

Sell the LogicMonitor Envision Platform for What's Now and What's Next

LogicMonitor's AI-first hybrid observability delivers customers visibility across on-prem, cloud, and edge environments while giving you a proven path to revenue, services, and long-term accounts.

- 83% reduction in monitoring tools
- 90% fewer false alerts
- 46% reduction in mean time to resolution (MTTR)
- Great incumbency
- Close deals faster
- Net retention rate of over 110%

BEAT THE OBJECTIONS

"We're deep on X tool."

Great! LM Envision integrates with over 3,000 technologies and plays well with what you already have. We'll start small and add value fast.

"AI hasn't helped us yet."

Edwin AI is trained on ITOps + observability data, correlates across metrics/logs/events, and shows measurable results (e.g., noise down, MTTR down).

"We can't afford a long rollout."

Minutes to insights, prebuilt dashboards, and intelligent alerting mean a quick path to value.

Pitch Smarter with Edwin AI	Edwin AI helps teams see what's coming next. It analyzes signals across your entire environment, predicts issues before they escalate, and guides faster fixes, so your customers spend less time firefighting and more time innovating.
Win Bigger vs. Alternatives	Going against other observability solutions? Lead with complete full-stack visibility, faster deployment, simpler pricing, and predictive AI—differentiators that set LogicMonitor apart from the competition.
Sell What Buyers Want	Most tools are built for a slice of the stack. LM Envision unifies on-prem, hybrid, multi-cloud, containers, SaaS apps, and edge, so teams see issues faster and act before they spread.
...or Plug In and Grow	Not every buyer wants to start from scratch. With 3,000+ integrations and open APIs, LM Envision connects easily with what customers already use (or does it all from one platform), making it simple to land the first deal and expand over time.
Close Deals Faster	Legacy deployments drag on for weeks or months. With LM Envision, customers see insights in minutes thanks to auto-discovery, pre-built dashboards, and intelligent alerting. Less lift means fewer objections and shorter sales cycles.
Scale Globally	LM Envision scales across sites, workloads, and regions without requiring additional headcount or tool sprawl. That's how partners grow from a single win to multi-year, multi-tower expansions. monetize (integrations, customization, and managed services).

TALK TRACKS THAT OPEN DOORS

"Let's cut your tools by half or more, quiet the noise, and shorten MTTR without a heavy lift."

"We'll start alongside what you've got — no forced rip-and-replace — and expand as value grows."

"Edwin AI doesn't just analyze alerts; it predicts issues and guides the fix to prevent outages."



Let's win together.

Contact your LogicMonitor Partner Account Manager to get started.