architecture
  - » Global Top 10
  - » Seamless Orion Server Integration

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SolarWinds Profiler Products

- **Storage Profiler**
  - Capacity and performance monitoring, reporting, forecasting & trending for DAS, NAS and SAN devices
  - **Affordable** multi-vendor storage resource management software

- **Virtual & Server Profiler**
  - Performance monitoring, reporting, forecasting & trending for virtual server environments
  - Physical and virtual server monitoring with views and reporting into storage resource utilization.

- **Backup Profiler**
  - Backup reporting and analysis
  - Supports Tiered Storage strategy

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Storage Profiler

- **Overview**
  - » Agentless, multi-vendor storage performance monitoring.

- **Use cases**
  - » Server consolidation
  - » Multi-vendor storage environment
  - » Using spreadsheets to track growth

- **Benefits**
  - » Capacity utilization and forecasting
  - » Supports storage tiers to optimize costs
  - » Data classification / file analysis

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Virtual and Server Profiler
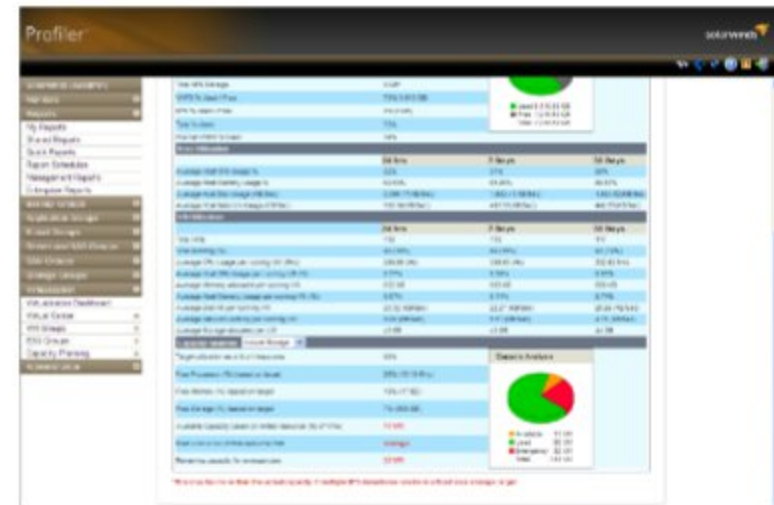
- **Overview**
  - » End-to-End Visibility & Control Over Your Virtual & Physical Servers

- **Use cases**
  - » Stop VM sprawl
  - » Host and VM utilization at a glance
  - » Storage consumption by server

- **Benefits**
  - » File analysis of vmdk's and others
  - » Advanced capacity analysis engine
  - » Identify virtualization candidates

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Backup Profiler

- **Overview**
  - » Consolidated, web-based view of all backups

- **Use case**
  - » Ensure that backups are reliable

- **Benefits**
  - » Receive alerts to backup problems
  - » Extensive appliance support
  - » Validate performance against SLA

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Orion Scalability Engines

- **Overview**
  - » Scale the management capabilities of Orion as your enterprise network expands and your management needs change.

- **Top Engines**
  - » Polling Engine
  - » Hot Standby Engine
  - » Web Server Engine

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