



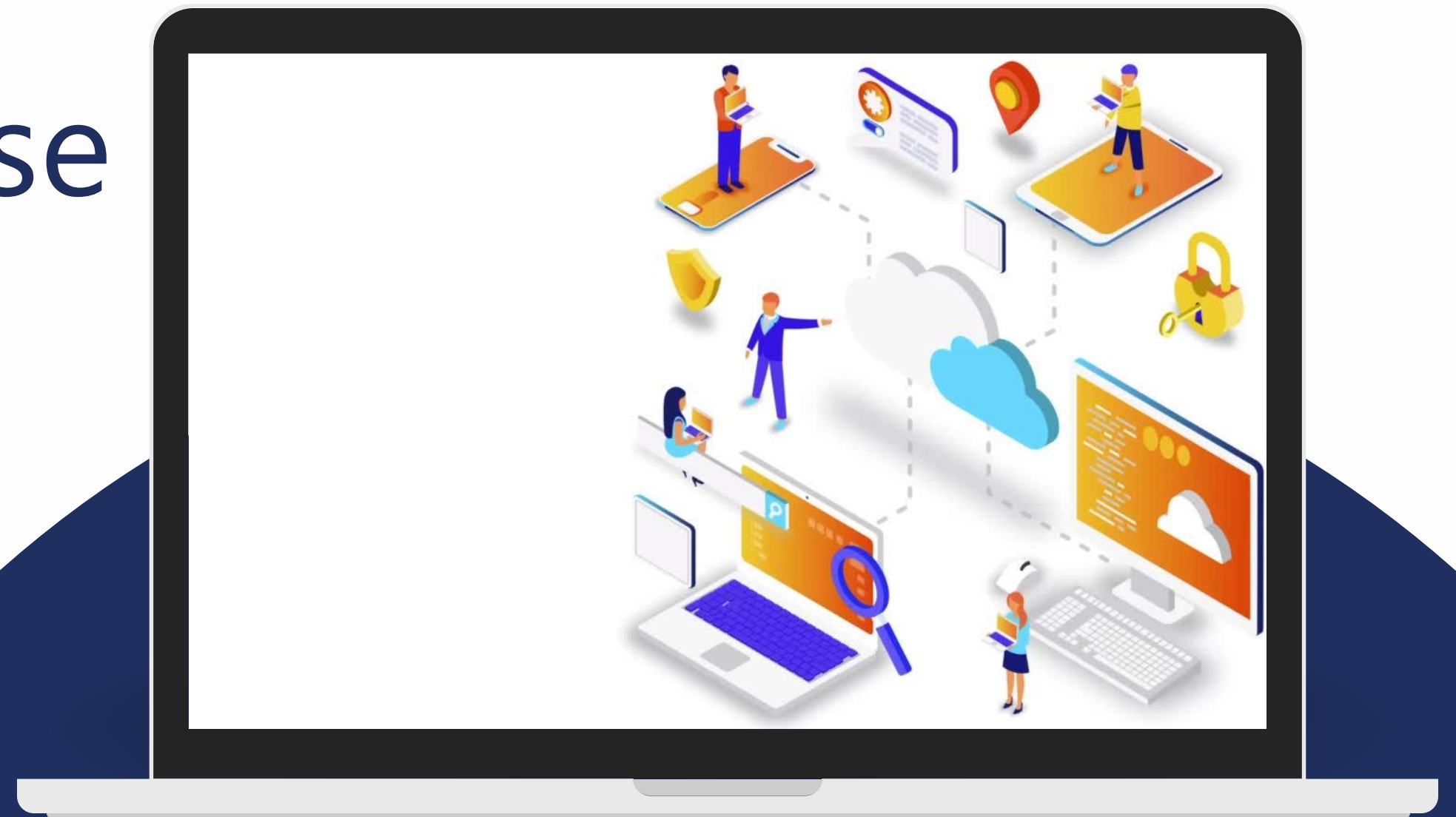
SOARING EAGLE
DATA SOLUTIONS

Unmanaged Data

The Risks to Enterprise Orgs



SOLARWINDS®
Advanced Partner





THE DATA YOU ARE RAPIDLY ACQUIRING IS PUTTING YOUR ENTERPRISE AT RISK

Performance – Server Uptime / Slowness

Missed Deadlines – Can't Grow

Blown Budgets – Cloud Spend Spiral

Quality – Poor Analysis from Bad / Old / Duplicated Data

Unused – Poor Decision Making

Security – Roles/ Procedures/ Patches



How to Define Data Performance

1 – Access. Can your users get what they need?

2 – Reliability. Uptime / Data retrieval Speed

3 – Scalability. Will it work tomorrow?
(Do you have seasonal or cyclical problems)

Question – Do you have specific KPIs?

