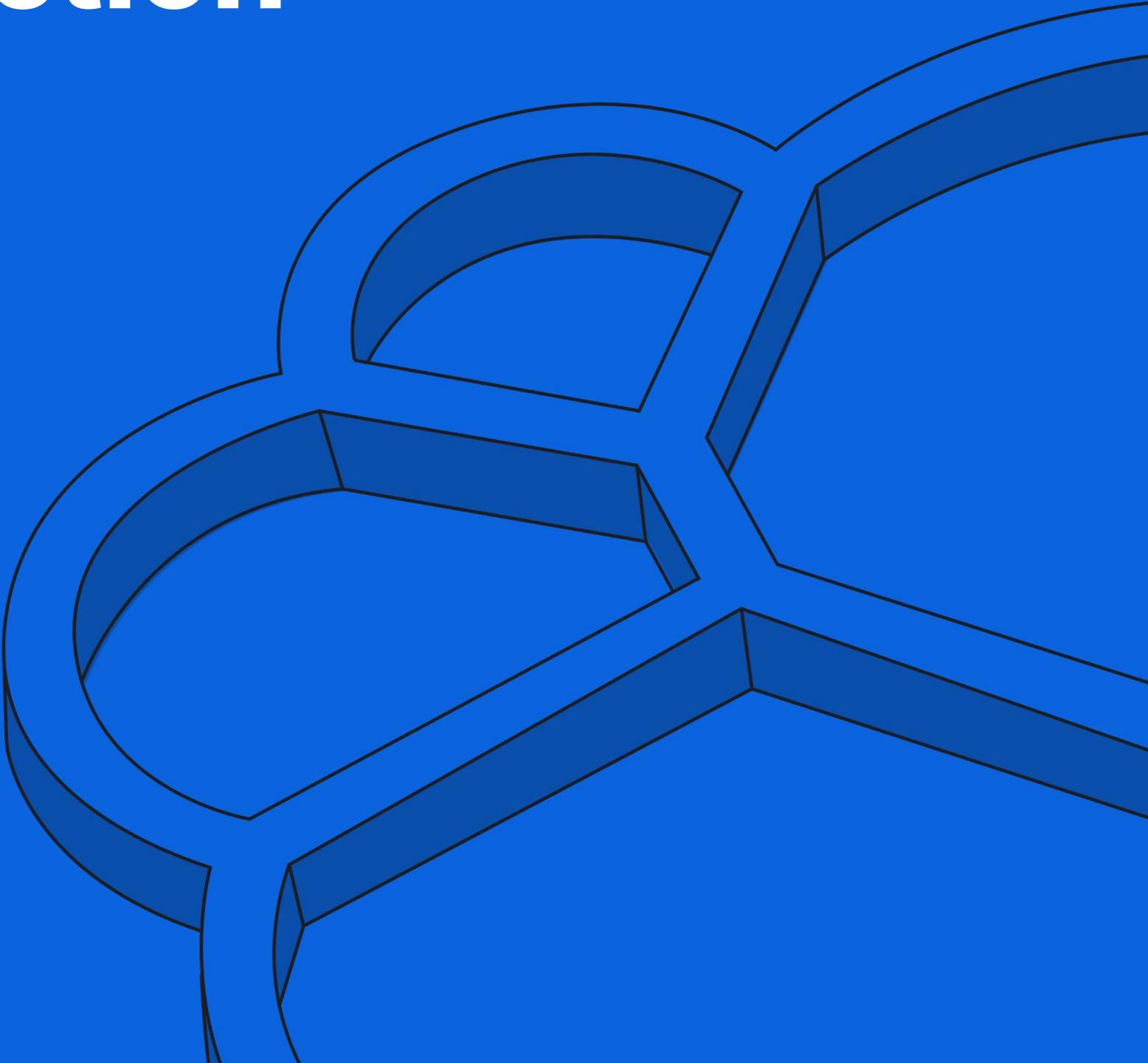


The Elastic Search AI Platform: Transforming Data into Action

Unleash the Power of Real-Time Insights, Scale,
and Innovation



Agenda

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Executive Summary

02

Challenges Overview

03

Platform Overview

04

Technical Demo

05

Q&A Discussion

Meet Your Elastic Team

Your Go-To Elastic Contacts for Questions, Strategy & Support



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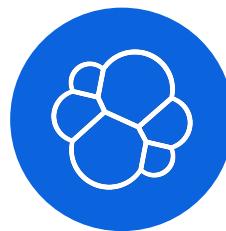


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Elastic — The Search AI Company

Elastic helps everyone transform data into **answers, actions, and outcomes** with *Search AI*.



Founded in
2012



3,000+
employees



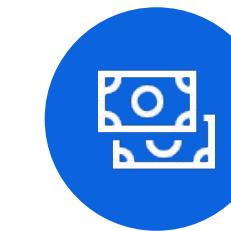
40+
Countries with employees



5B+
downloads



Used by over **54%**
of the Fortune 500



Publicly traded under
ESTC in the NYSE

We often see
Elastic Observability
used to solve
some common
patterns when
reliability is under
pressure.

Signals Are Fragmented Across Pillars

Logs, metrics, and traces live in different tools/teams, so incident response becomes stitching context together instead of resolving the issue.

Noise Overwhelms Attention

Alert volume grows, dashboards multiply, and on-call fatigue rises. Teams end up optimizing for “quiet” rather than “accurate.”

MTTR Stays High Even with “Lots of Telemetry”

Data volume increases, but teams still can’t answer: what changed, what’s impacted, and what to do next, fast enough.

Tool Sprawl Drives Cost without Clarity

Multiple vendors, duplicated ingestion, overlapping agents, and complex licensing lead to cost pressure—without a proportional reduction in downtime.

We often see **Elastic Security** used to solve some common patterns when visibility and response are the bottleneck.

Too Many Alerts, Not Enough Signal

Analysts spend time sorting noise and duplicative alerts across tools rather than investigating true threats. Alert volume grows, dashboards multiply, and analyst fatigue rises.

Visibility Gaps Across Hybrid & Segmented Environments

Critical telemetry lives in disconnected enclaves (on-prem, cloud, OT, edge, restricted networks), so coverage is uneven and blind spots persist.

Context Is Scattered Across Silos

Endpoint, network, identity, cloud, and logs aren't correlated in one place. Casework relies on manual pivots, individual expertise, and copy/paste between consoles; making response time unpredictable.

SIEM Cost or Rigidity Limits Coverage

Ingestion and retention costs force hard tradeoffs. Teams reduce data or shorten retention, which creates blind spots and weakens investigations.

We often see **Elastic Search** used to solve some common patterns when search is only a product feature or mission workflow.

Users Can't Find What They Expect

Results are irrelevant, inconsistent, or missing key content, so users lose trust and stop using search (or work around it).

Pressure to Adopt Semantic / AI Search without Readiness

Leadership wants "AI," but data quality, governance, evaluation, and hybrid retrieval strategy aren't in place so projects stall or fail to meet expectations.

Search Performance and Cost Don't Scale

As data, traffic, or query complexity grows, latency climbs, infrastructure cost rises, and performance becomes unpredictable.

Cost Unpredictability

Indexing, vector storage, and query patterns can spike cost if not designed with constraints.

Elastic provides what matters most to the business.

Risk Reduction, Resilience and Results

RISK REDUCTION



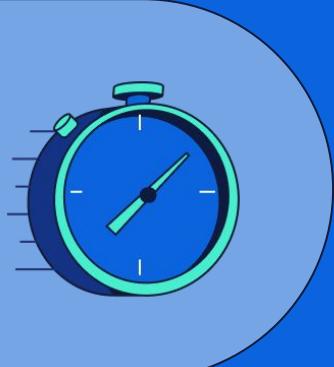
How have you reduced the likelihood or severity of potential negative activities?

