



The **Cloud Native** Observability Platform



IN A NUTSHELL

THE MARKET

Cloud Native is at an inflection point

THE PROBLEM

Complexity is growing

Existing monitoring solutions are not suitable

THE SOLUTION



1-click observability for Cloud Native applications

NICE TO MEET YOU

EREZ BERKNER
CEO & Co-founder



BSc cum laude in
Computer Sciences
(during high school)

Developer at an IDF
elite tech unit

1998

Linux Kernel
Developer



Check Point
SOFTWARE TECHNOLOGIES LTD

2005

Director of cloud
security products
Check Point

2015

Linux Kernel
Developer

Founded Check Point
NextGen research group

2018

founded Lumigo
(Tel Aviv)



AVIAD MOR
CTO & Co-founder

Squad leader at IDF
intelligence unit

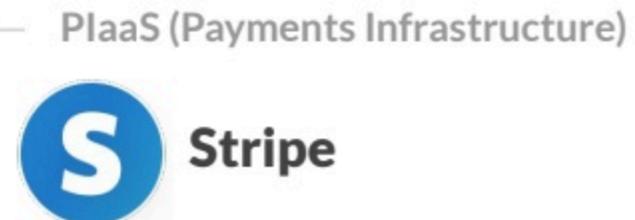
BSc cum laude in
Computer Sciences

Cloud Native Evolution

from FaaS to XaaS



2015



2021

THE YEAR OF CLOUD NATIVE

65% of Cloud Native developers claim **monitoring and debugging** are their biggest challenges

10% For Monitoring

Valuates Reports®

 lumigo
~80% Quarterly ARR growth

 New Relic.
"206% increase in number of Serverless invocations in the last 12 months"

 DATADOG
"At the dawn of 2020, 50% of AWS users have adopted Serverless"

