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# Why, How to, and Issues:

# Tail-Based Sampling in the OpenTelemetry Collector

Reese Lee, New Relic



# AGENDA

- Introduction to OpenTelemetry, the Collector, and Distributed Tracing
- Sampling Overview
- Sampling in Action!
- Concerns and Limitations
- Closing
- Q&A



# WHO AM I?



## Reese Lee

Developer Relations Engineer,  
OpenTelemetry Community Team,  
New Relic

Also enjoys eating, watching horror movies, and paddleboarding.

# INTRODUCTION

- What is OpenTelemetry?
- What is the Collector?
- What is distributed tracing?



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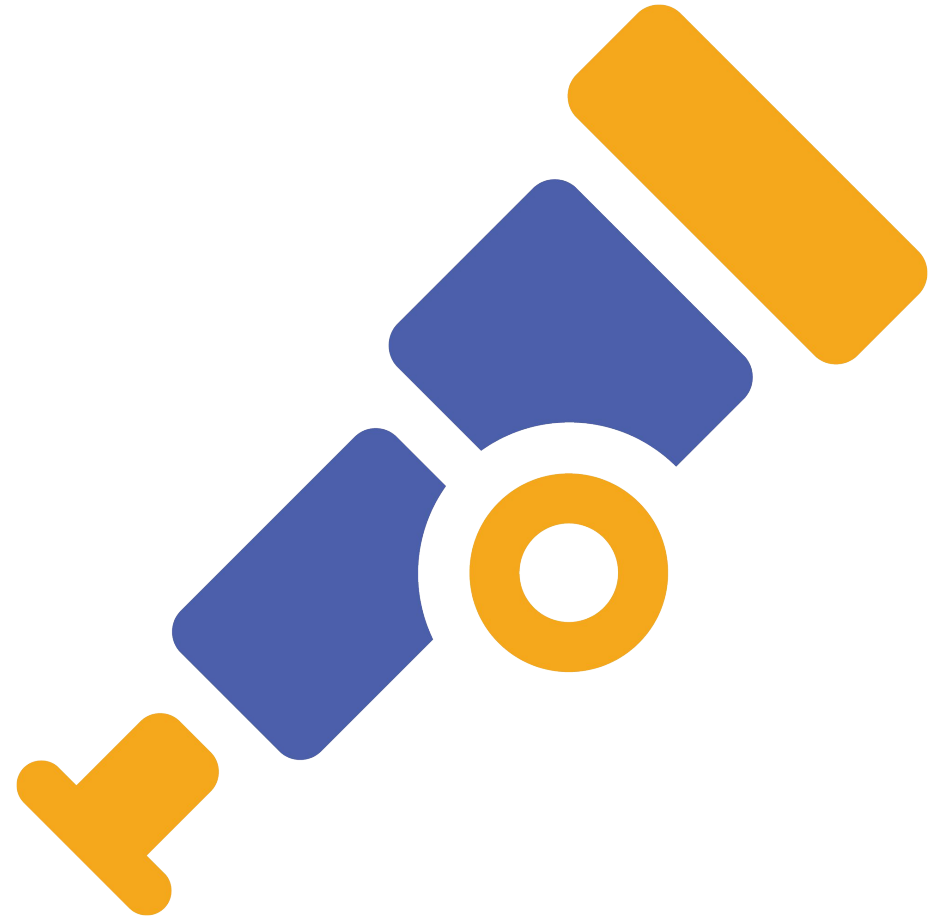
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# What is OpenTelemetry?

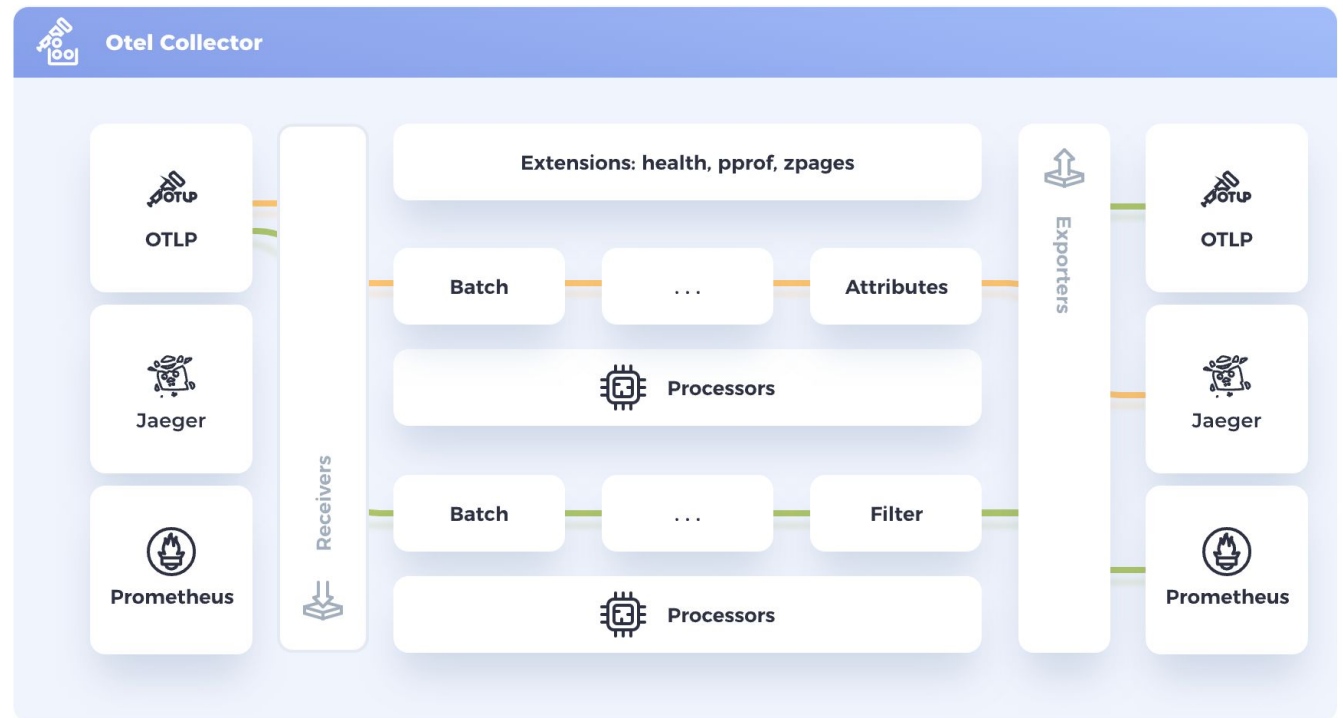
- 2nd most active CNCF project
- Unified standard for generating and collecting telemetry
- Set of APIs, SDKs, and tools