RESILIENCE

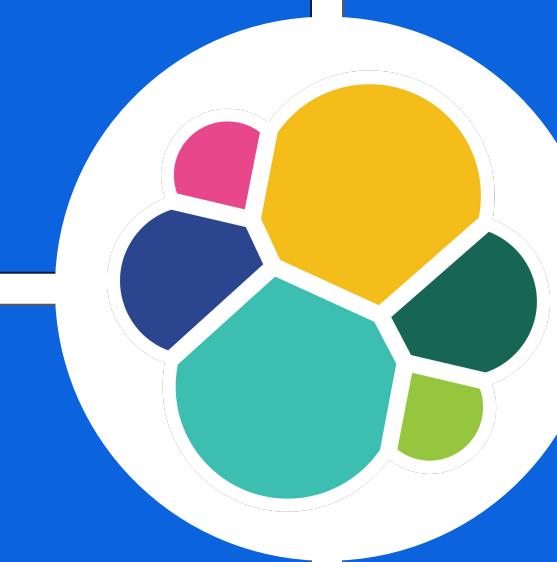


How well do you respond and recover from incidents or disruptions?

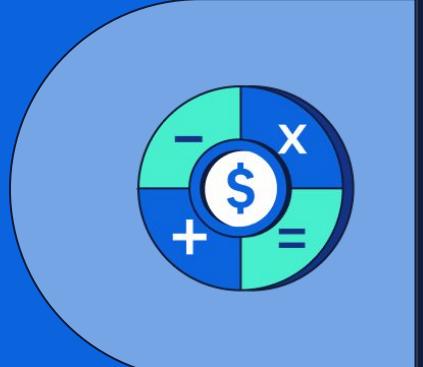
TIME EFFICIENCY



How much time has your activities saved from improving operations?



COST SAVINGS



How much has your program saved through reduced expenses or prevented losses?

Elastic provides what matters most to the business.

Risk Reduction, Resilience and Results

RISK REDUCTION



- Threats mitigated
- Reduction in total vulnerabilities
- Compliance adherence %

RESILIENCE



- Response & resolution time
- Critical incidents avoided
- Downtime prevented

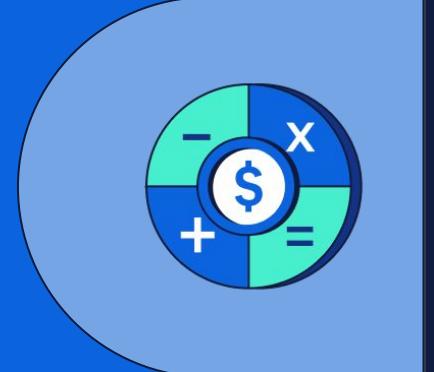
TIME EFFICIENCY



- Reduced manual labor
- SLA adherence
- Productivity enhancements from automation

Example
Value
Metrics

COST SAVINGS



- Operational Cost Reduction
- Fraud/Losses Prevented
- Fines and Legal Avoidance

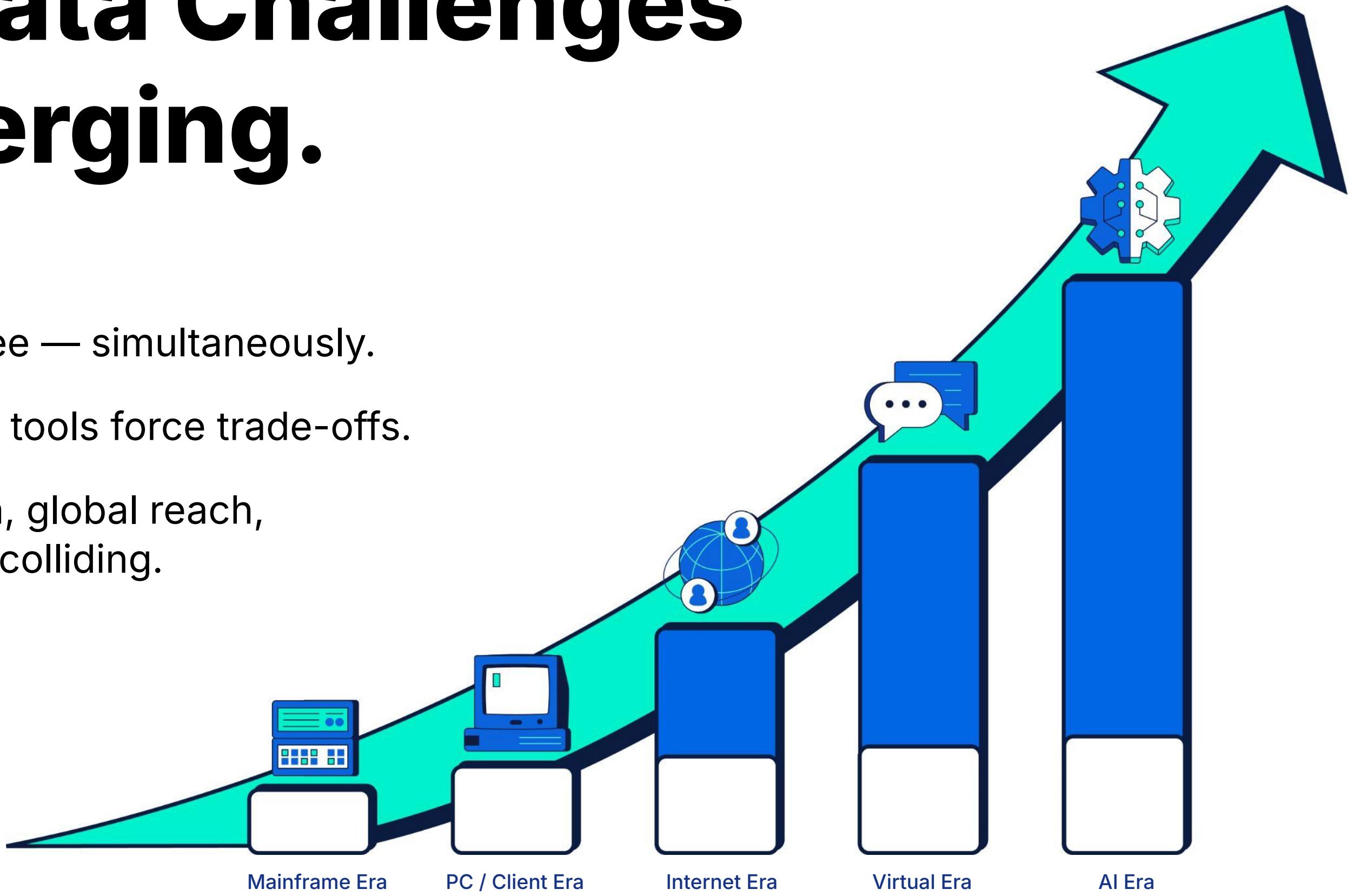
Modern Data Challenges Are Converging.

Speed. Scale. Flexibility.

Innovation demands all three — simultaneously.

Traditional data and search tools force trade-offs.

The need for real-time data, global reach, and adaptable platforms is colliding.



