

SOLUTION SCENARIO / AS OF 2026-10-02

Resonance: a common operating view across vendor boundaries

Different vendors. One operating picture. An owned next action.

ILLUSTRATIVE / PROPOSED SELECTIONS / MODELED FINANCIAL RESULTS

Every selection, count and cost in this brief is illustrative. No actual customer result is represented.

Scenario and intended outcome

ENVIRONMENT

Illustrative enterprise of 1,000 people, three sites, 100 monitored switches and 20 service checks. Every count is synthetic and used for sizing only.

OBJECTIVE

Consolidate vendor-specific telemetry, dependencies and escalation without losing the native context needed to investigate.

SCOPE

Read-only network/service monitoring, alert tuning and business-hours operating follow-through. Human 24/7 triage and response are separately priced.

MODEL BOUNDARY

100-switch / 20-check monitoring component. The L8DT service assumption uses $\$1,500 + 100 \times \$12 + 20 \times \$18 = \$3,060/\text{month}$; hosting is an additional illustrative allowance.

A repeatable selection method

START WITH THE REQUIREMENT

Map the business workflow, data classification, integrations, scale, recovery objectives, operator skills and support hours. Treat eligibility, security and mandatory features as pass/fail gates before scoring price.

COMPARE SUITABLE CANDIDATES

For candidates that pass the gates, score functional fit 30%, operational maintainability 25%, integration and data portability 20%, three-year total cost 15%, and supplier/support resilience 10%. These are proposed weights, not completed vendor test results.

PROVE THE CHOICE

Run a representative pilot, negative tests and recovery exercise. Price hosting, retention, patching, engineering, support, training and exit. A lower license bill wins only when the complete solution meets the requirement.

Proposed selections and alternatives

Illustrative options for evaluation; selection does not represent a completed vendor test or an actual quote.

FIRST, PASS THE GATES

Map the business workflow, data classification, integrations, scale, recovery objectives, operator skills and support hours. Treat eligibility, security and mandatory features as pass/fail gates before scoring price.

PROPOSED SCORING WEIGHTS AFTER THE PASS/FAIL GATES

For candidates that pass the gates, score functional fit 30%, operational maintainability 25%, integration and data portability 20%, three-year total cost 15%, and supplier/support resilience 10%. These are proposed weights, not completed vendor test results.

PROPOSED DIRECTION	ALTERNATIVE TO TEST
Proposed: Zabbix as the monitoring core Evaluate open-source collection, thresholds and dependency handling for the scoped network and service signals.	Compare a licensed hosted monitoring platform on supported devices, integrations, retention, availability and operator workload. Subscription prices require a real scoped quote.
PROPOSED DIRECTION	ALTERNATIVE TO TEST
Proposed: Grafana OSS only where it adds a useful view Pilot an approved connector for shared service views. Reuse the native Zabbix dashboard if a second presentation layer adds needless maintenance.	Retain vendor consoles for configuration and specialist diagnostics. A single pane of glass consolidates operating context; it does not replace every native console.
PROPOSED DIRECTION	ALTERNATIVE TO TEST
Proposed: an owned routing and handoff workflow Normalize asset identity, severity, dependency context and the next responsible person. Use an existing approved ticket/on-call system.	Buy commercial on-call or full-day support where response requirements exceed the staffed L8DT/customer schedule. Automated monitoring does not create human coverage.

PROOF BEFORE CHOICE

Run a representative pilot, negative tests and recovery exercise. Price hosting, retention, patching, engineering, support, training and exit. A lower license bill wins only when the complete solution meets the requirement.

Architecture flow and delivery path

The sequence below follows the supplied scenario flow and implementation stages.

Architecture flow

01

Vendor signals -> approved adapters

Read-only SNMPv3, permitted APIs, logs and synthetic checks retain source identity and vendor-specific detail.

02

Adapters -> service context

The monitoring core connects assets with services, dependencies and expiring maintenance windows.

03

Service context -> accountable action

A shared view links each alert with severity, queue, owner and next action; native consoles remain available for investigation.

Implementation stages

01 Inventory and baseline	Map owners, device versions, permitted integrations and current alert volume. Define coverage and detection objectives.
02 Build a representative pilot	Choose one supported device from each vendor and two critical service paths. Test adapter accuracy and a disconnected collector.
03 Stage and tune	Expand in approved batches; compare inventory to monitored assets. Preserve the old alert path until coverage is accepted and use rollback checkpoints.
04 Handoff and review	Exercise detection, acknowledgment, escalation, suppression expiry and an unresolved shift handoff. Review noise, missing coverage and capacity monthly.

