

4 Checklist Essentials for CTOs Evaluating Cloud Native Observability

A guide to cost optimization and resource efficiency



Getting started on a successful cloud native journey means finding a best-fit observability solution that will maintain highly available, scalable, and reliable services while keeping costs under control. Enterprises need to get the most out of investments in modern cloud native infrastructure and applications. And a crucial success factor in optimizing those investments is cloud native observability. Simply put, cloud native initiatives fail without the right observability. When you set out to evaluate cloud native observability solutions, use this buyer's guide to help make informed decisions that impact both the top and bottom lines:

- 1 Control cost and data growth
- 2 Reliability and availability
- 3 Developer efficiency
- 4 Customer satisfaction

The 4 considerations

There are four key considerations that can be helpful when comparing SaaS-based cloud native observability solutions to navigate the complex and interconnected nature of today's cloud native architectures.



Control costs and tame data growth

Cloud native introduces increased complexity that limits visibility while exponentially adding data that can slow down teams solving customer problems. Cloud native environments at scale emit massive amounts of observability data—10x and 100x more than traditional VM-based environments. And as developers add more labels to metrics, the number of elements in a set spike. Costs associated with traditional application performance monitoring (APM) and infrastructure monitoring tools can quickly grow uncontrollable and negatively impact system uptime.

Prioritize these capabilities when comparing cloud native solutions:

Control plane	Ability to shape, transform, and manage your metrics data based on need, context, and utility
Visibility and quotas	Capacity to configure and enforce quotas for distinct groups with real-time visibility and notifications, and the ability to charge back observability spend by team, service or particular group
Downsampling and aggregation	Power to read historical metric data and reduce unnecessary cardinality while only storing critical data with better performance and at lower storage costs
Retention and resolution	Ability to flexibly tailor and assign different retention times and resolution policies for different subsets of monitoring data, depending on use case

Chronosphere delivers a pricing model based on the data organizations deem valuable and choose to persist/store (rather than paying for ingestion rates, users, or hosts) so you're only paying for what you need.



Gain consistent availability and reliability

Traditional APM systems can lose data and cause downtime under the strain of increased data volumes and cardinality. That puts businesses in the untenable position of “flying blind” without observability to inform real-time issue response.

Prioritize these capabilities when comparing cloud native solutions:

Service-level indicators, objectives, and agreements	Ability to commit to system uptime metrics
Dedicated endpoint with no noisy neighbors	Ability to operate a dedicated tenant, or endpoint, for each customer and to prevent interruptions due to sudden changes in workloads from “noisy neighbors”
Cloud provider choice/circular dependency protection	Ability to host a SaaS solution in a different region than a production environment, and with a different IaaS cloud provider, to avoid a worst-case scenario of both solutions having an outage concurrently

Chronosphere has given organizations 99.99% uptime over the past 12 months against a contractual obligation of at least 99.9% uptime. Moreover, by improving reliability, cloud native Chronosphere has been shown by Forrester Research to reduce severe incidents by 75% annually.



Increase engineer efficiency

The journey to cloud native includes engineers developing, deploying, and supporting applications and infrastructure in small, interdependent teams with focused responsibilities on specific services or features. An observability solution that doesn't support this new working model and companion organizational model DevOps leads to stressful on-call engineering shifts because technical people can't find the right data, run queries quickly, and remediate issues fast.

Prioritize these capabilities when comparing cloud native solutions:

Contextual views	Ability to easily navigate through observability data, gaining context with the ability to zero in on the data most relevant to the services engineering teams oversee. Jump easily between data types and understand service dependencies.
Query acceleration and scheduling	Leads to quicker problem-solving as well as time savings, improving engineering efficiency.
Deep integration of telemetry types	Ability to ensure interoperability with existing metrics, tracing, and logs solutions to improve MTTR

Chronosphere has proven results, including lowering customer observability data volumes by 60%, on average, while improving key metrics such as time to detection and time to remediation. Chronosphere workflows are aligned with how distributed, interdependent engineering teams now operate.



Deliver world-class customer success services

Cloud native observability vendor services, support, and pricing can be agility game changers, particularly for organizations with strict SLAs or a preference for dedicated success team partners.

Prioritize these capabilities when comparing cloud native solutions:

Enterprise-grade service & support	Power to provide success services as part of the solution — not as extra fees
Training and enablement	Ability to onboard users quickly plus take advantage of continuous learning paths offered by vendor experts that teach core product features and build engineering OSS knowledge and skills

A trusted, strategic partner, Chronosphere brings expertise to cloud native environments with the agility and skills needed to help teams navigate the unexpected on their cloud native journeys.

Learn more by downloading the complete
Comparing Cloud Native Observability Buyers Guide