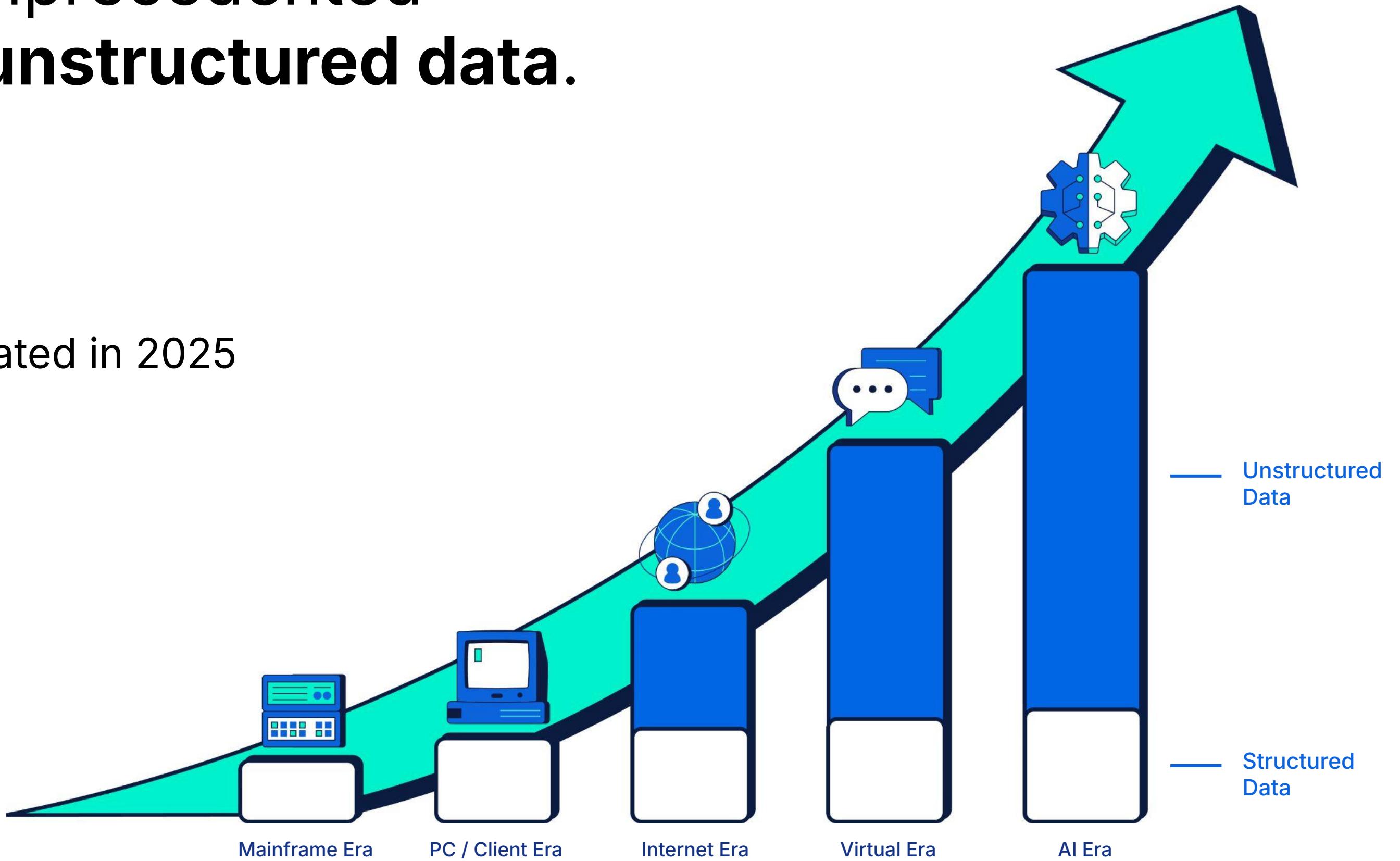
We face an unprecedented explosion of **unstructured data**.