 lumigo
Lumigo founded

 AWS
AWS coins the term Serverless

\$21.9B

2015

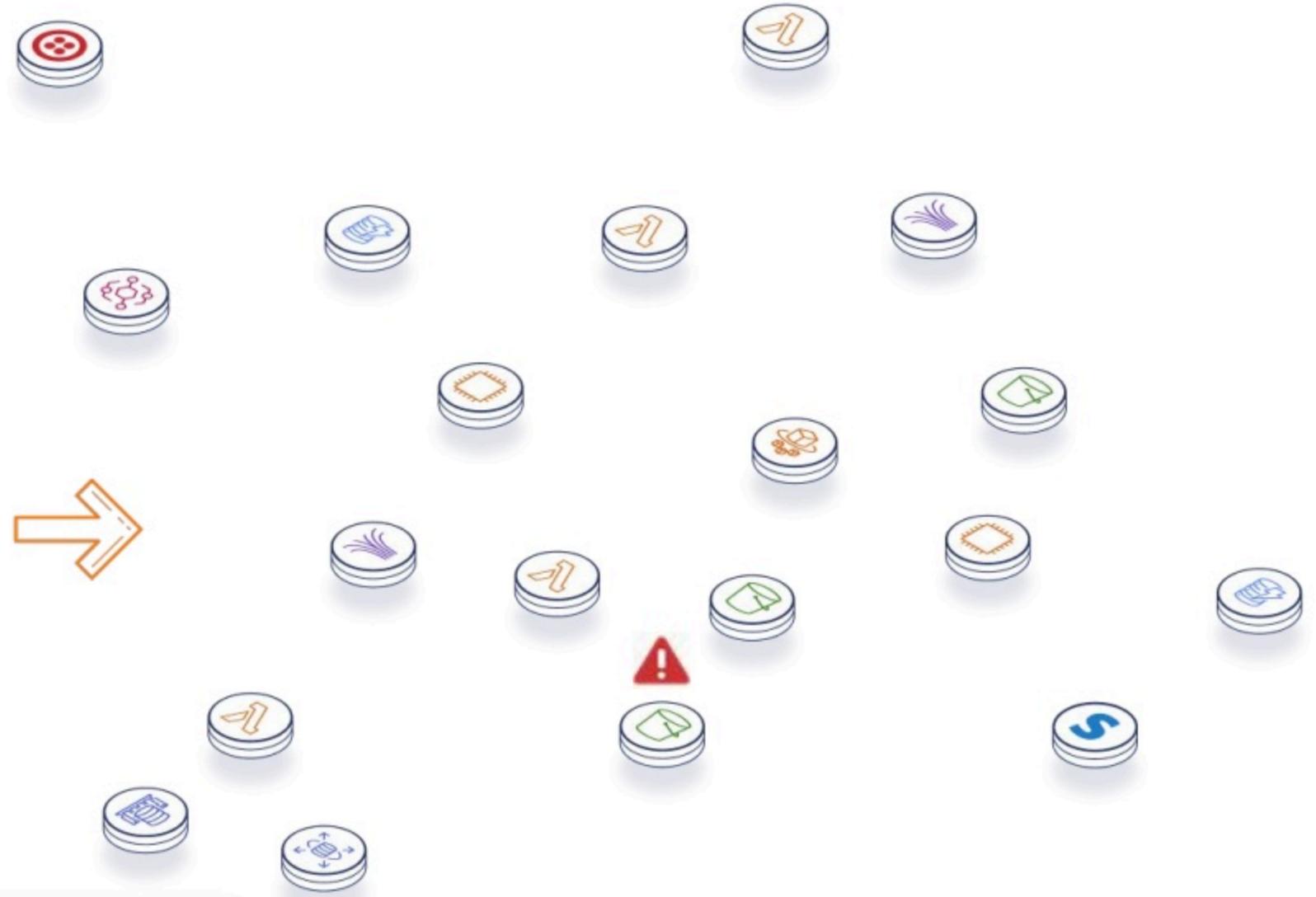
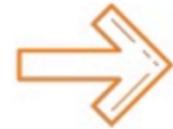
2018

2020

2021

2025

Cloud Native applications are highly distributed with hundreds of ever-changing components



Hard to zoom-out and understand overall application health without understanding the context and connections between them



