

## Glassbeam for Converged & Hyperconverged Infrastructure

Glassbeam is a machine data analytics company that helps product manufacturers glean valuable insights from their operational data. Glassbeam’s platform can ingest, parse and analyze structured, unstructured or semi-structured data.

The value of this capability is amplified in the converged and hyperconverged space – where “IoT appliances” - a stack of storage, networking, compute and virtualization devices send non-stop machine data at large scale with tremendous variety.

The insights gleaned from the data help manufacturers by reducing support costs and unravelling new revenue streams. These insights empower the solution provider to be the knowledge expert for the entire solution including all the underlying products and reference architectures.

## Key Benefits

- Provide front line converged and hyper-converged solution support.
- Keep customer instances current, running and optimized across the entire stack.
- Establish and share optimized practices by a ‘cohort’ analysis of similar customer installations.
- Manage the inherent supply chain of included elements using insights provided by machine data.
- Build strong customer relationships via deep knowledge of deployment, usage, capacity, configuration of underlying products.

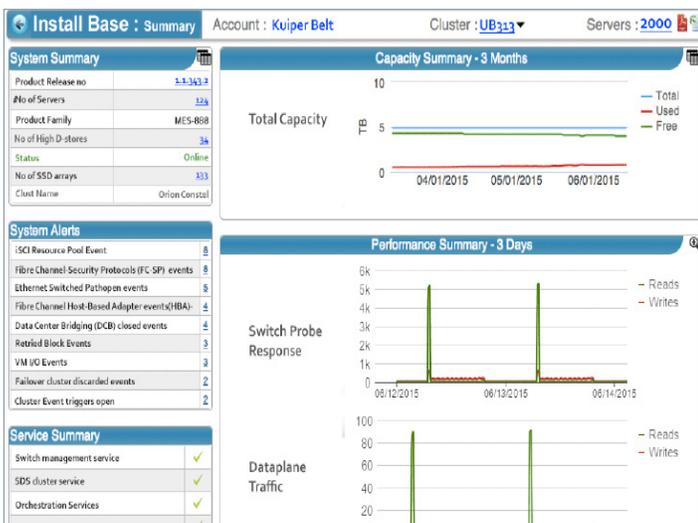


Figure 1 – Glassbeam Analytics

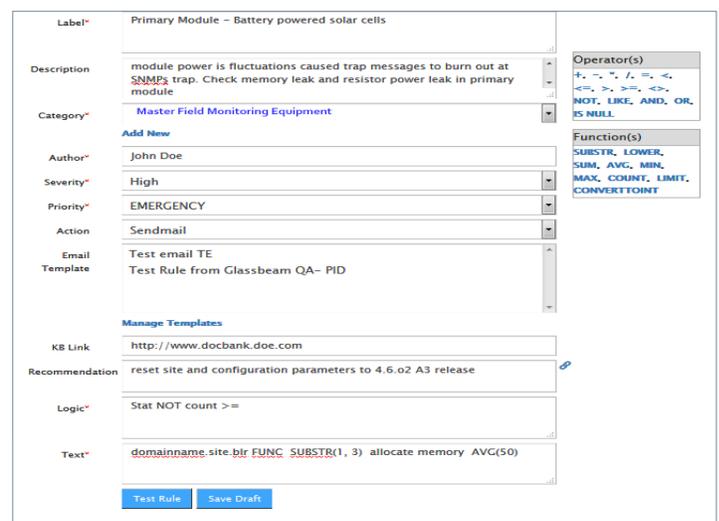


Figure 2 – Rules and Alerts App

# Product Overview

Glassbeam's cloud-based machine data analytics platform provides a secure and scalable way to ingest, parse and analyze data that gets sent from IoT-connected devices. By leveraging its patent-pending SPL and SCALAR technologies, Glassbeam can seamlessly analyze structured, unstructured and semi-structured data that gets sent from a variety of products in storage, networking, virtualization and associated software.

## Key Product Modules

	<b>Explorer</b>
	<ul style="list-style-type: none"><li>• Search through Log Data using keywords</li><li>• Traverse persistent search queries and build knowledgebases</li><li>• Correlate data from multiple sources</li></ul>
	<b>Standard Analytics</b>
	<ul style="list-style-type: none"><li>• Reduce MTTR by consuming custom views of log data</li><li>• Save Views as Knowledgebase items to troubleshoot known problems in the future</li><li>• Organize and filter data to quickly locate sections of interest</li></ul>
	<b>Workbench</b>
	<ul style="list-style-type: none"><li>• Work with a consistent and intuitive drag and drop interface for ad-hoc analysis</li><li>• Glean detailed insights and discover hidden correlations in your data</li><li>• Produce visualization of parsed data for various business use cases</li></ul>

	<b>Rules and Alerts</b>
	<ul style="list-style-type: none"><li>• Execute proactive actions on incoming data using well-defined rules (both simple and complex)</li><li>• Generate automatic case creation in your CRM based on pattern detection</li><li>• Reduce tribal knowledge with centralized repository of operational rules</li></ul>
	<b>Log Vault</b>
	<ul style="list-style-type: none"><li>• Get a central system for historical log data</li><li>• Easy download raw log files for offline consumption</li><li>• Access robust filtering capabilities to identify log file of interest</li></ul>
	<b>Custom Analytics</b>
	<ul style="list-style-type: none"><li>• Trace product usage and version adoption trends</li><li>• Provide targeted apps to customers for capacity planning, performance and install base summary</li><li>• Consume apps either as a standalone entity or inside a CRM like Salesforce.com</li></ul>