175 ZB

Of data will be generated in 2025

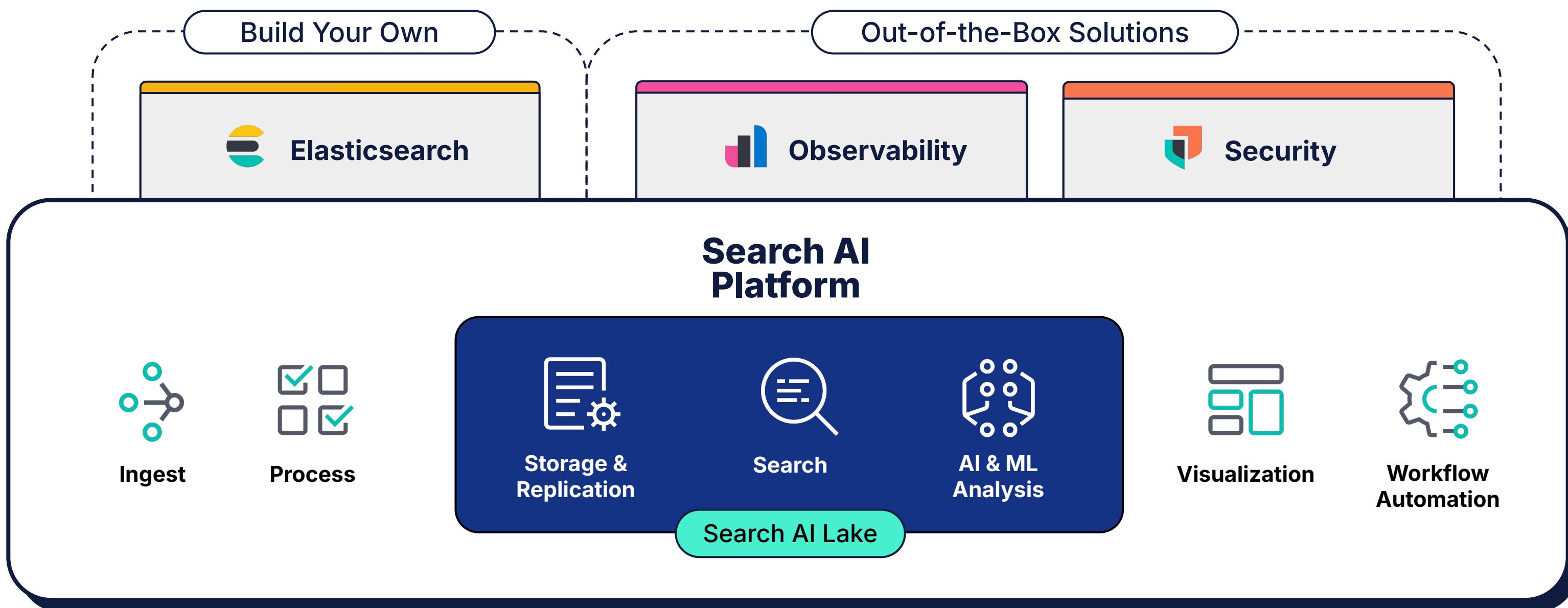
90%

Of enterprise data is unstructured

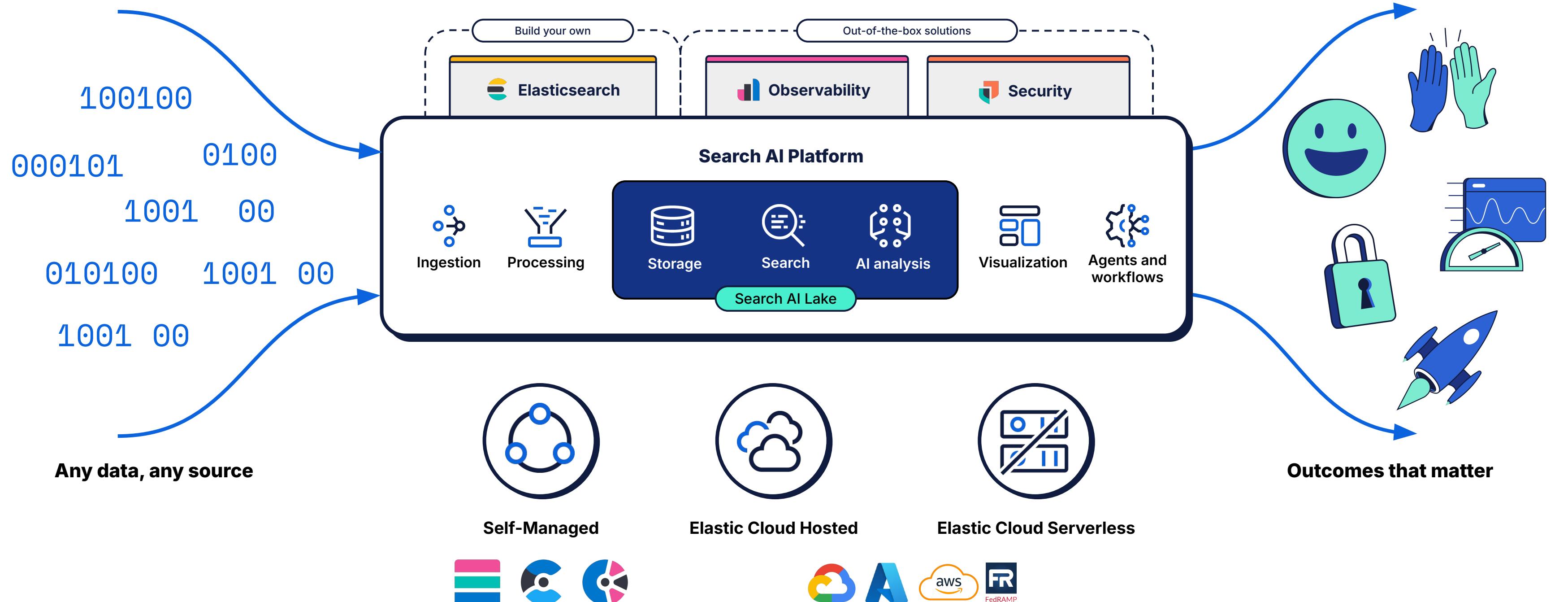


The Elastic Search AI Platform

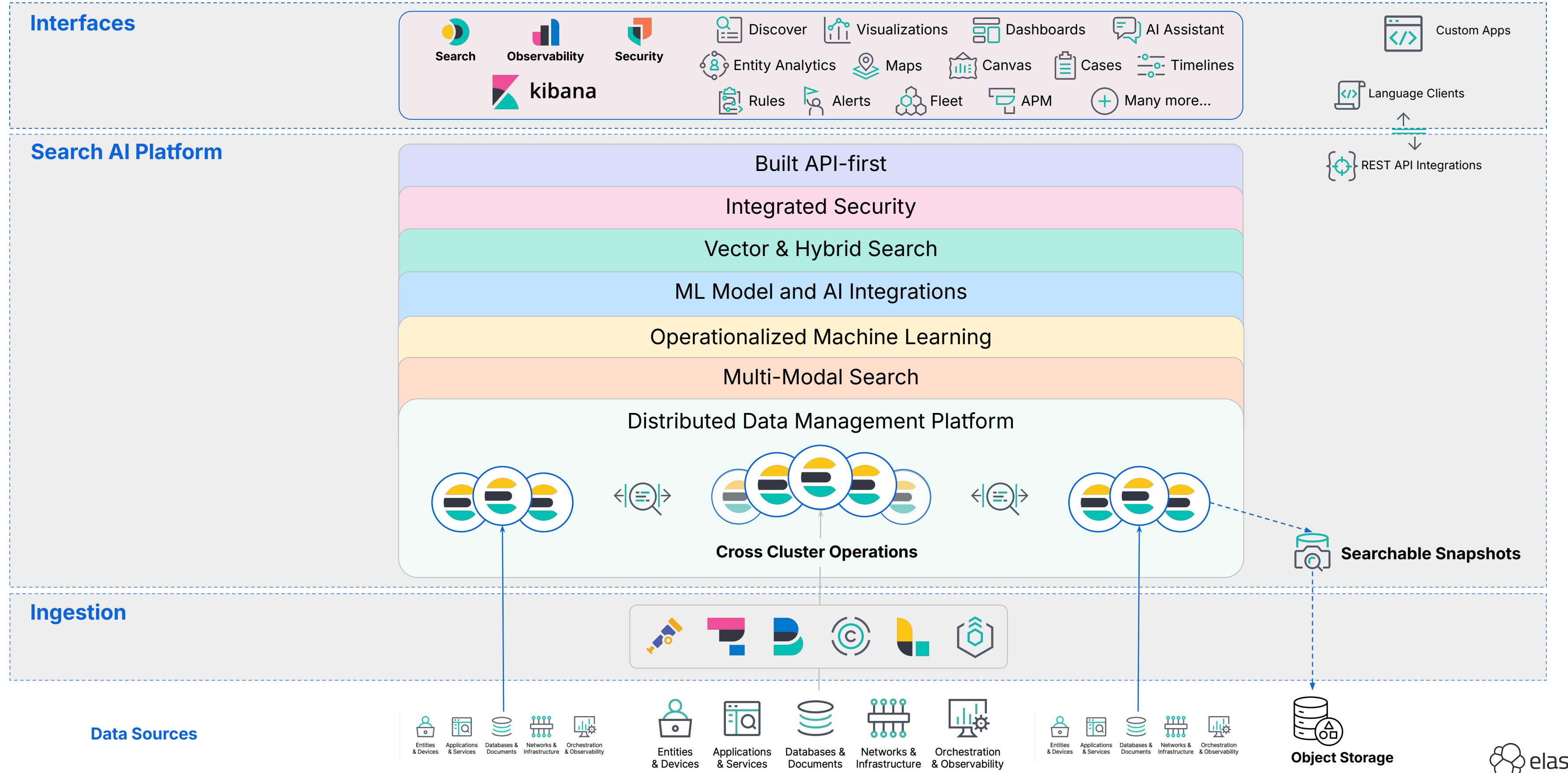
Unleashes the Power of Real-Time Insights, Scale, and Innovation



Accelerate mission outcomes with the Elastic AI Search platform by finding the insights you need from ***all your data, in real time, and at scale***.



The Elastic Search AI Platform





Open by design

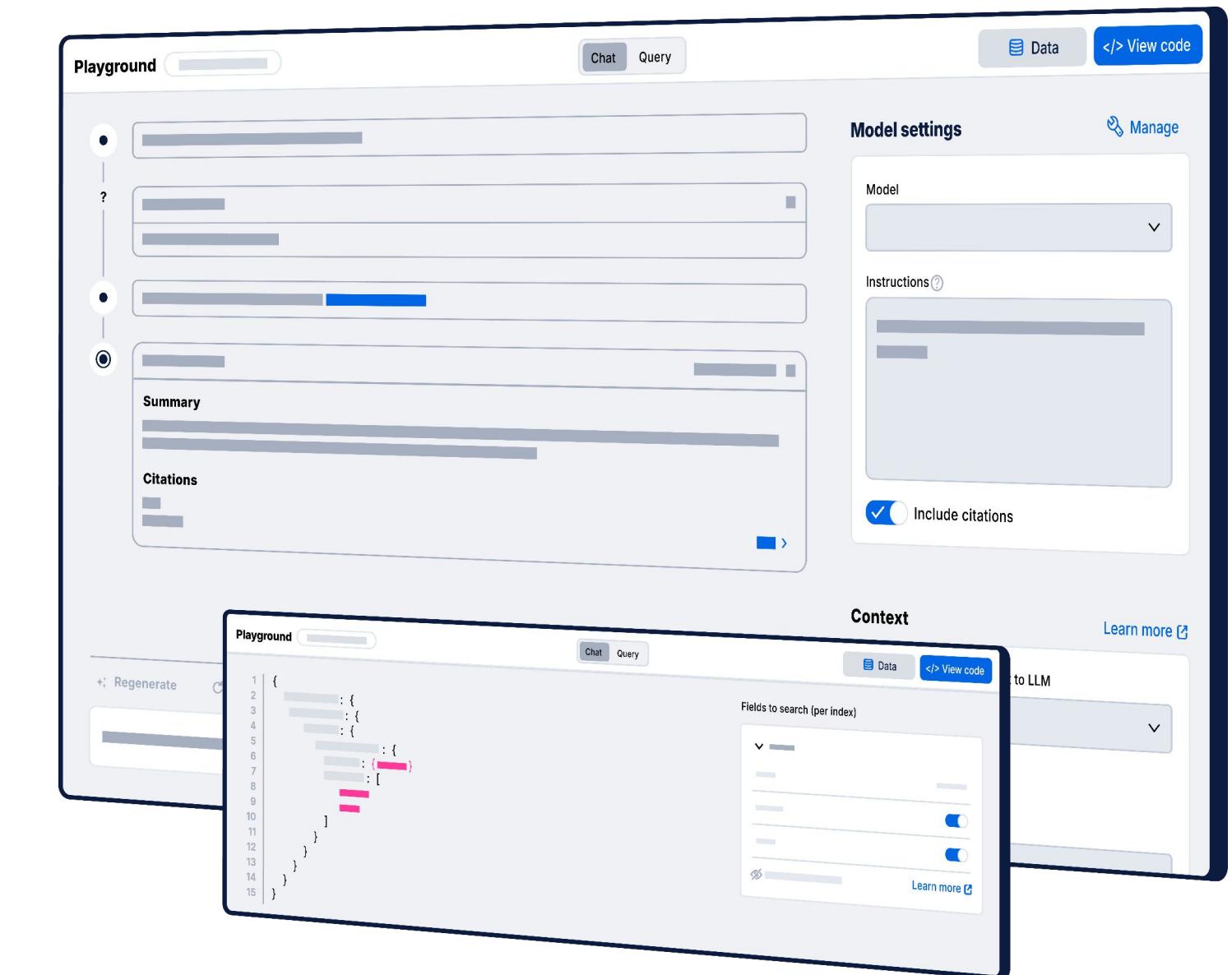
Data comes in all shapes and sizes, and applications and services operate between endpoints and the cloud. Builders win when their tools prioritize flexibility, transparency, and interoperability.