lumigo

Built for Cloud Native applications

Monitoring

Get visibility and alerts on issues

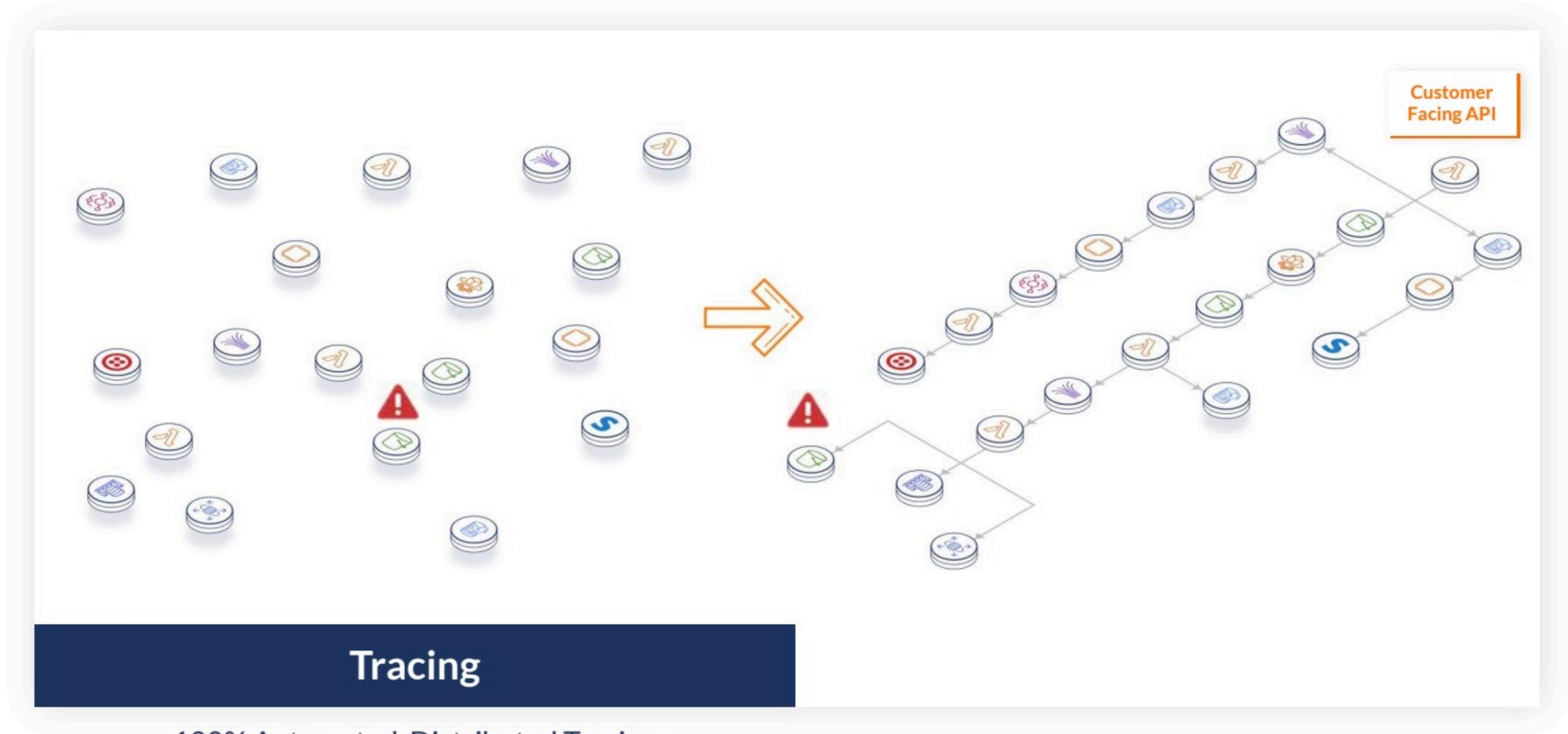
Reduce incident response time by 95%

Debugging

Solve issues in minutes

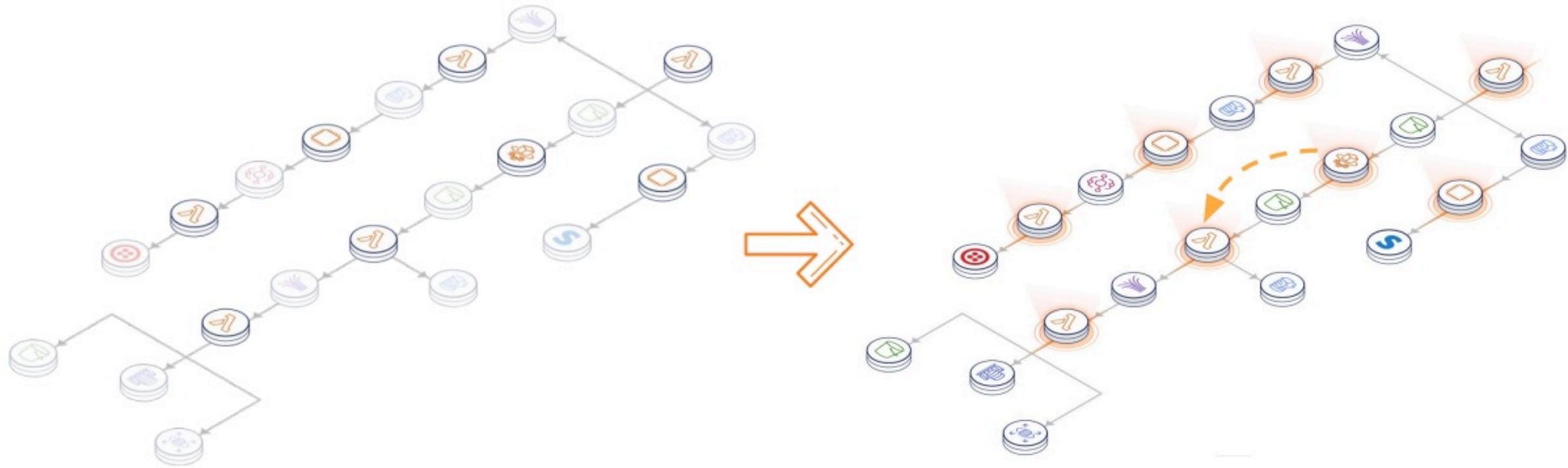
Reduce repair time by 90%

Lumigo's Solution



100% Automated Distributed Tracing

Lumigo's Solution

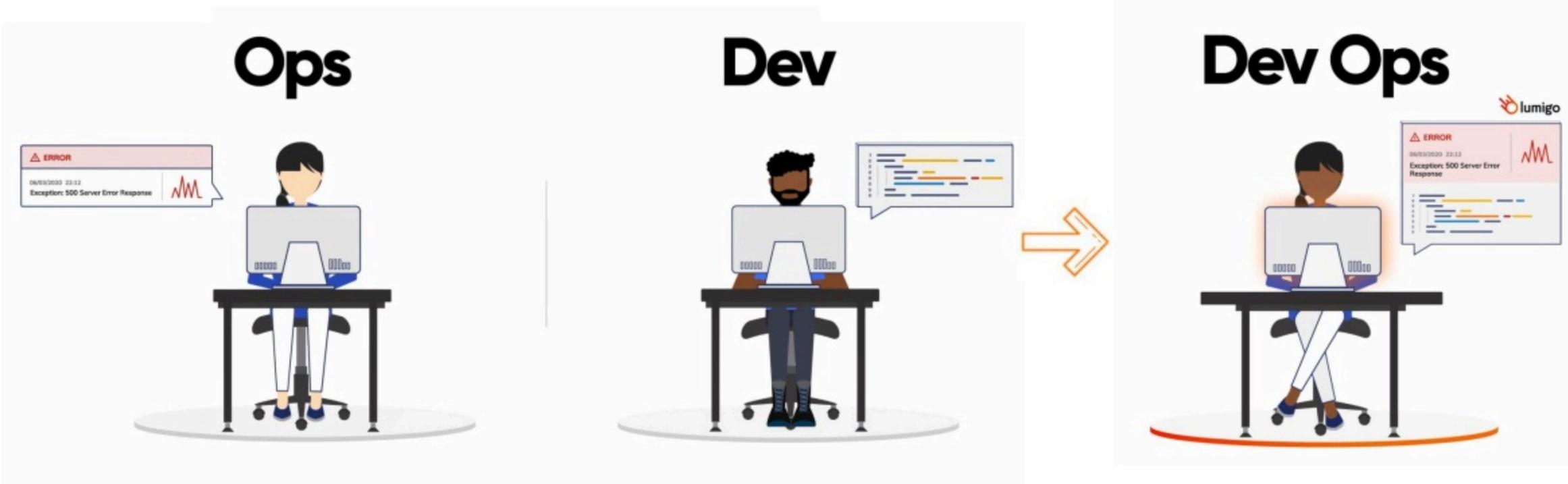


Tracing

Across Managed Services

Agentless observability

Monitoring and Debugging in the Same Tool



Built for modern developers, by developers