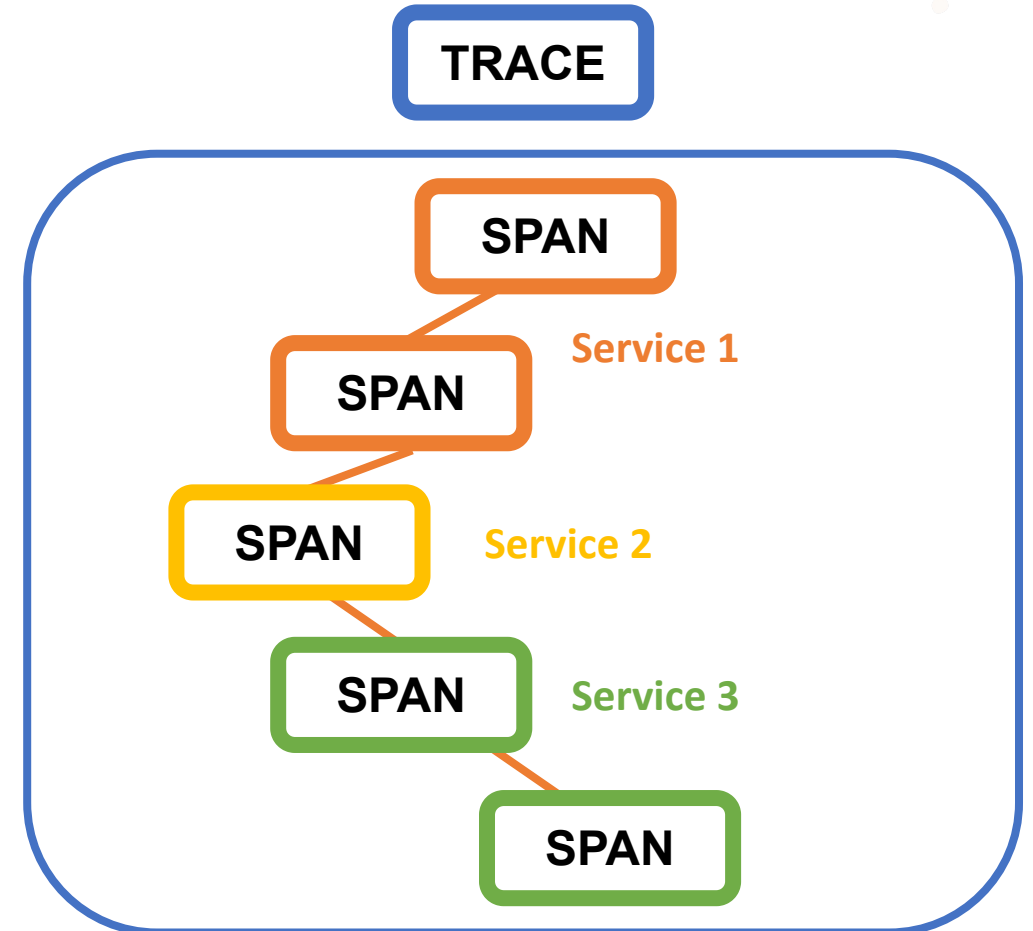
# What is the Collector?

- Extremely configurable system for processing telemetry data
- Receivers, processors, and exporters
- Sampling, host metrics collection, data scrubbing, data normalization



# What is distributed tracing?

- Method of observing requests from one service to another
- Helps you understand your systems
- Traces consist of spans