Built for performance

Data volumes are unprecedented, and customer expectations have never been higher. Builders require tools that are able to instantly deliver relevant results at scale.

Wired for innovation

The data landscape is always evolving with new formats, sources, and regulations. Builders need tools that have a comprehensive set of capabilities but never stop pushing the boundaries of what's possible.





Open by design

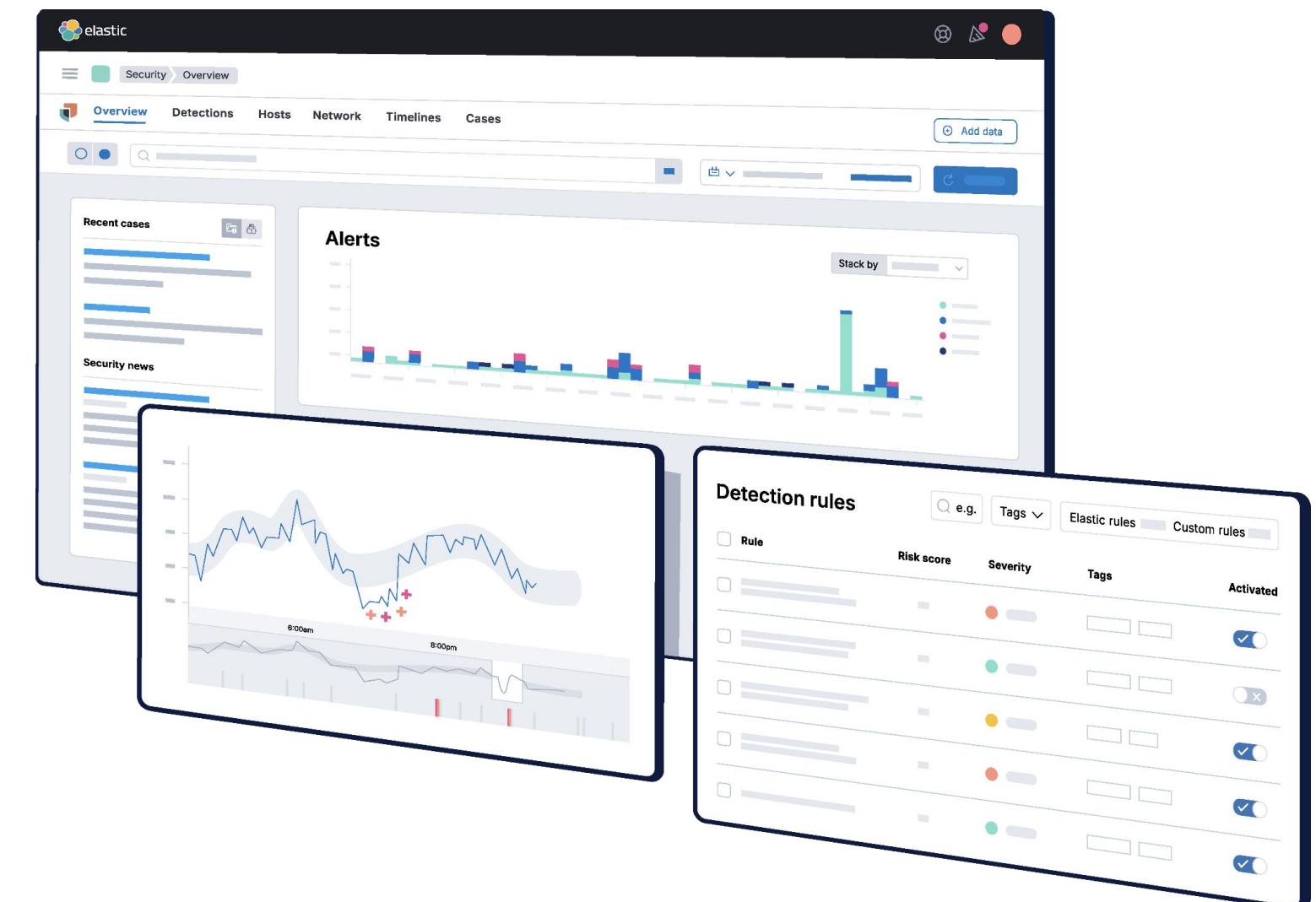
Threats evolve rapidly, and security data comes from countless sources — logs, network traffic, endpoint events, and more. To stay ahead, SOC analysts need tools that are open, transparent, and community-driven, enabling them to customize detections, integrate diverse data, and collaborate effectively.

Built for performance

Threat data is constantly growing — alerts, signals, logs, and more — while response times have never been more critical. SOC analysts need tools that deliver instant, relevant insights — accelerating threat detection, investigation, and response to keep environments secure at any scale.

Wired for innovation

New threat vectors, attack techniques, and security standards are constantly emerging — from cloud-native threats to AI-driven attacks. SOC analysts need tools with comprehensive capabilities that continuously evolve, pushing the boundaries of what's possible to stay ahead of tomorrow's adversaries.