**Cloud / Hardware
Vendors**

Don't Care

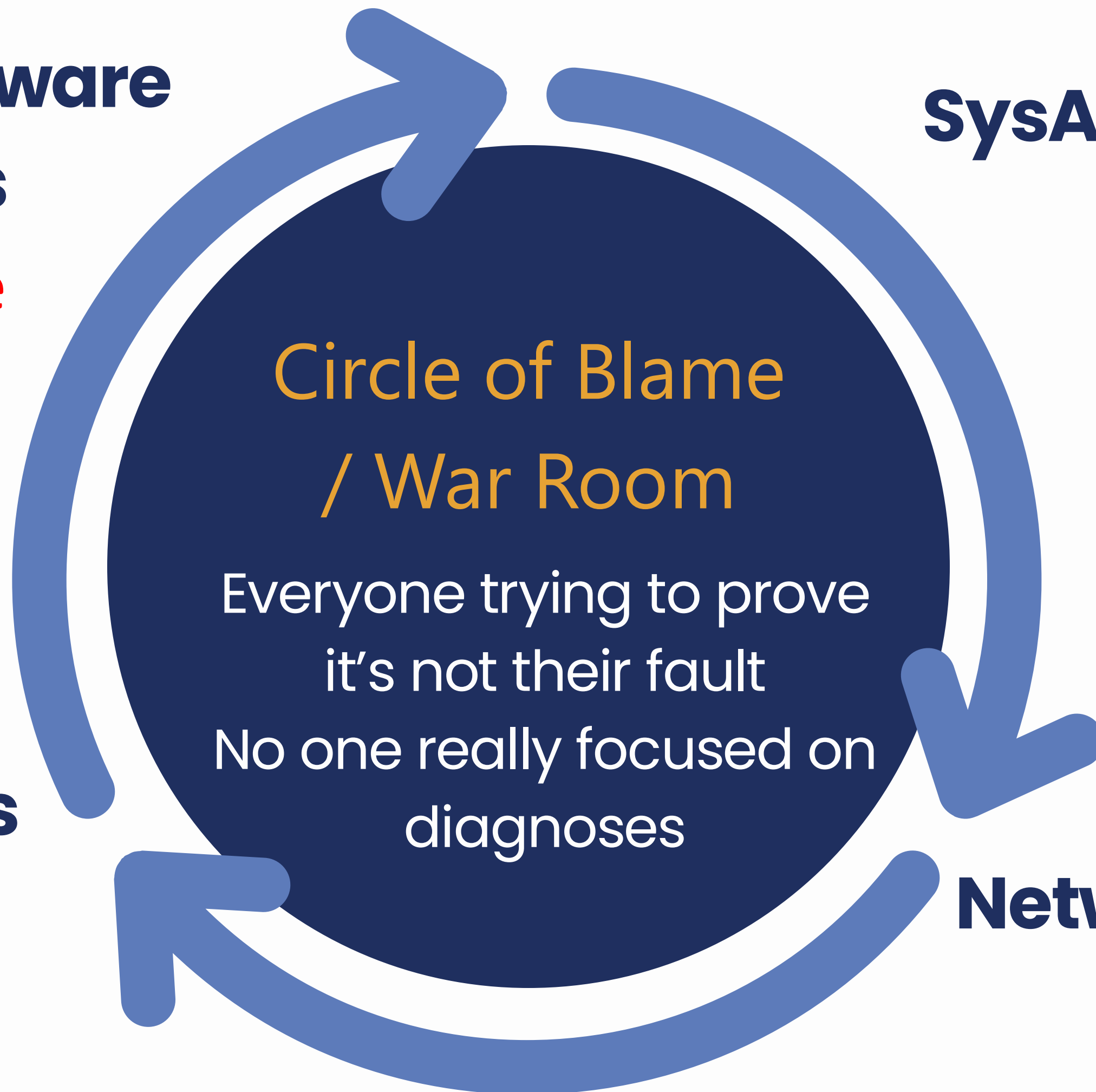
**SysAdmin Blames
Network**

**Circle of Blame
/ War Room**

Everyone trying to prove
it's not their fault
No one really focused on
diagnoses

**Code Blames
Cloud**