# What is distributed tracing?

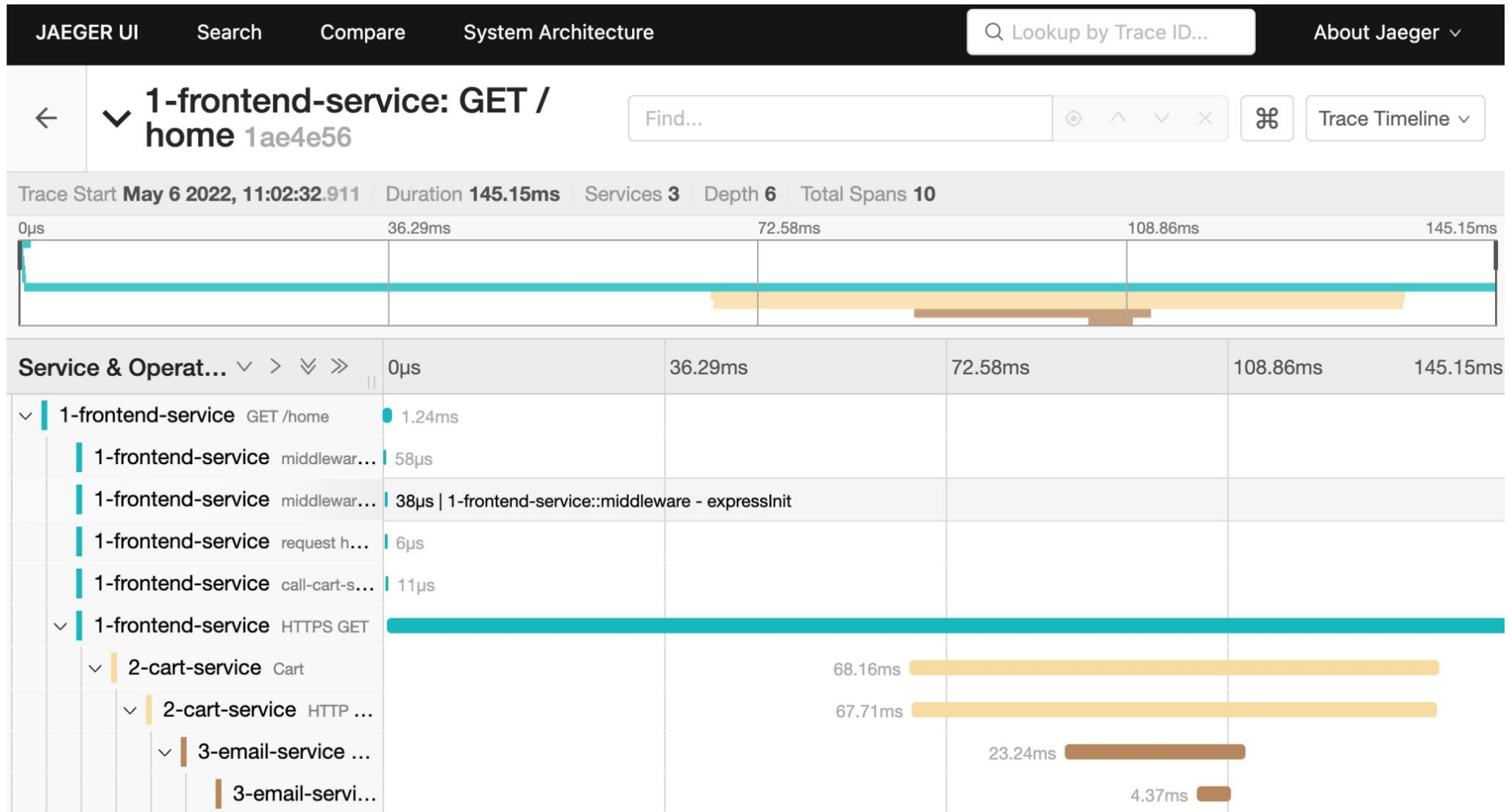


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# What is distributed tracing?



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# SAMPLING OVERVIEW



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- What is sampling?
- Why do I want to sample?
- Head and tail-based sampling



# What is sampling?

- Reduce number of created spans
- Can be implemented at different stages of span processing

To keep, or not to keep  
(a span or a trace)?  
That is the question!

**SPAN**

**SPAN**

**SPAN**

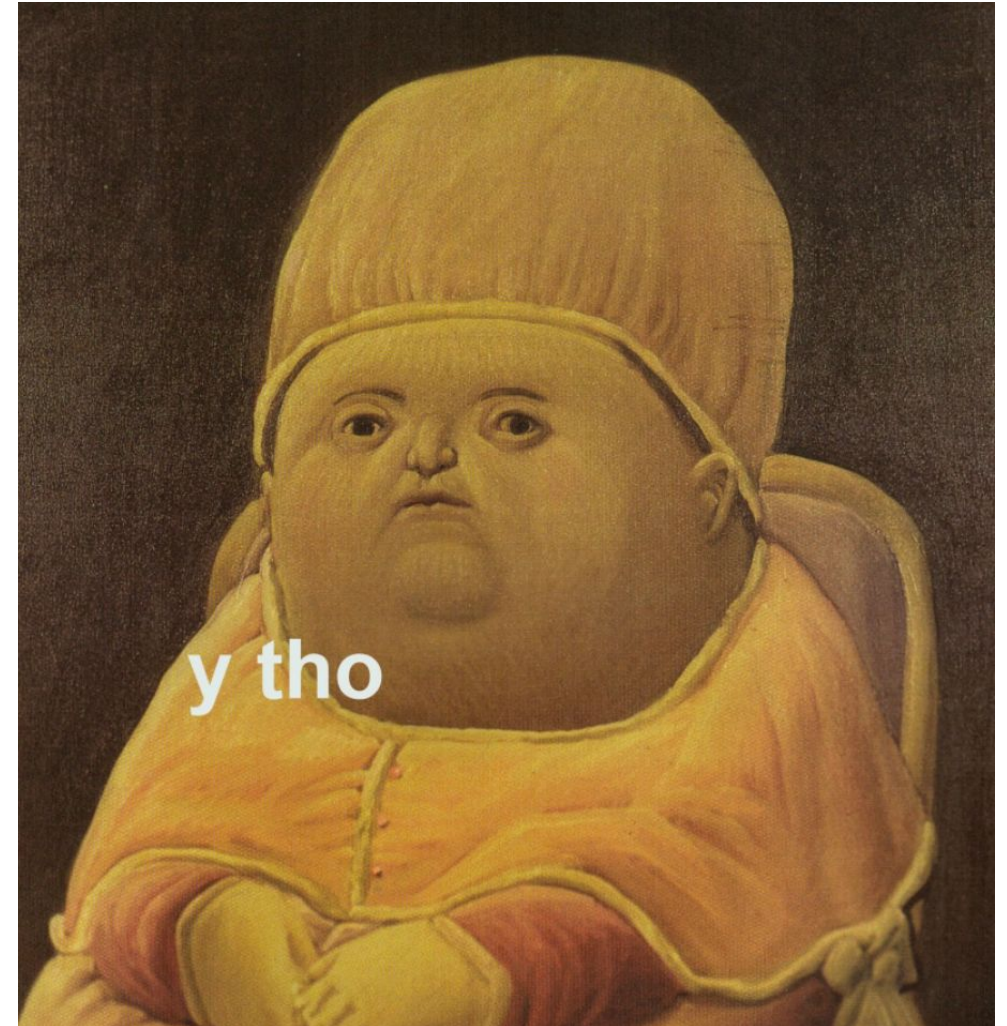
**SPAN**

**SPAN**

**SPAN**

# Why do I want to sample?

- To reduce cost of data egress, data storage, data ingest
- See only interesting traces, filter out noise
- Reduce performance impact of tracing every request\*