Elastic Observability

Open by design

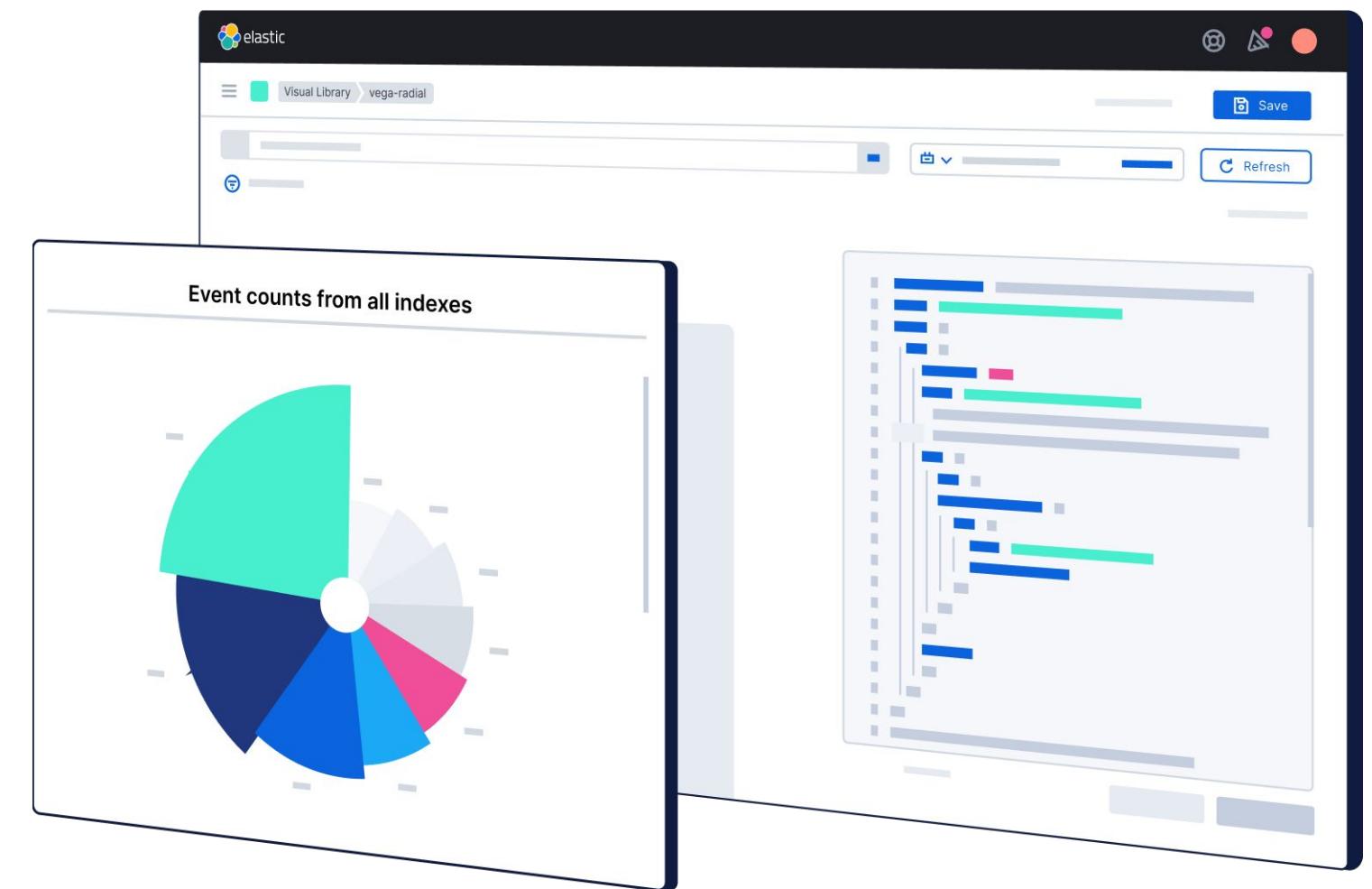
Applications, services, and infrastructure generate a wide variety of observability data. To stay ahead, SREs need flexible and interoperable tools that integrate seamlessly with all types of observability data, knowledge bases, runbooks, and more.

Built for performance

Observability data is growing exponentially, and downtime is more costly than ever. SREs need tools that can store and analyze all their data — without compromise — delivering instant, relevant insights to accelerate root cause analysis and keep systems running smoothly at any scale.

Wired for innovation

New telemetry signals, data sources, standards, and use cases — like LLM observability — are constantly emerging. SREs need tools with comprehensive capabilities that continuously evolve, pushing the boundaries of what's possible to meet tomorrow's challenges.



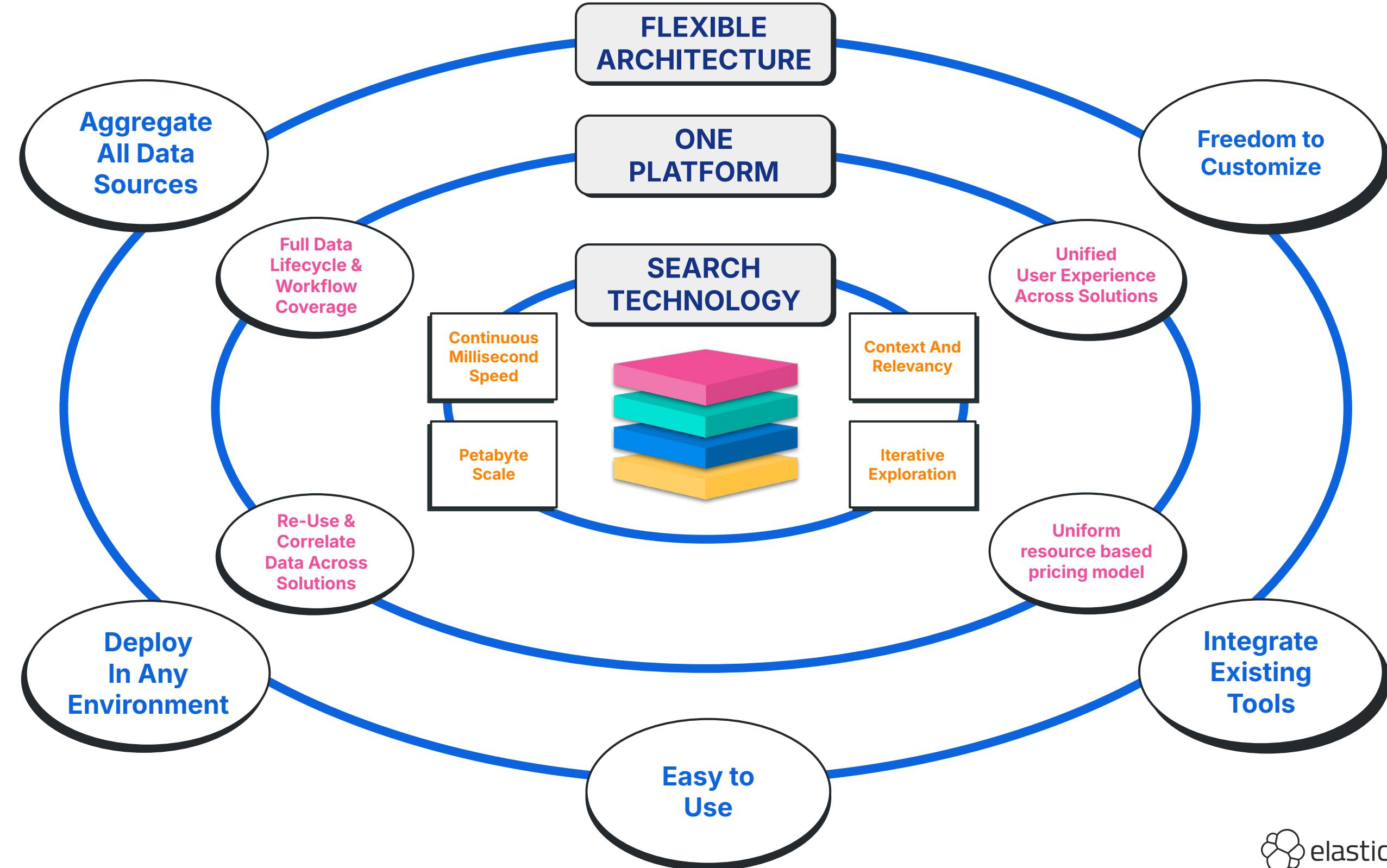
A Unified Data Strategy for Modern Operations

