

PARLON, INC.

CAMBRIDGE, MASSACHUSETTS



Press Kit

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Media contact: hello@parlon.io

parlon.io

COMPANY FACT SHEET

Parlon at a glance

COMPANY

Parlon, Inc.

HEADQUARTERS

One Mifflin Place, Suite 400
Cambridge, MA 02138

FOUNDED

2026

FOUNDERS

Matt Goldberg, CEO
Chris Rohter, CRO
Soumo Nandi, Chief Architect

PRODUCTS

AI Infrastructure Observability
Observability Modernization
Active Synthetic Monitoring

DEPLOYMENT

SaaS, on-premises, hybrid, air-gapped

MEDIA CONTACT

hello@parlon.io

WEBSITE

parlon.io

— ABOUT PARLON

Observability for Intelligent Infrastructure

LONG VERSION

Parlon is the observability platform built for AI infrastructure, legacy modernization, and active synthetic testing: three ways in, one normalized platform underneath.

Infrastructure teams get device-level visibility across GPU fleets, rack power, AI agent activity, network paths, and the traditional networks and applications they already manage.

Every data source is normalized at ingestion, so correlation and alerting start from clean data. Alert Auto-Tune™ cuts alert noise by about 70% in customer deployments. Parlon supports SaaS, on-premises, hybrid, and air-gapped deployments.

The company is headquartered in Cambridge, Massachusetts, and its founders bring decades of experience working for, selling to, and supporting the enterprise platforms teams rely on today.

— SHORT VERSION

Parlon is the observability platform for AI infrastructure, legacy modernization, and active synthetic monitoring. Infrastructure teams get one view across GPU fleets, rack power, AI agent activity, network paths, and the systems they already run. Parlon deploys as SaaS, on-premises, hybrid, or air-gapped.

LEADERSHIP

Founders



Matt Goldberg

Co-Founder and CEO



Soumo Nandi

Co-Founder and Chief Architect



Chris Rohter

Co-Founder and CRO

Matt Goldberg

Matt spent more than 20 years in enterprise infrastructure, including leadership roles at SevOne and Pliant, where he led global strategic accounts and commercial operations. He leads Parlon's company strategy and commercial direction.

Soumo Nandi

Soumo began his career in carrier network operations at Verizon Wireless. He later worked as a solutions architect and engineer at SevOne, NS1, and Pliant, designing multi-vendor monitoring integrations for enterprise and carrier customers. He leads Parlon's platform architecture.

Chris Rohter

Chris spent more than 20 years leading go-to-market for enterprise infrastructure companies, including roles at Akamai, SevOne, and Pliant. He leads Parlon's revenue strategy and market positioning.

— KEY MESSAGES

What Parlon stands for

- 1 Infrastructure changed faster than the tools watching it.** GPU fleets, rack power, AI agents, and network paths now carry production workloads, and most observability platforms were not built to reach them.
- 2 Parlon sees the infrastructure layer first.** It normalizes data from every source at ingestion, so teams can correlate and act on it without reconstructing context after an incident.
- 3 Alert noise is a solvable problem.** Alert Auto-Tune™ recommends thresholds with the evidence behind them and correlates related alerts, cutting noise by about 70% in customer deployments.
- 4 Deployment should fit the environment.** Parlon runs as SaaS, on-premises, hybrid, or fully air-gapped, with the same features in every mode.

SUPPORTING DATA

47.7%

of enterprises already run AI training or inference workloads

EMA Network Management
Megatrends 2026 (n=352)

35%

of enterprises believe their tools are ready to observe those workloads

EMA Network Management
Megatrends 2026

73%

of enterprises are likely to replace an observability tool within two years

EMA Network Management
Megatrends 2026

31%

of organizations prioritize MCP support for agentic access

EMA 2026

PROOF POINT

Enterprise healthcare deployment

Anonymized

A national health system with more than 1,000 clinic locations, datacenters, and remote branches consolidated a multi-vendor observability stack into one air-gapped, HIPAA-compliant Parlon deployment.

RESULTS FROM THAT DEPLOYMENT

~50%

lower observability spend than the prior multi-tool footprint

<0.5 FTE

of operational effort, down from 2 to 3 full-time staff

Multiple

legacy tools replaced by one platform and one contract

Hours

from deployment to active synthetic tests

"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, enterprise healthcare provider

MEDIA FAQ

Questions we hear most

Why now?

AI workloads run on GPU fleets, power systems, agents, and network fabric that traditional tools were not designed to observe. Infrastructure teams are reassessing their tooling at the same time.

How is Parlon different from legacy monitoring?

Parlon normalizes every data source at ingestion, so correlation starts from a single data model. It runs active synthetic monitoring and telemetry collection in one system. Alert Auto-Tune™ recommends thresholds with the evidence behind them and correlates related alerts, cutting alert noise by about 70% in customer deployments. Legacy vendors do not offer this combination.

What does a deployment look like?

Parlon deploys in SaaS, on-premises, hybrid, or air-gapped environments. Teams can run it alongside existing tools and measure results before making any changes to what they already operate.

Who is it for?

Platform and SRE teams, enterprise IT organizations, managed service providers, and regulated industries including healthcare, financial services, and government.

MEDIA CONTACT

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MEDIA RESOURCES

Logos, press kit, headshots, and corporate overview:

parlon.io/resources/media



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