**Network Blames
Code**



As an Enterprise IT Leader

It Is Your DUTY

To empower your team with the proper tools to be productive



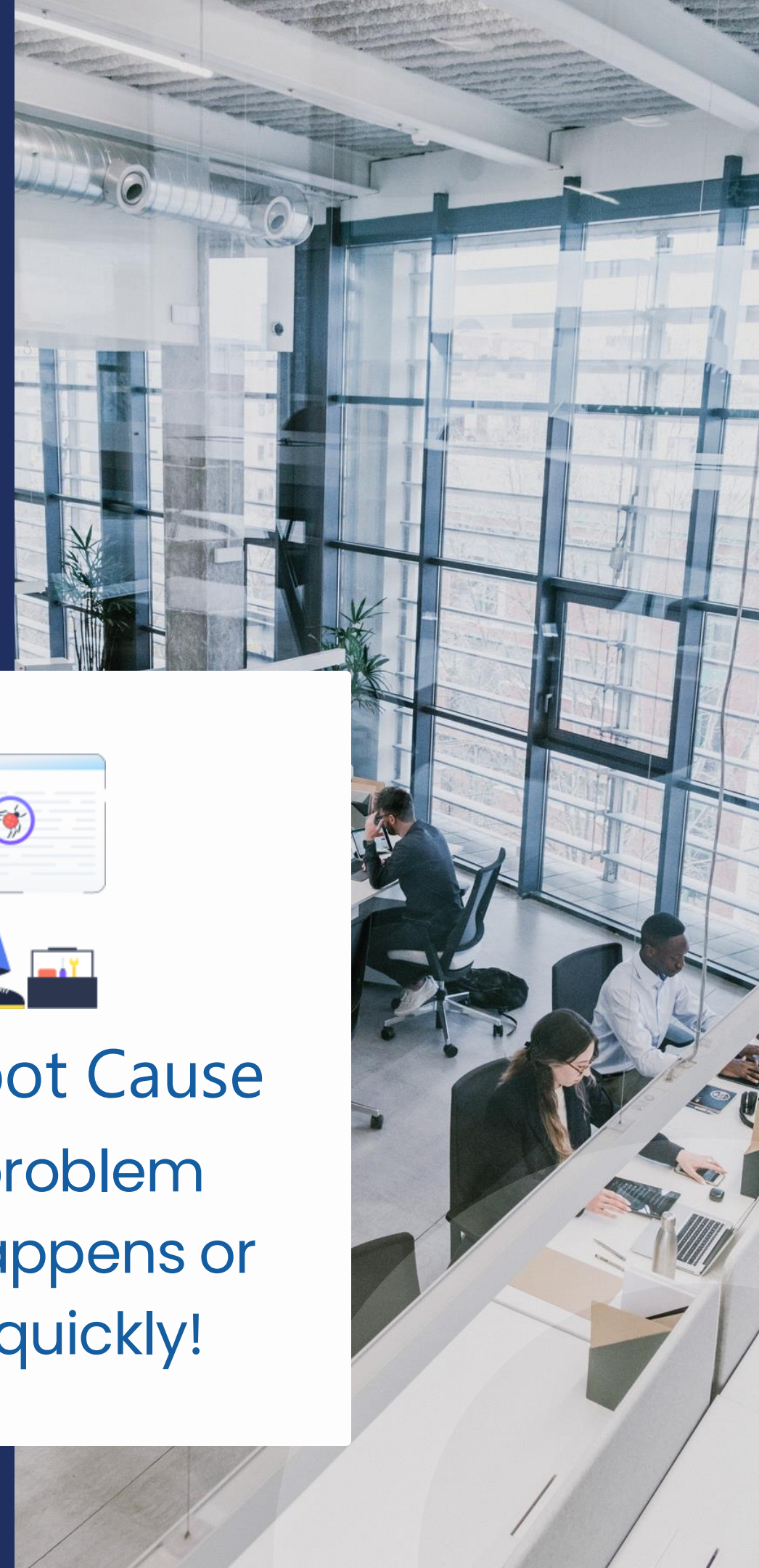
Proactively Monitor
At least 60% of your
downtime is
preventable.