Break down silos and unlock the full value of your data

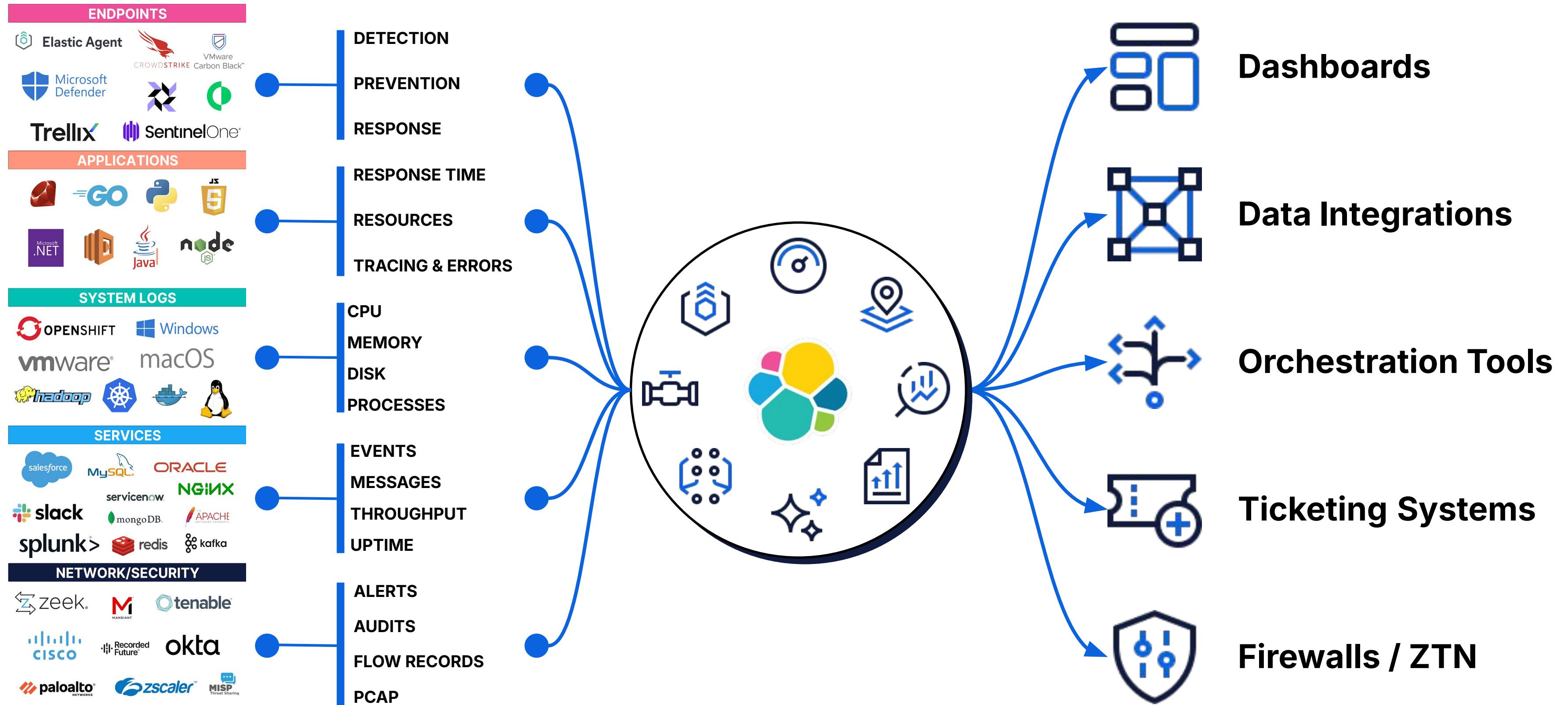
Elastic brings ALL your data—logs, metrics, traces, and security signals—into **one ecosystem**.

From OT to IT to Cloud, you can observe, protect, and optimize everything in real time.

A data-first strategy empowers you to detect threats faster, discover hidden efficiencies, and drive innovation without compromise.

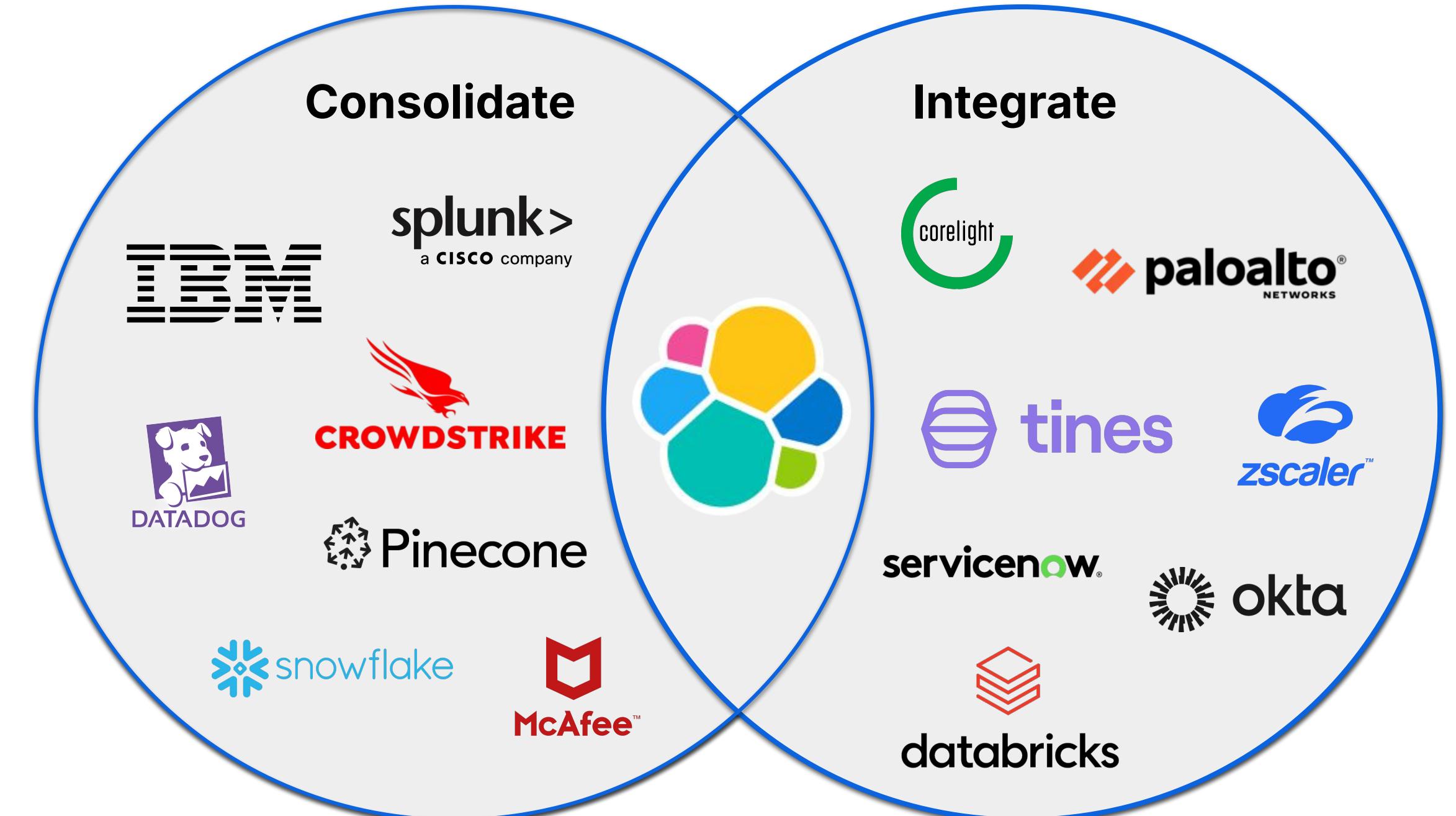


Elastic simplifies **comprehensive data ingestion** for unified, actionable insights.



Leverage Elastic's unified platform to **consolidate tools** , **reduce complexity** , and **drive data-driven efficiency** across your organization.

- Comprehensive capabilities allow for consolidation of **disparate point solutions**.
- Centralized data workflows and the **ability to integrate with the broader data ecosystem** enables faster insights and seamless team collaboration.
- Elastic's **flexible platform supports growth** while reducing licensing and maintenance costs.



Elastic Licensing

Unlock the Full Power of Elastic with One License
One software SKU. No add-ons. No data caps.