Customer Case Study



Data Lake & ML for IoT medical devices



Cloud Native Application



Competitor

CASE STUDY



PoC: 4 weeks
Sales cycle: 2 months



~10x ARR growth in
12 months



High growth potential



CASE STUDY

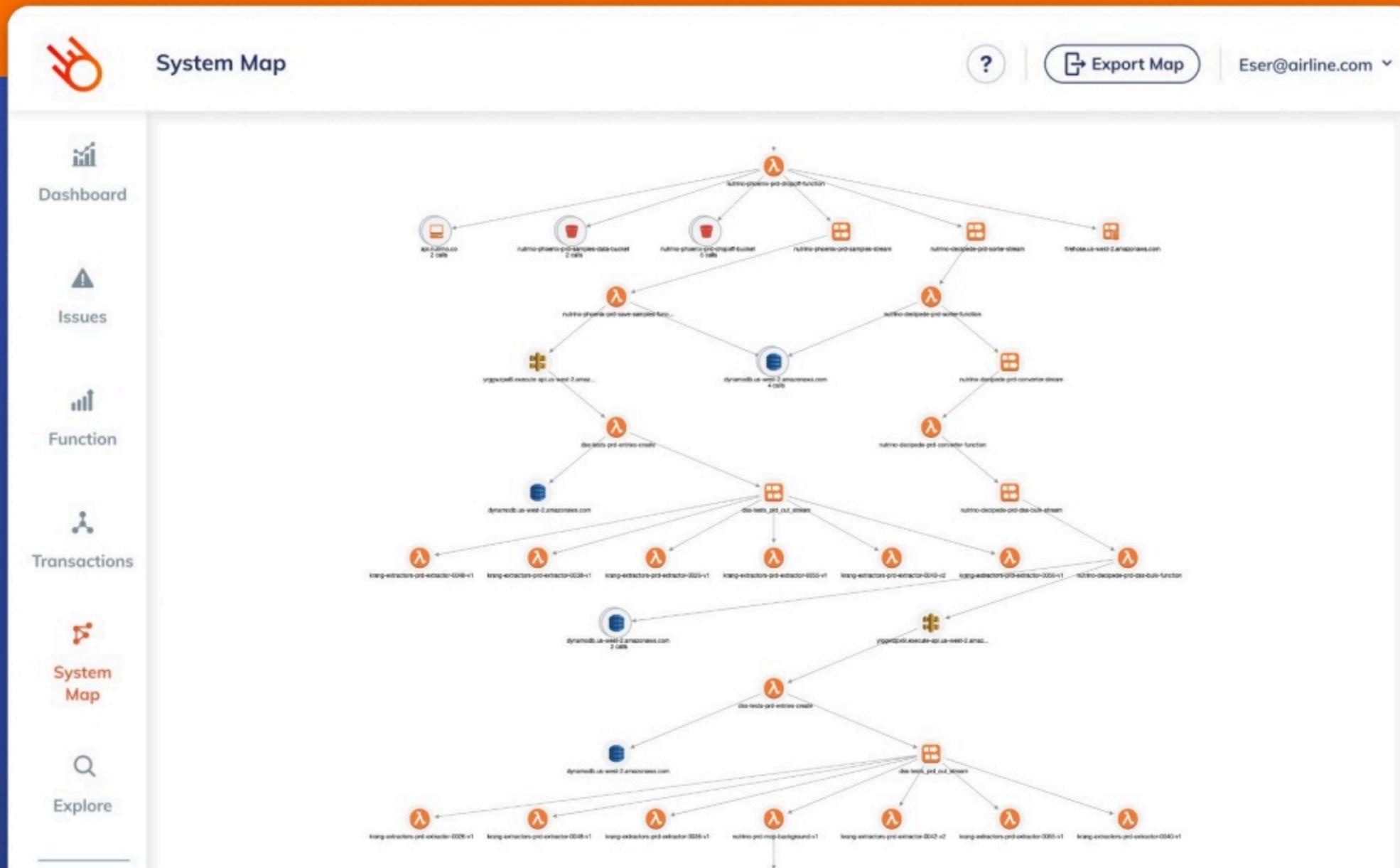
BEFORE

The screenshot displays the AWS CloudWatch console interface. The breadcrumb navigation shows 'CloudWatch > Log Groups > apache-access > [Log Group Name]'. The top right corner includes 'Expand all', 'Row', 'Text', and other controls. A filter bar is set to 'all' for the date '2019-04-30 (12:31:05)'. The main area contains a table of log events with columns for 'Time (UTC +00:00)' and 'Message'. The messages are Apache access logs, showing various HTTP GET requests to different endpoints like /mysql/admin/index.php, /phpmyadmin/index.php, and /shopdb/index.php, all with a 404 status code. The footer of the console shows 'sh (US)', '© 2008 - 2019, Amazon Web Services, Inc. or its affiliates. All rights reserved.', 'Privacy Policy', and 'Terms of Use'.

