



# Cloud Software Firm Gains Cost Predictability and Strong ROI with Graylog Security

## COMPANY SNAPSHOT

### **Industry:**

Software

### **Headquarters:**

India

### **Company Size:**

50M to 250M USD Annual Revenue

### **Focus Areas:**

Security Operations, Cloud Visibility, Risk Management, Agility Initiatives

### **Deployment Model:**

Graylog Security (Cloud)

## THE CHALLENGE

A fast-growing cloud software company needed a SIEM that aligned with budget reality and analyst bandwidth. Log growth created ongoing cost volatility, and investigations required more steps than the team could absorb. The organization needed stable retention economics, consistent visibility into cloud workloads, and workflows that supported a lean staffing model.

Their goals focused on:

- Predictable SIEM costs as data volume expanded
- Higher analyst output with fewer manual steps
- Reliable cloud visibility
- Rapid onboarding of new log sources with accurate normalization

They evaluated vendors such as Palo Alto Networks, Splunk, Microsoft, Elastic, IBM, SentinelOne, Google, and AT&T Cybersecurity. The decision required a platform with strong functionality, a clear roadmap, and a stable long-term value profile.



**“The simplicity of implementing critical tasks with almost no friction set the standard. The experience stayed consistently smooth and reliable, and I recommend Graylog whenever the topic of SIEM comes up.”**

**IT Security and Risk Management Associate,  
Software Sector, India**

# Why They Chose Graylog



## STRUCTURED AND LOW FRICTION DEPLOYMENT

Teams activated key use cases with limited onboarding effort. Guided setup, content packs, and prebuilt dashboards created a stable starting point that supported immediate value.



## PREDICTABLE COSTS THROUGH INTELLIGENT DATA CONTROL

Integrated data tiering, routing, and the S3 Data Lake provided clarity for long term retention planning. The organization paid only for active data. This eliminated budget spikes tied to fluctuations in ingestion and created a reliable model that they could forecast with confidence.



## ANALYST WORKFLOWS BUILT FOR ACCURACY AND SPEED

Guided search, right click actions, case summaries, and consistent context helped analysts move through investigations with less friction. Junior staff benefited from structure, while senior staff gained faster access to evidence.



## ROADMAP ALIGNMENT AND TRUSTED SUPPORT

The team highlighted confidence in Graylog's support, responsiveness, and product direction. The reviewer expressed certainty that any issue would be handled promptly, which reinforced long term trust.



# Real World Results

## COST STABILITY AND CLEAR ROI



### Strong Cost Predictability

- Retention policies aligned with lower cost tiers
- Budget cycles became more straightforward
- No surprise charges from data surges



### Improved Analyst Output

- New cloud sources became searchable within hours
- Fewer manual tasks across investigations
- Normalized data supported faster conclusions



### Higher Return on Investment

- Rapid activation of use cases
- Lower effort across daily workflows
- Product simplicity supported consistent value for the security team

## FAST ROLLOUT WITH MINIMAL OVERHEAD

- Deployment completed with limited disruption
- No frequent adjustments to log pipelines
- Support resolved UI issues quickly when surfaced

### BUILT FOR CLOUD FIRST TEAMS THAT PRIORITIZE CLARITY AND CONTROL

Graylog gave the organization a predictable, repeatable, and stable security foundation. The platform aligned cost behavior, workflow efficiency, and data visibility with the needs of a growing cloud business. The consistency of the experience and the measurable financial impact reinforced the partnership.



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