Quantify Issues
No blame game, just
diagnoses



Resolve Root Cause
Fix your problem
before it happens or
respond quickly!



Are you prepared?

With growth comes increased demands from C-Suite. More demands mean more chance to fail

34% of CIOs are fired for application failures

27%

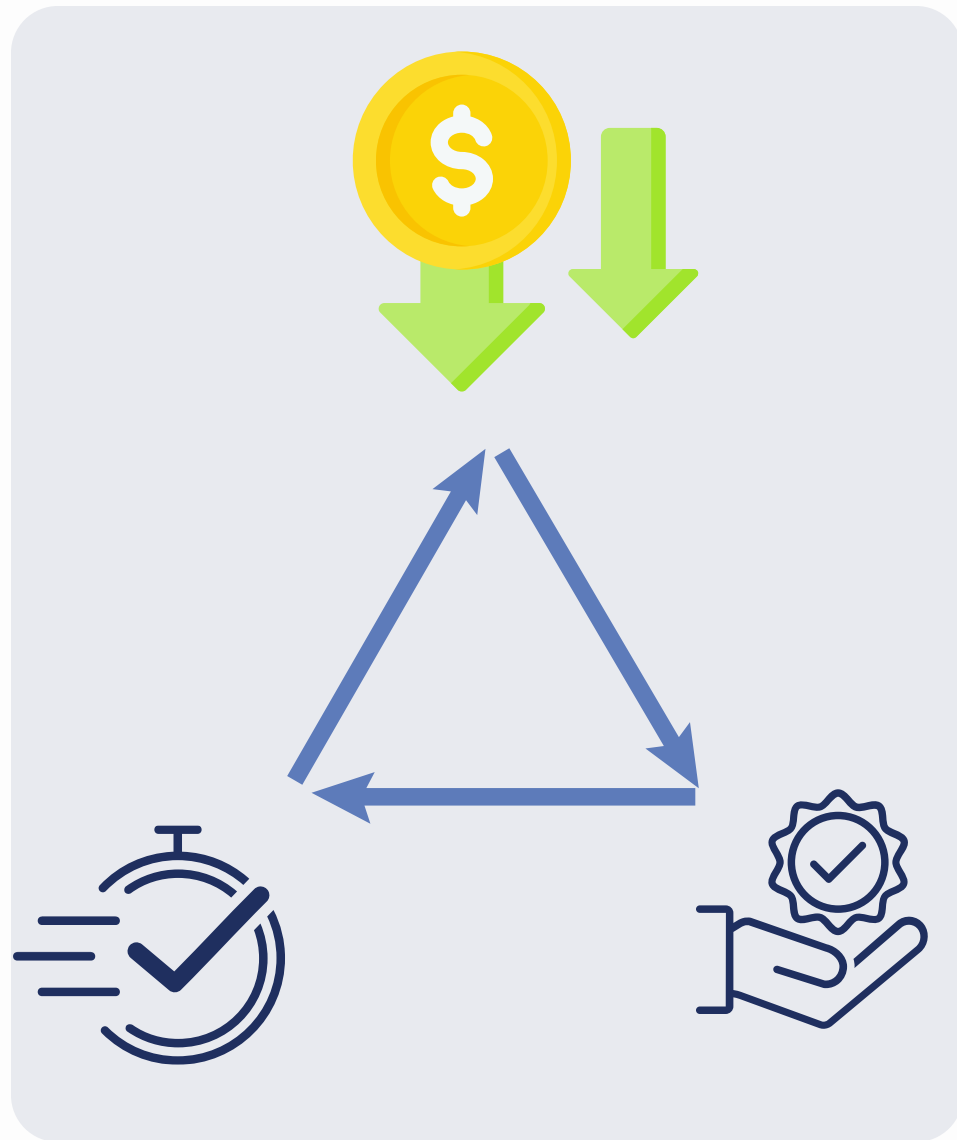
**Project Deadline
Failures**

28%

**Ignoring
Customer Issues**

You Can Only Have 2

Classic



Good, Fast, Cheap /
On Time, Spec, Budget



New



Stability, Deadlines, Customers

Responsibilities



Customer
Success



Intelligence /
Analytics



DR +
Failover



Master
Data
Management

VS

New Problems



Cloud Costs



Legacy Data /
Systems



DBMS
Types



Scalability

How?

Automate, Monitor, Prevent, Diagnose



Automate Time
consuming Maintenance

Proactively Monitor
Entire Data / Application
Environment



Prevent 60% of problems
BEFORE they happen

Root Cause Diagnosis of
Problems that arise
Expert Response Team



Who The Hell Are We?



SOARING EAGLE
DATA SOLUTIONS

**We Help IT Leaders Secure, Govern,
Tune, and USE their Data**

All On-Shore Data Solutions Experts

Full Operational Database
Managed Services

Database Administrators
Server uptime / Reliability
Architecture
60 MS Clients
Cloud expertise

Security
Training
Migrations
Consulting or Full MSP
Analytics (BI, Fabric)



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Case Study - \$2 Billion Hospital Grows by Acquisition

Past – Rampant **Server Uptime Problems**

3 overworked FTEs dedicated to Server uptime

Data Integration Deadline Failures

Multiple new DBMS

Added Tooling

SolarWinds DPA
FLIGHT Monitoring
Adding Automation

Tuning Experts

Proactive Tuning
Maintenance
24x7 On-Shore
Response
SQL, Oracle, PostGres

Focused Team

In-house team
focuses on Projects,
Customers, Users,
Deadlines



“My Downtime is Down
to Damn Near Nothing!”

–Mr R. Chief
Integration officer,
\$2B Hospital

From 3 to 0 FTEs on Server Maintenance (Over 400 Servers... and counting)

Entire team focused on projects

Meeting Deadlines

Experts available to assist with Integrations.

