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. It needed unified visibility across device monitoring and remote branch synthetic testing, but it was running two separate, siloed platforms: **IBM SevOne** for network performance monitoring and **Broadcom AppNeta** for synthetics.

The cost problem. 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 above $1.5M before ops headcount. Neither platform delivered value in proportion to its cost.

The complexity problem. SevOne and AppNeta share no data model. Correlating network performance with synthetic path results took manual work across disconnected consoles. That slowed incident response and left insight fragmented.

The compliance constraint. As a regulated healthcare organization, cloud-hosted tools were not an option. Any solution had to deploy on-premise in an air-gapped environment, which ruled out most modern vendors, including Datadog.

WHY PARLON WON

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

About half the 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 run 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 entirely inside the customer's own environment, meeting the 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. Network performance monitoring and synthetic testing now run on one platform across the entire 1,000+ location footprint.

Cost reduced. Eliminating a second vendor contract, along with its infrastructure, professional services, and operational overhead, drove an estimated ~50% reduction in total observability spend. Renewals are now more predictable.

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 air-gapped deployment keeps complete control of data residency. No PHI leaves the environment, and the platform is auditable end to end.

> *"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

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

Want to see if this applies to your environment?

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Request a Demo →