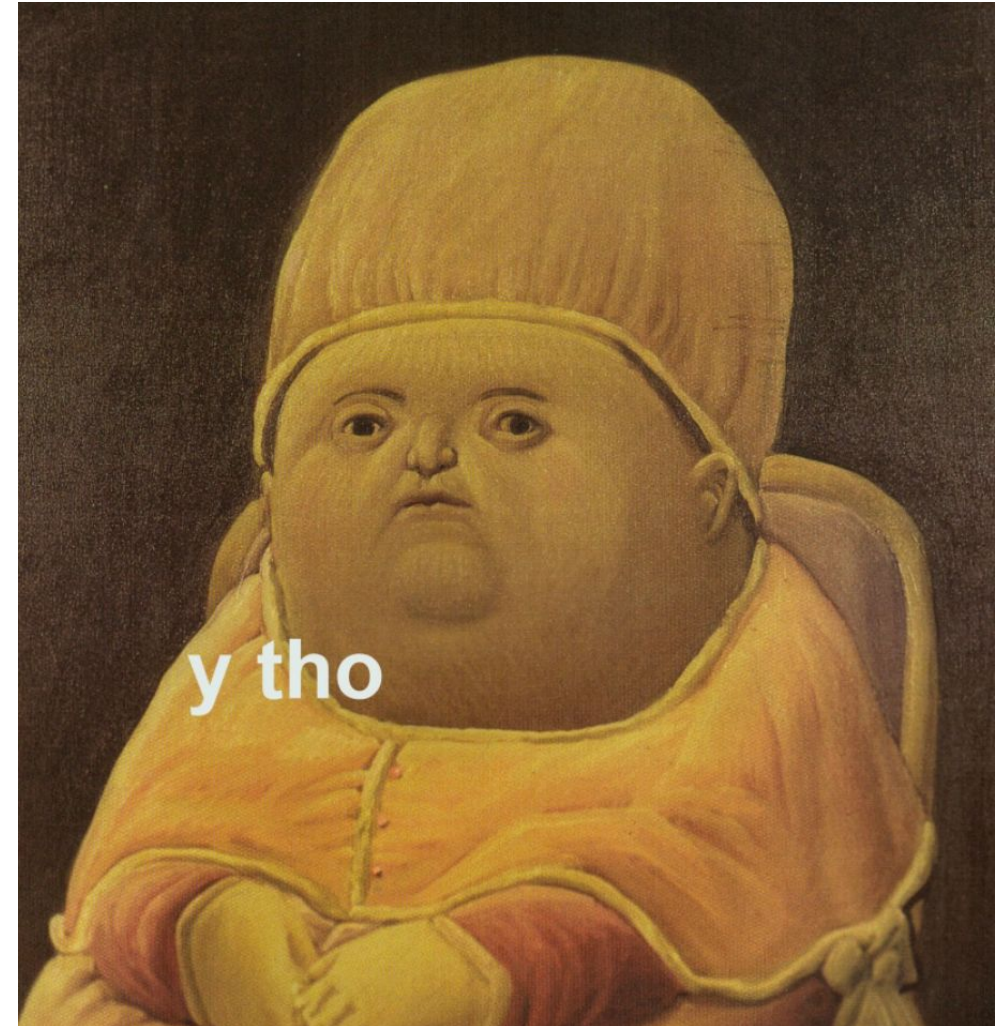




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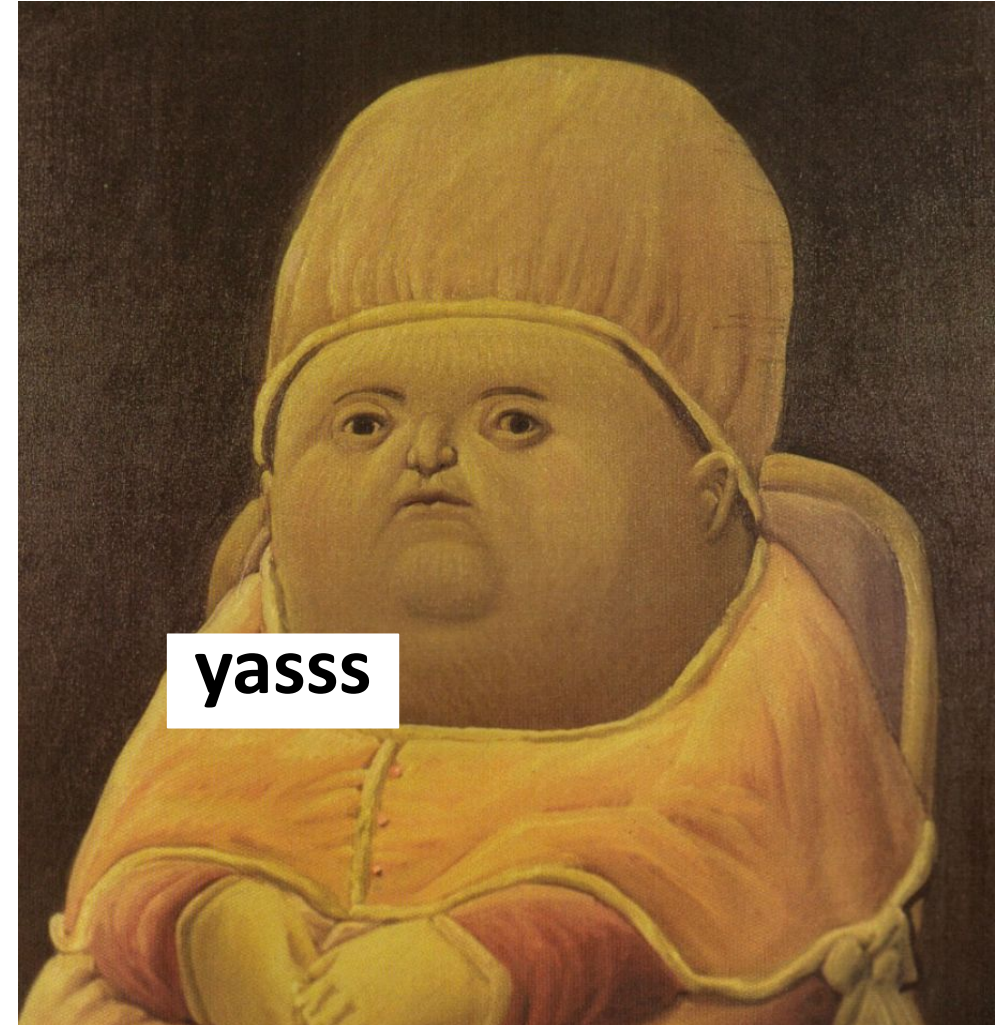
\*More applicable to head-based sampling