Time (UTC +00:00)	Message
2019-04-30	
11:55:52	182.73.116.202 - - [30/Apr/2019:11:55:47 +0000] "GET / HTTP/1.1" 200 11173 "-" Mozilla/5.0 (Windows NT 6.1; WOW64) AppleWebKit/537.36 (KHTML...
16:17:47	45.168.138.131 - - [30/Apr/2019:16:17:42 +0000] "GET / HTTP/1.1" 200 11173 "-" Mozilla/5.0 (Windows NT 10.0; WOW64) AppleWebKit/537.36 (KHTML...
17:02:10	61.219.11.153 - - [30/Apr/2019:17:02:05 +0000] "-" 408 0 "-" "
17:08:12	185.209.0.12 - - [30/Apr/2019:17:08:07 +0000] "\u03" 400 0 "-" "
18:05:53	180.251.54.70 - - [30/Apr/2019:18:05:48 +0000] "GET / HTTP/1.1" 200 11229 "-" Mozilla/5.0 (Macintosh; Intel Mac OS X 10_11_6) AppleWebKit/601.7.7...
19:43:12	109.94.121.118 - - [30/Apr/2019:19:43:07 +0000] "GET / HTTP/1.1" 200 11173 "-" Mozilla/5.0 (Windows NT 6.1; WOW64) AppleWebKit/537.36 (KHTML...
19:45:45	183.178.64.143 - - [30/Apr/2019:19:45:44 +0000] "GET /mysql/admin/index.php?lang=en HTTP/1.1" 404 458 "-" Mozilla/5.0 (Windows NT 10.0; Win64; x64) AppleWebKit/537.36 (KHTML...
19:45:45	183.178.64.143 - - [30/Apr/2019:19:45:44 +0000] "GET /mysql/dbadmin/index.php?lang=en HTTP/1.1" 404 460 "-" Mozilla/5.0 (Windows NT 10.0; Win64; x64) AppleWebKit/537.36 (KHTML...
19:45:46	183.178.64.143 - - [30/Apr/2019:19:45:45 +0000] "GET /mysql/sqlmanager/index.php?lang=en HTTP/1.1" 404 463 "-" Mozilla/5.0 (Windows NT 10.0; Win64; x64) AppleWebKit/537.36 (KHTML...
19:45:47	183.178.64.143 - - [30/Apr/2019:19:45:46 +0000] "GET /mysql/mysqlmanager/index.php?lang=en HTTP/1.1" 404 465 "-" Mozilla/5.0 (Windows NT 10.0; Win64; x64) AppleWebKit/537.36 (KHTML...
19:45:47	183.178.64.143 - - [30/Apr/2019:19:45:46 +0000] "GET /phpmyadmin/index.php?lang=en HTTP/1.1" 404 457 "-" Mozilla/5.0 (Windows NT 10.0; Win64; x64) AppleWebKit/537.36 (KHTML...
19:45:48	183.178.64.143 - - [30/Apr/2019:19:45:47 +0000] "GET /phpMyAdmin/index.php?lang=en HTTP/1.1" 404 457 "-" Mozilla/5.0 (Windows NT 10.0; Win64; x64) AppleWebKit/537.36 (KHTML...
19:45:48	183.178.64.143 - - [30/Apr/2019:19:45:48 +0000] "GET /phpMyAdmin/index.php?lang=en HTTP/1.1" 404 457 "-" Mozilla/5.0 (Windows NT 10.0; Win64; x64) AppleWebKit/537.36 (KHTML...