Acceptance and operating handoff

Acceptance evidence is scoped to the illustrative component described in this brief.

Acceptance checks

01

Acceptance check 1

A representative vendor signal preserves the right asset and reaches the assigned queue.

02

Acceptance check 2

A dependent outage is detected without duplicating every downstream alarm.

03

Acceptance check 3

Maintenance suppression expires and collector failure is visible.

04

Acceptance check 4

An inventory sample reconciles to coverage and an operator can find the next action.

Common handoff

01

Handoff 1

Customer owns approvals and business priorities; L8DT owns only the operating tasks and access authority in the signed schedule.

02

Handoff 2

Deliver versioned configuration, asset/data-flow registers, escalation and recovery runbooks, license obligations, known gaps and an acceptance record.

03

Handoff 3

Rehearse the operator workflow and restore before acceptance. Record owners, backup owners, training attendance, support hours and supplier escalation.

04

Handoff 4

Review coverage and evidence monthly; revisit capacity and access quarterly. Define export, credential removal and retention at termination.

36-month economics

Synthetic scenario inputs and calculated model outputs. These values are not a quote or realized savings.

Monthly assumptions and setup

Input	Illustrative commercial comparator	Illustrative L8DT model
One-time setup	\$12,000	\$18,000
License / month	\$1,800	\$0
Infrastructure / month	\$200	\$650
Service / month	\$3,400	\$3,060
Monthly cash total	\$5,400	\$3,710
Customer effort / month	20 hours	24 hours
Customer hourly value	\$65	\$65
Customer effort value / month	\$1,300	\$1,560

Calculated totals across 36 months

36-month total	Commercial comparator	L8DT model
Cash TCO (setup + monthly cash)	\$206,400	\$151,560
Customer-effort value	\$46,800	\$56,160
Economic TCO (cash + customer effort)	\$253,200	\$207,720

Modeled comparison outputs

NET CASH AVOIDANCE +\$54,840	COST AVOIDANCE 26.57%	CASH ROI 36.18%
ECONOMIC BENEFIT +\$45,480	PRETAX PROFIT DELTA: YEAR 1 / STEADY Y1 +\$14,280 steady +\$20,280	PAYBACK 4 months
L8DT EXTRA CUSTOMER TIME / MONTH 4 hours	SENSITIVITY ADD-ON / MONTH \$918	SENSITIVITY NET CASH AVOIDANCE +\$21,792

Model definitions, boundaries and references

Use the links and source notes for review. Public destination routes are targets; deployment was not verified for this package.

Definitions: cost avoidance = net cash avoidance / commercial 36-month cash TCO; cash ROI = net cash avoidance / proposed L8DT 36-month cash TCO. Economic benefit = commercial economic TCO minus L8DT economic TCO; economic TCO adds customer effort valued at the stated hourly input. Valued time is not payroll saving. Sensitivity applies the stated additional monthly L8DT operating cost for all 36 months.

REALIZED OUTCOMES

Realized ROI: NOT PROVIDED | Realized profit: NOT PROVIDED. These are not provided as customer results.

INTERPRETATION LIMIT

Illustrative scenario only. Proposed selections, input costs and modeled values are not actual customer results, completed vendor test results, or supplier quotes.

HYPOTHETICAL PROFIT-DELTA ASSUMPTION

Year-one pretax profit delta uses the modeled recurring cash difference less any incremental setup; steady-year delta uses 12 times the recurring cash difference. The model assumes costs are recognized as operating expenses with equal revenue and other costs. Capitalization, depreciation and tax treatment can differ.

Out of scope for this model

Hardware refresh, connectivity, remediation, ticket/on-call licenses, 24/7 human coverage, taxes and incident response are excluded equally. Proposed connectors, performance and support require pilot validation.

WHAT TO PROVE AND PRICE

Run a representative pilot, negative tests and recovery exercise. Price hosting, retention, patching, engineering, support, training and exit. A lower license bill wins only when the complete solution meets the requirement.

Official project and product references

Zabbix monitoring capabilities www.zabbix.com
Grafana OSS grafana.com

Source data as of 2026-10-02.

Related L8DT destinations

Experience story /experience/campus-monitoring/	Solution detail /solutions/campus-monitoring/
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Website: <https://www.layer8defensetechnologies.com/>