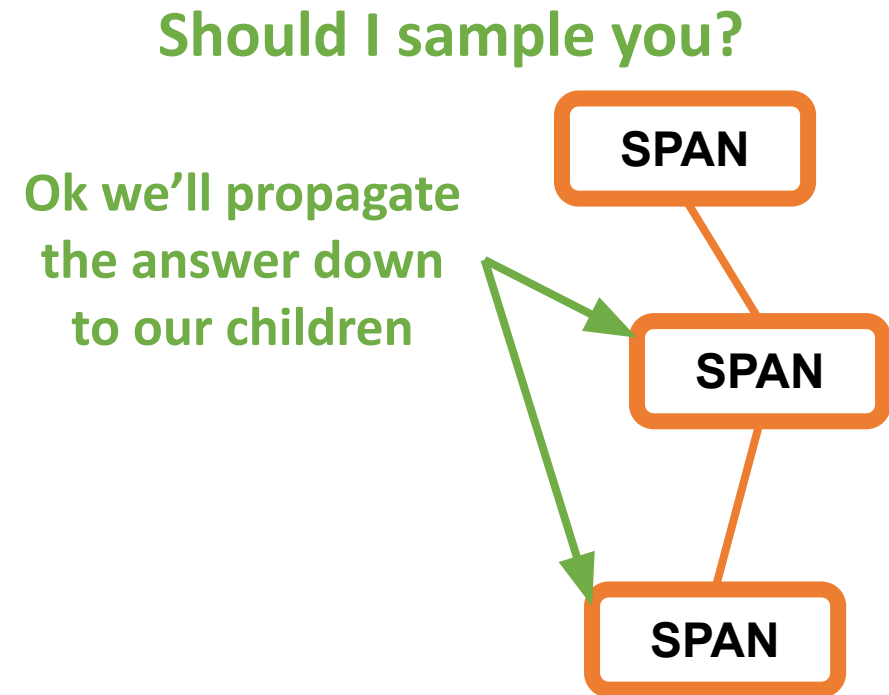
# Why do I want to sample?

- You don't need a ton of data to find the right insights - you need the right sampling of data



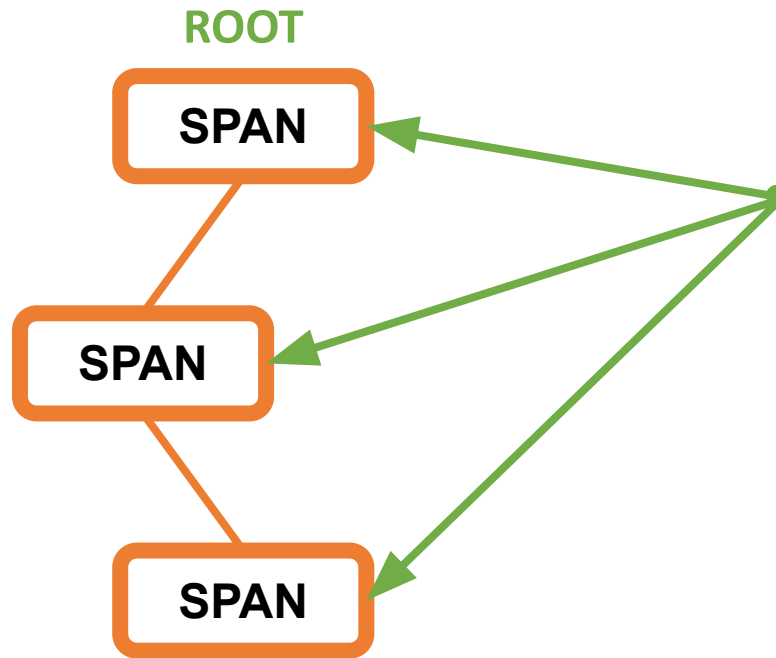
# Head-based sampling

- Sampling decision is made before the span is created
- Simple, efficient, unbiased
- Built-in samplers include:
  - ParentBased
  - AlwaysOn
  - TraceIdRatioBased



# ParentBased(root=AlwaysOn)

OpenTelemetry default



Are you a root span?