Free & Open

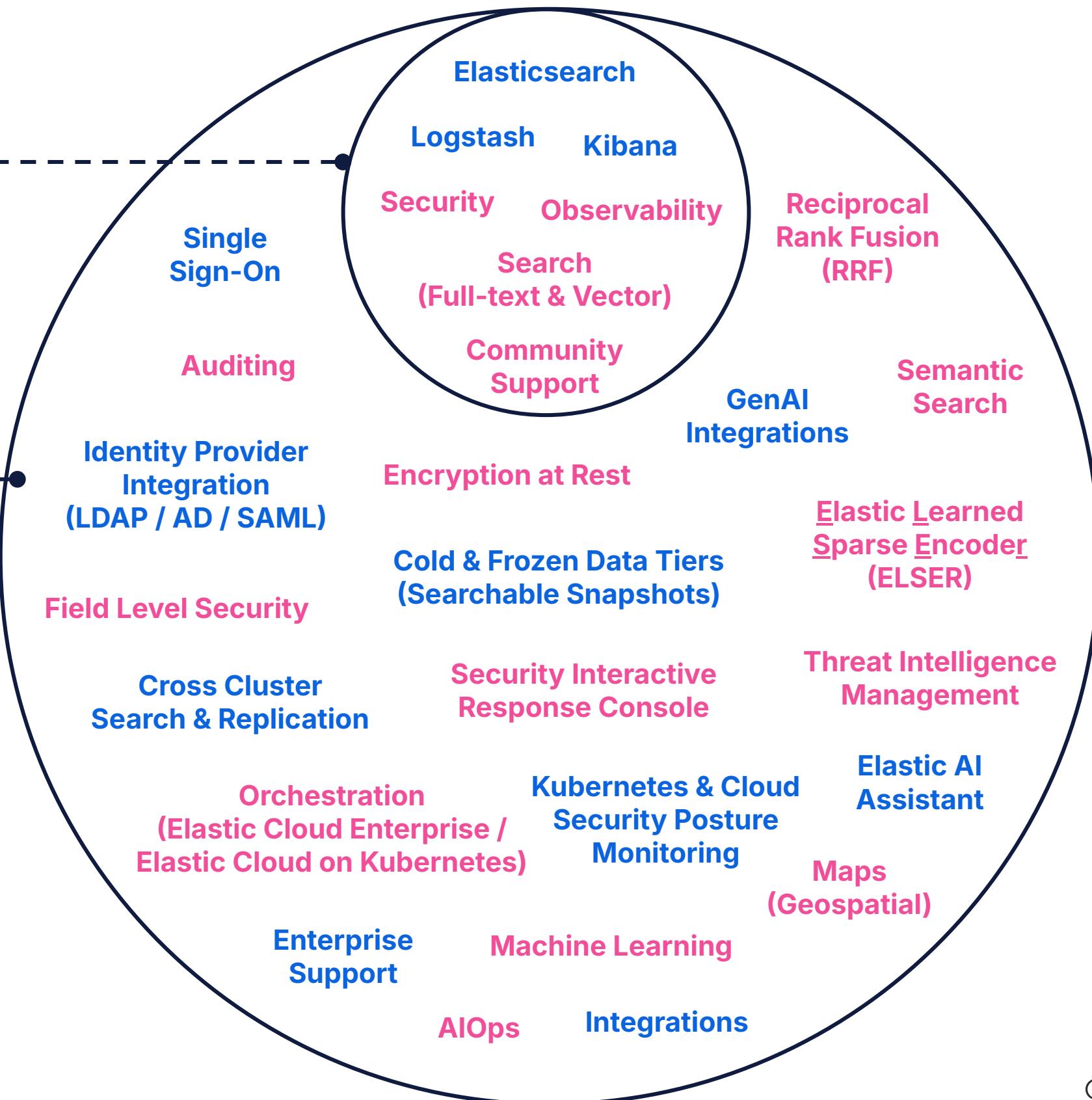
Enterprise

The features outlined represent highlights from Elastic's license tiers.

Enterprise features are considered highly valued by existing customers.

For a complete list of features please see the url below.

elastic.co/subscriptions



Simple, Scalable Pricing

One software SKU. No add-ons. No data caps.

Line Item	SKU	Description	Term	Quantity	List Unit Price	Discount	Elastic Total Amount
1	Enterprise Resource Unit - 64GB US Based Support	Software Licensing: 20TB Daily Ingestion, 365 Day Retention Services: Elastic professional services for implementation, migration. Delivered in 4 or 8 hr increments virtually or onsite <i>Cleared resources available</i>	12	85	\$13,400	TBD	\$1,139,000**
2	Flex Consulting		12	90	\$3,300	TBD	\$297,000
3	Private Training 25 (1-day)	Private Training: delivery of an Elastic course per 1 day for up to 25 students, including travel & lodging	12	3	\$15,000	TBD	\$33,750
SAMPLE ROM: 20TB/day Data Ingestion + Implementation Services + Training						Net Total	\$1,469,750

Elastic's resource-based pricing aligns with how you actually use the platform—not how much data you ingest or how many users you have.

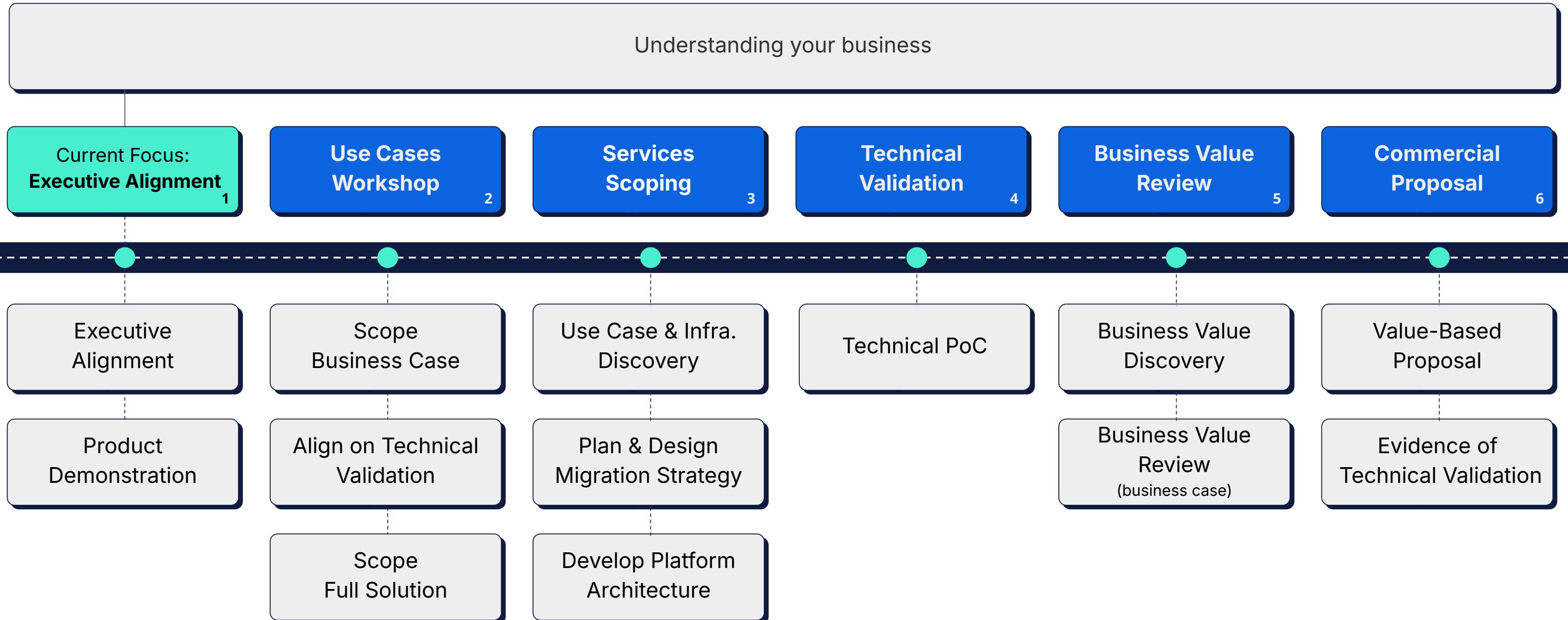
You're free to scale based on your performance and retention needs, without worrying about surprise overage fees.

This model gives you:

- **Predictable costs** even as data volumes grow
- **Flexibility** to support any use case—search, security, observability
- Built-in value with all core features included, **no à la carte charges**

** Discounts based on Elastic FY End (April 30) purchase

Next Steps



Thank you!

