

# Savings from Riverbed SaaS Bundle

## Bundled pricing versus point products

Building equivalent observability using point tools can easily cost 2x more than Riverbed's integrated bundle – and that's before you account for the hidden costs of stitching it all together.

Buying the Riverbed bundle is typically 66% less expensive compared to assembling capabilities from standalone vendors—even before factoring in integration and management savings. This saving has been estimated by comparing the Riverbed SaaS Bundle price against publicly reported vendor prices for DEX tools like Nexthink, and NPM tools like Datadog. The exact savings will vary by product, scale and negotiated discount levels.

### Why a Bundle is Cheaper

- **Volume bundling discount:** Riverbed offers DEX, NPM, IQ Ops, and Wi-Fi observability as a single bundle, leveraging cross product discounting that avoids paying list price on each component.
- **Simplified licensing & scaling:** One agreement, one renewal, often lower admin overhead and reduced service credit overhead.
- **Cross product synergy:** Customers pay once for overlapping data collection, dashboards, alerting, and admin console, rather than separately for each tool.

### Estimated Savings

Based on publicly reported list pricing for competing tools and a notional bundle list price, we estimate that the **Riverbed bundle is roughly 66% cheaper** than the sum of comparable standalone products—plus of course better integration.

### Logic & Methodology

1. Identified observability categories:
  - **Digital Experience Monitoring (DEX)** – comparable to Nexthink DEX
  - **Network Performance Monitoring (NPM)** – comparable to tools like Datadog, Dynatrace, LogicMonitor
  - The **Riverbed IQ** and **Intel Module** components have been excluded from the standalone pricing comparison, as these capabilities are unique to Riverbed's platform and do not have direct equivalents in most standalone vendor offerings. Their inclusion in the bundle represents additional strategic value.
2. Estimated list prices:
  - Nexthink ~**\$1.42/user/month**
  - SolarWinds Observability Self-Hosted starts at **\$6.00 per node/ per month**
  - Datadog network monitoring **\$5.00 per node/ per month**
  - Riverbed SaaS Bundle price **\$2.14 per device/ per month**
3. Price per year for indicative 10,000 employee company
  - DEX ~\$1.42 x 12 x 10,000 = **\$170,400**
  - NPM ~\$5 x 12 x 10,000 = **\$600,000**
  - Riverbed SaaS Bundle: \$2.14 x 12 x 10,000 = **\$256,800**
4. Calculate difference: Sum of standalone (DEX + NPM) ≈ \$770k → bundle \$257k → ~66% discount.

### Table: Price Comparison

Observability Area	Riverbed Bundle	Vendor A (E.G. Nexthink DEX)	Vendor B (E.G. Datadog NPM)	Total Complements (A+B)
DEX	Aternity (included in SaaS Bundle)	\$170,400	–	\$170,000
NPM	NPM+ (included in SaaS Bundle)	–	\$600,000	\$600,000
AI Ops	IQ (included in SaaS Bundle)	–	–	–
Thunderbolt and Wi-Fi connectivity	Intel module (included in SaaS Bundle)	–	–	–
<b>Total annual list price</b>	<b>\$256,800</b>	<b>\$170,400</b>	<b>\$600,000</b>	<b>\$770,400</b>

## References

1. <https://www.techradar.com/best/best-network-monitoring-tools>
2. <https://thectoclub.com/it-infrastructure/network-monitoring-service-pricing/>
3. <https://aimultiple.com/network-monitoring-service-pricing>
4. <https://assets.applytosupply.digitalmarketplace.service.gov.uk/g-cloud-14/documents/92354/231972217717665-pricing-document-2024-05-06-0945.pdf>



## About Riverbed

Riverbed, the leader in AIOps for observability, helps organizations optimize their user's experiences by leveraging AI automation for the prevention, identification, and resolution of IT issues. With over 20 years of experience in data collection and AI and machine learning, Riverbed's open and AI-powered observability platform and solutions optimize digital experiences and greatly improves IT efficiency. Riverbed also offers industry-leading Acceleration solutions that provide fast, agile, secure acceleration of any app, over any network, to users anywhere. Together with our thousands of market-leading customers globally – including 95% of the FORTUNE 100 – we are empowering next-generation digital experiences.

Learn more at [riverbed.com](https://riverbed.com).