- YES: I will sample you!
- NO: Was your parent sampled?
  - YES: I will sample you!
  - NO: I will not sample you!

# ParentBased(root=AlwaysOn)

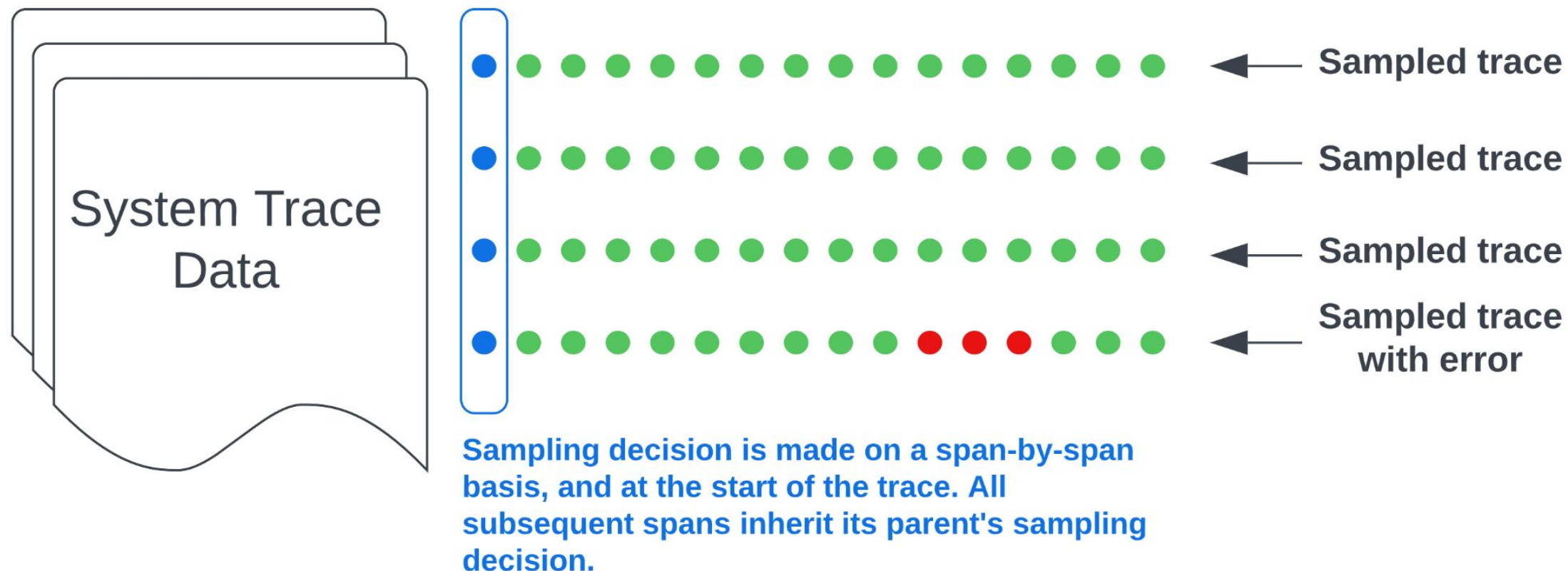


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# TraceIdRatioBased



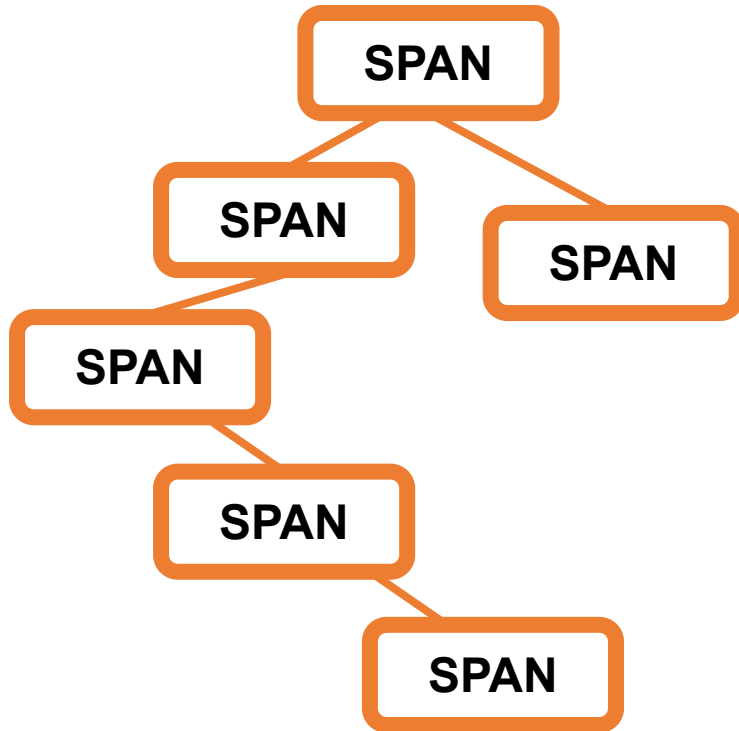
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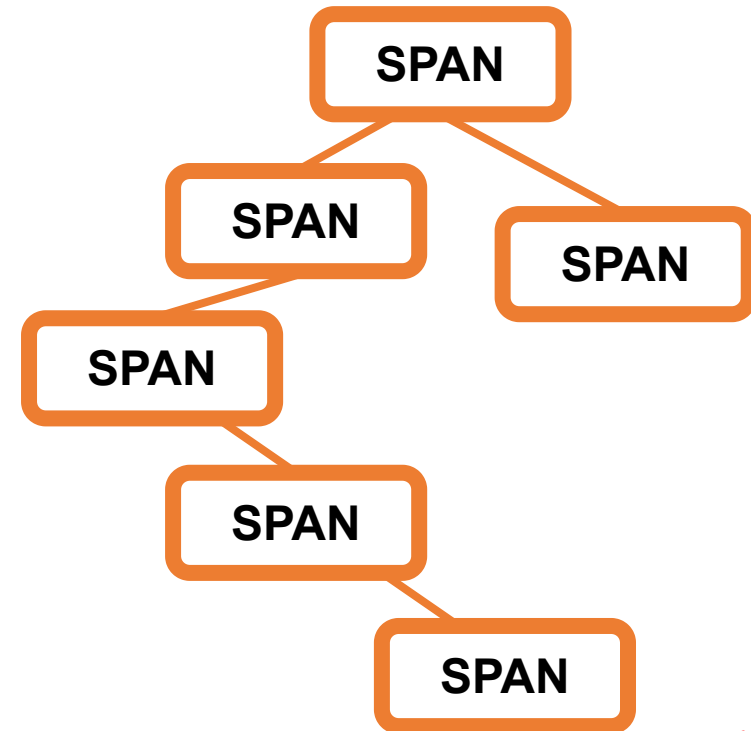
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TRACE ID 1 ✓