19:45:49	183.178.64.143 - - [30/Apr/2019:19:45:48 +0000] "GET /phpmyAdmin/index.php?lang=en HTTP/1.1" 404 457 "-" Mozilla/5.0 (Windows NT 10.0; Win64; x64) AppleWebKit/537.36 (KHTML...
19:45:50	183.178.64.143 - - [30/Apr/2019:19:45:49 +0000] "GET /phpmyadmin2/index.php?lang=en HTTP/1.1" 404 458 "-" Mozilla/5.0 (Windows NT 10.0; Win64; x64) AppleWebKit/537.36 (KHTML...
19:45:51	183.178.64.143 - - [30/Apr/2019:19:45:50 +0000] "GET /phpmyadmin3/index.php?lang=en HTTP/1.1" 404 458 "-" Mozilla/5.0 (Windows NT 10.0; Win64; x64) AppleWebKit/537.36 (KHTML...
19:45:51	183.178.64.143 - - [30/Apr/2019:19:45:50 +0000] "GET /phpmyadmin4/index.php?lang=en HTTP/1.1" 404 458 "-" Mozilla/5.0 (Windows NT 10.0; Win64; x64) AppleWebKit/537.36 (KHTML...
19:45:52	183.178.64.143 - - [30/Apr/2019:19:45:51 +0000] "GET /2phpmyadmin/index.php?lang=en HTTP/1.1" 404 458 "-" Mozilla/5.0 (Windows NT 10.0; Win64; x64) AppleWebKit/537.36 (KHTML...
19:45:52	183.178.64.143 - - [30/Apr/2019:19:45:52 +0000] "GET /wp-content/plugins/portable-phpmyadmin/wp-pma-mod/index.php?lang=en HTTP/1.1" 404 496 "-" Mozilla/5.0 (Windows NT 10.0; Win64; x64) AppleWebKit/537.36 (KHTML...
19:45:53	183.178.64.143 - - [30/Apr/2019:19:45:52 +0000] "GET /phpmy/index.php?lang=en HTTP/1.1" 404 452 "-" Mozilla/5.0 (Windows NT 10.0; Win64; x64) AppleWebKit/537.36 (KHTML...
19:45:54	183.178.64.143 - - [30/Apr/2019:19:45:53 +0000] "GET /phppma/index.php?lang=en HTTP/1.1" 404 453 "-" Mozilla/5.0 (Windows NT 10.0; Win64; x64) AppleWebKit/537.36 (KHTML...
19:45:54	183.178.64.143 - - [30/Apr/2019:19:45:54 +0000] "GET /myadmin/index.php?lang=en HTTP/1.1" 404 454 "-" Mozilla/5.0 (Windows NT 10.0; Win64; x64) AppleWebKit/537.36 (KHTML...
19:45:55	183.178.64.143 - - [30/Apr/2019:19:45:54 +0000] "GET /shopdb/index.php?lang=en HTTP/1.1" 404 453 "-" Mozilla/5.0 (Windows NT 10.0; Win64; x64) AppleWebKit/537.36 (KHTML...
19:45:56	183.178.64.143 - - [30/Apr/2019:19:45:55 +0000] "GET /MyAdmin/index.php?lang=en HTTP/1.1" 404 454 "-" Mozilla/5.0 (Windows NT 10.0; Win64; x64) AppleWebKit/537.36 (KHTML...

CASE STUDY

AFTER



Cloud Native Observability Market

Agentless

Slide Redacted ahead of submission to TechCrunch

Server

Cloud Native

Agent