

# Atlantic Digital explains how SolarWinds helps U.S. Federal Government agencies with cost-effective customer-focused IT management

Atlantic Digital, a Service-Disabled Veteran-Owned Small Business (SDVOSB), is a valued SolarWinds partner that provides enterprise-class IT management solutions to U.S. Federal Government Agencies. From consulting to outsourcing, Atlantic Digital offers solutions that include virtualization, cloud computing, unified communications, core network, security, and enterprise application solutions.

Since partnering with SolarWinds in mid-2010, Atlantic Digital has implemented the full suite of Solarwinds products in enterprise environments, meeting and exceeding the Network Management System (NMS) challenges of several major Federal agencies and Department of Defense Commands.

One of Atlantic Digital customers monitors more than 11,000 network devices and servers worldwide with the SolarWinds suite of IT management solutions. Straightforward, custom configured, intuitive, and meaningful dashboards led to an immediate and significant ROI.

## Federal Government IT Management Needs

The United States Federal Government has always been facing the need for the right and appropriate IT management solutions that will enable defense, civilian and intelligence agencies to deliver on their mission in the most cost effective, efficient and secure way. From cost-effectiveness to compliance with key data center consolidation initiatives, there are many key criteria that Federal agencies must consider as they evaluate and choose their NMS solution. While there are numerous open source tools and expensive "Big 4" products that the agencies have used in the past; the need for a simple, cost effective, integrated, yet powerful and secure solution is still the goal.

"Senior IT division managers at government agencies want a clear, straightforward, and understandable picture of their IT architecture," said Chet Camlin, Atlantic Digital managing consultant. "The decision makers do not require the engineer's view of the network. They want to know only what they must know to gauge the health and performance of their IT infrastructure. Solarwinds NMS provides a custom operational view that provides this level of insight in an understandable format. The phrase 'you don't know what you don't know' applies to this situation."

With the ever-growing size and complexity of networks and virtualized environments, there is a constant and critical need to implement the right IT management solution. Federal agencies need a proactive, scalable solution that is flexible to poll across a mix of vendor devices, cost-effective, and, at the same time, solves the problem at hand simply and effectively.

"An Atlantic Digital customer monitors more than 11,000 network devices and servers worldwide with SolarWinds suite of IT management solutions. The simple, intuitive, and meaningful dashboard has led to significant ROI."

## Why SolarWinds?

"SolarWinds is changing the way organizations of all sizes monitor and manage their mission-critical IT environments," said Camlin. "The ease of deployment of SolarWinds products has saved time, effort and substantial overhead costs in contrast to the complex and expensive big four solutions. SolarWinds support of heterogeneous environments, including Cisco products and VMware, is another reason for their popularity among agency IT professionals."

"Delivering great value to Federal IT agencies with the customer-focused solutions, SolarWinds has proven to work well in enterprise level, complex and sensitive Department of Defense (DoD) environments," Camlin said.

### According to Camlin:

- In the stringent configuration management regulations of the federal agencies, the capabilities of SolarWinds Network Configuration Manager (NCM) have proven very beneficial in detecting and monitoring the IT infrastructure configuration changes and with regulatory compliance reporting including DISA Security Technical Implementation Guides (STIG).
- Network Performance Monitor (NPM), Server & Application Monitor (SAM), NetFlow Traffic Analyzer (NTA) and IP Address Manager (IPAM) are other popular SolarWinds solutions among federal IT professionals.
- SolarWinds Virtualization Manager and Storage Manager are gaining recognition and application in Federal Agencies and DoD Commands.

## Conclusion

"Taking away SolarWinds NMS from our Federal customers would be like turning off their headlights while traveling 100 mph down an Interstate highway," said Camlin.

Atlantic Digital has provided the right SolarWinds solutions to Federal customers who, in Camlin's view, have transformed from just wondering what happened with their IT environment, to now being able to see, in real-time, how well their IT environment is supporting their business and service delivery.

"This is the transition from being reactive to proactive," said Camlin.

# IT Management Inspired by You.

SolarWinds (NYSE: SWI) provides powerful and affordable IT management software to customers worldwide from Fortune 500 enterprises to small businesses. In all of our market areas, our approach is consistent. We focus exclusively on IT Pros and strive to eliminate the complexity that they have been forced to accept from traditional enterprise software vendors. SolarWinds delivers on this commitment with *unexpected simplicity* through products that are easy to find, buy, use and maintain while providing the power to address any IT management problem on any scale. Our solutions are rooted in our deep connection to our user base, which interacts in our online community, thwack, to solve problems, share technology and best practices, and directly participate in our product development process. Learn more today at <http://www.solarwinds.com>.

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