SAMPLED!

TRACE ID 2 ✗



NOT  
SAMPLED!

# TraceIdRatioBased

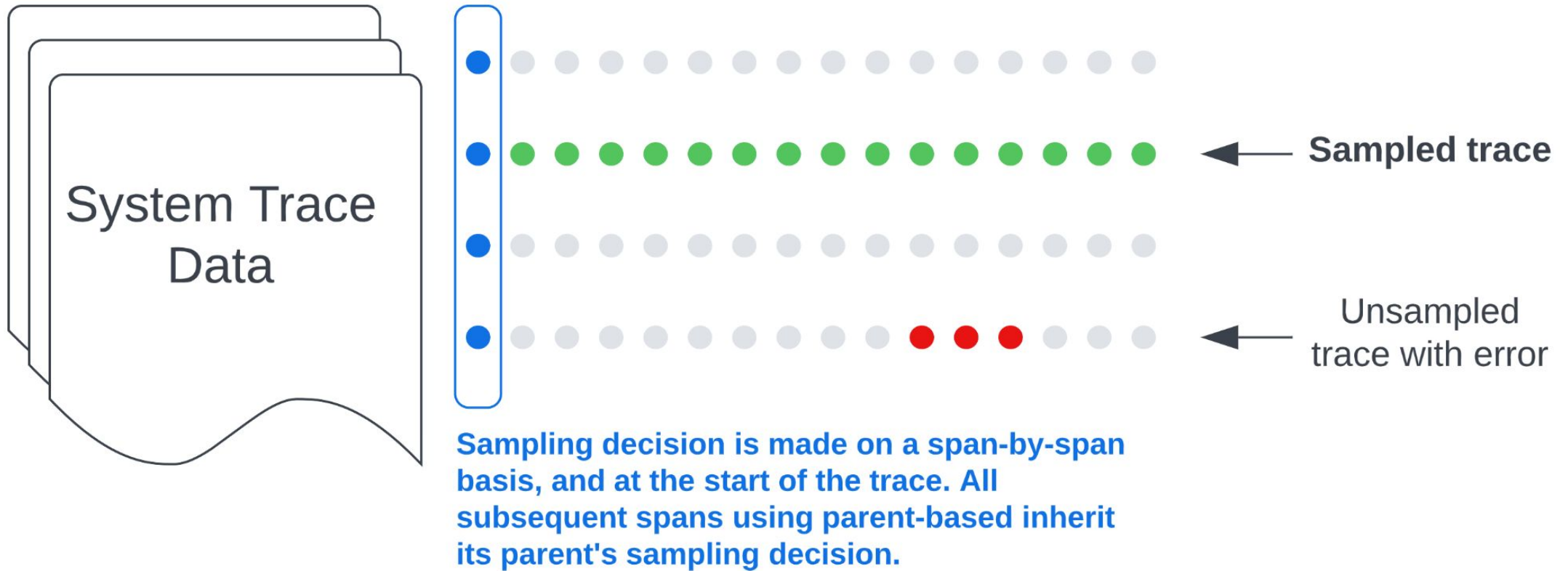


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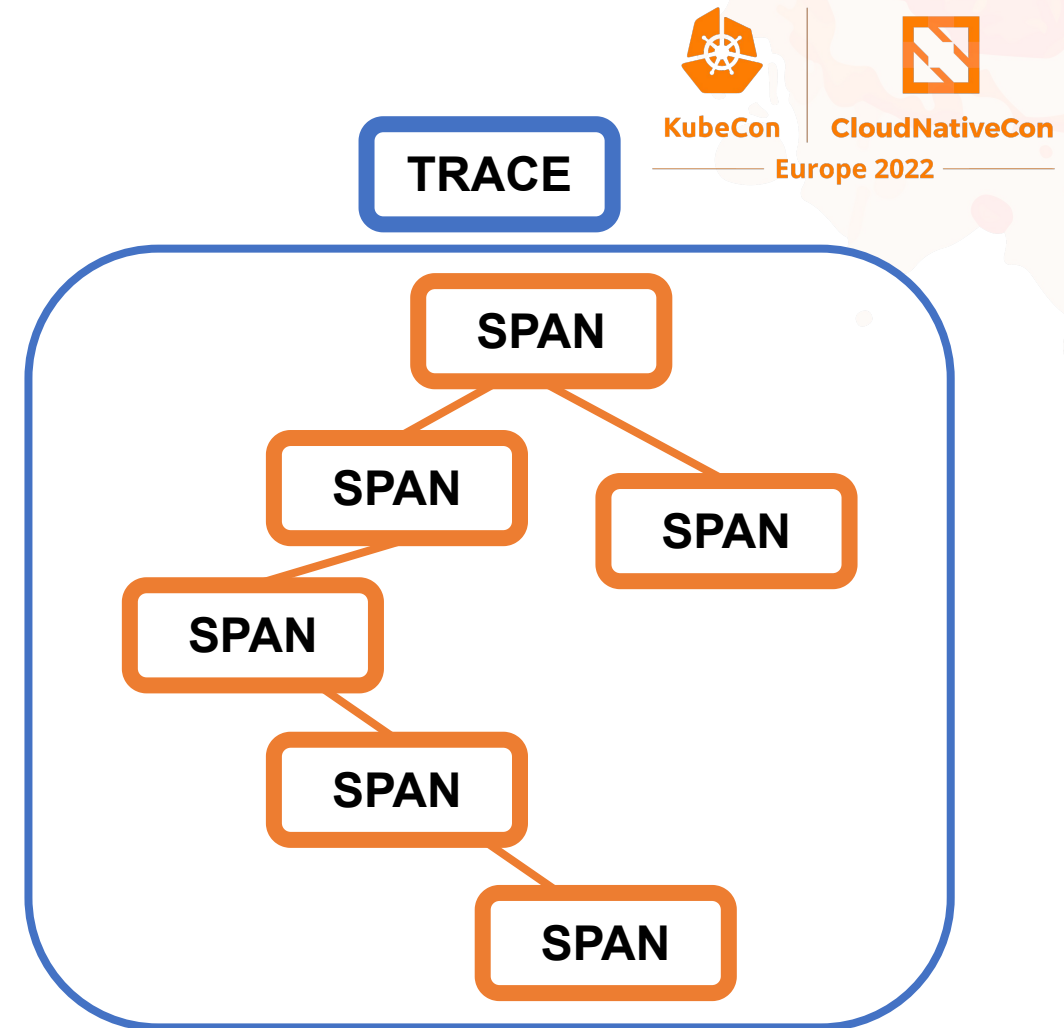
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# Tail-based sampling

- Sampling decision is made at the end of the trace
- Able to filter traces based on specific criteria
- Useful for efficiently seeing interesting traces
- Optimal



All the spans are done? Ok  
NOW I'm ready to make my  
sampling decision



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# Tail sampling processor



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Policies include:

- Latency
- Status code
- Attributes
- “And”
- Composite

```
processors:
  tail_sampling:
    decision_wait: 10s