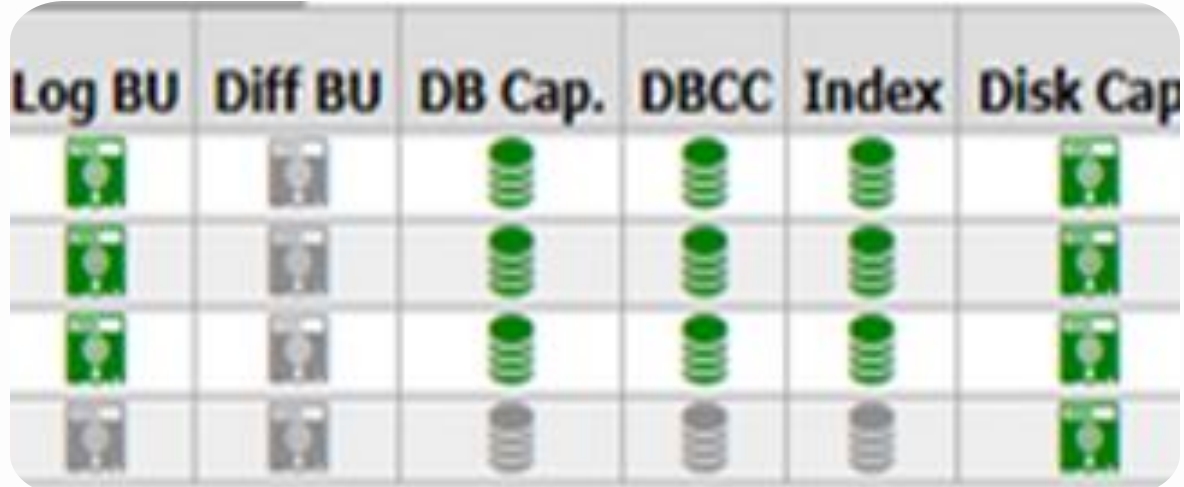
Power BI,

SSIS, Security, etc. as needed

Price of ~1 FTE



Automate, Monitor, Prevent, Diagnose



FLIGHT Software

For larger DB environments.
Single Pain of Glass view of DB health
Automated Maintenance
Proactive Monitoring and Alerting



Database Performance Analyzer

For most DB Platforms
Granular diagnostics
Root cause analysis
Clear and easy to understand



Hybrid Cloud Observability

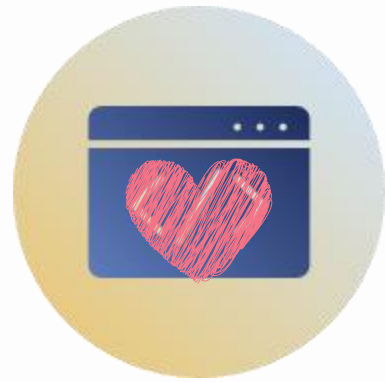
Network, Systems, Security and Application in
1 place

Consolidate your monitoring
Reduce "Alert Fatigue"
Proactive and (near)Real Time
Device Self healing



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Services



Health Check

Performance and Tuning
3–5 days
Diagnose Root Cause
Free Trial DPA

\$2,200/d



Managed Services

PROACTIVE
PREVENTATIVE
Full Operational DB MS
SQL, Oracle, Postgres
Cloud, MySQL

\$3,000/m

up to 5 servers

\$10,000/m

up to 100 servers



Projects and Training

Warehousing
Analysis / BI / Fabrics
Architecture
Migrations
Security – Review – Pen

Scope it

Recent Successes



\$2 Billion hospital with performance problems on 300+ servers **Exceeds Five Nines uptime**



\$70M Healthcare Org **saves \$155,000/YR** consolidating SQL Servers (and improving uptime!)



After malware attack, Data Center restored in under 8 hours. **No data loss**



\$400M org buys rival, can't integrate data missed deadlines. Review and improve **30k SSIS reports**, tune SQL servers, **achieve deadlines**

I used to worry about SQL Server every day. I hardly think about it anymore

-Eric, IT Manager, Manufacturing

[SEDS] allowed me to grow my support team at a fraction of the cost of FTEs

- ROB, CTO, SME Finance

We have a large application environment to run with tight SLAs. [SEDS] are true partners and team members. They are proactive and allow me to focus on the rest of the team

-Ewan, CTO, SaaS provider

[SEDS] Saved us \$155,000 / Yr on SQL Licensing Spend

-Duleep, CIO, Healthcare

WOULD THIS HELP YOU?

**FREE (Value ~\$500) – 1 Hour Data
performance Review (includes DPA Trial)**

**\$1,100 off 3 day or longer health check
(or other project)**

**First 10 servers onboarded free
(\$2,500 Value)**

