parlon

HEALTHCARE · CASE STUDY

Prescription: Modern Infrastructure Observability

How a national health system cut observability TCO by ~50% and deployed in days, not months.

~50%	1,000+	2 → 1	Days
Observability TCO Reduction	Clinic Locations	Vendors Consolidated	Time to First Value

THE CHALLENGE

The organization manages more than 1,000 clinic locations and was executing a large-scale datacenter build-out. They needed unified visibility across device monitoring and remote branch synthetic testing — but were running two separate, siloed platforms: **IBM SevOne** for network performance monitoring and **Broadcom AppNeta** for synthetics.

The cost problem. Maintaining two enterprise observability platforms meant two license contracts, two deployment projects, and 2–3 dedicated FTE to administer them. Legacy vendors at this scale routinely carry 3-year TCOs exceeding $1.5M — before ops headcount. Neither platform delivered value proportionate to its cost.

The complexity problem. SevOne and AppNeta share no data model. Correlating network performance with synthetic path results required manual work across disconnected consoles — slowing incident response and producing fragmented insight.

The compliance constraint. As a regulated healthcare organization, cloud-hosted tools were not an option. Any solution needed to deploy fully on-premise in an air-gapped environment — eliminating most modern vendors, including Datadog, entirely.

WHY PARLON WON

Parlon was selected over both incumbent vendors on three decisive criteria:

Dramatically lower TCO. Parlon's per-device pricing and minimal professional services requirement reduced observability spend by ~50% versus the combined cost of SevOne and AppNeta. Ops overhead dropped from 2–3 FTE to under half an FTE.

One platform, not two. Infrastructure observability and synthetic path testing in a single deployment — one data model, one console, one contract. The siloed-insight problem was eliminated by design.

Air-gapped, on-premise deployment. Parlon deploys fully within the customer's own environment — meeting HIPAA requirements that ruled out cloud-native alternatives. Synthetic tests were active within hours. Time to first value: days, not months.

THE OUTCOME

The organization replaced both legacy vendors with a single Parlon deployment — consolidating network performance monitoring and synthetic testing across their entire 1,000+ location footprint.

Cost reduced. Eliminating a second vendor contract and associated infrastructure, professional services, and operational overhead drove an estimated ~50% reduction in total observability spend — with more predictable renewals going forward.

Complexity eliminated. The network team works from a single, normalized view of device health and branch connectivity. Manual correlation across disconnected tools is gone. Incident response is faster because the data is already joined.

Compliance preserved. The fully air-gapped deployment maintains complete data residency control. No PHI leaves the environment; the platform is fully auditable.

> ***"We found Parlon's capabilities at parity with the legacy vendors — and the simplicity of deployment and the cost we a significant value in themselves."***
>
> — Network Infrastructure Lead

ENVIRONMENT AT A GLANCE

- **Platform:** Parlon Monitoring Bundle — Device + Synthetic
- **Scope:** 1,000+ clinic locations, datacenters, remote branches
- **Devices:** Cisco routers & switches, Aruba & Cisco APs, PA firewalls
- **Replaced:** IBM SevOne (NPM) + Broadcom AppNeta (Synthetic)
- **Deployment:** On-premise, air-gapped — HIPAA compliant
- **Time to Value:** Synthetics active within hours of deployment

ABOUT PARLON

Infrastructure Has Changed. Observability Hasn't.
Parlon is the modern replacement for legacy observability — normalized at ingestion, synthetic testing built in, and deployable anywhere your environment requires.

Want to see if this applies to your environment?
parlon.io · demo@parlon.io

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