    num_traces: 100
    expected_new_traces_per_sec: 10
    policies:
      [
        {
          name: errors-policy,
          type: status_code,
          status_code: {status_codes: [ERROR]}
        },
        {
          name: randomized-policy,
          type: probabilistic,
          probabilistic: {sampling_percentage: 25}
        },
      ]
```

# Tail sampling processor



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# Tail sampling processor



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# Tail sampling processor



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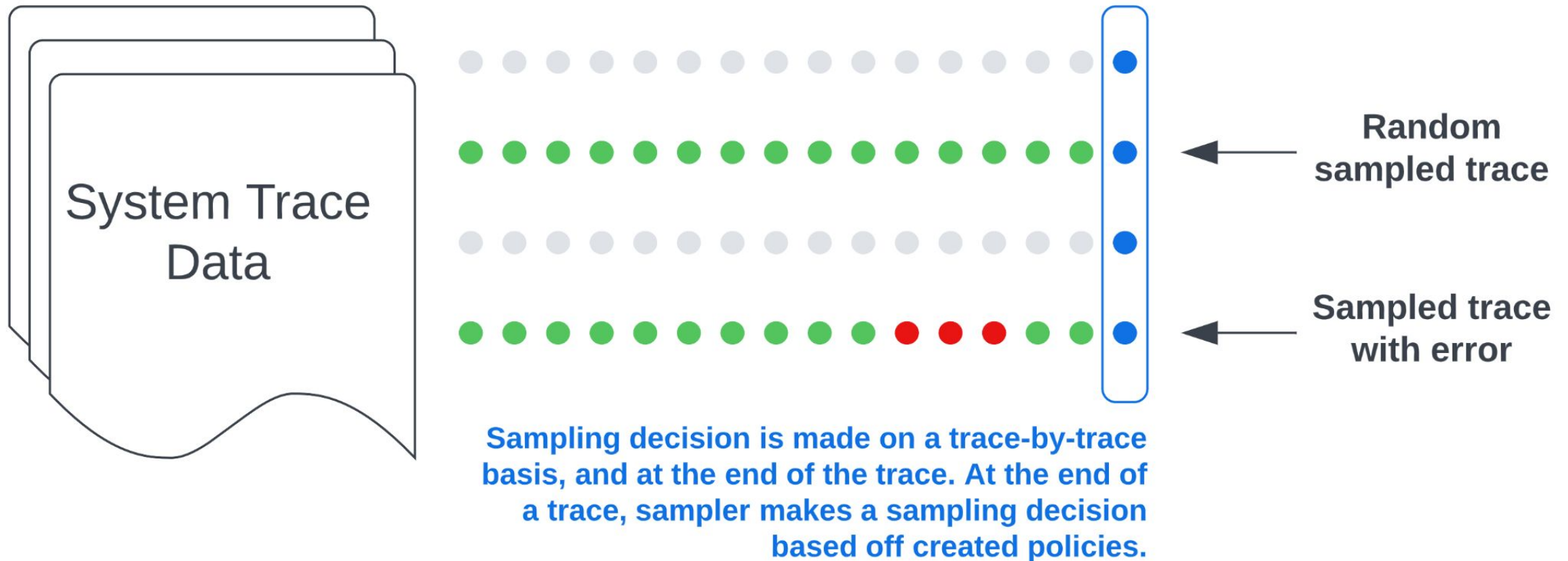
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```

# Tail-based sampler

Errors + a random sampling of all other traces



# Tail-based sampler



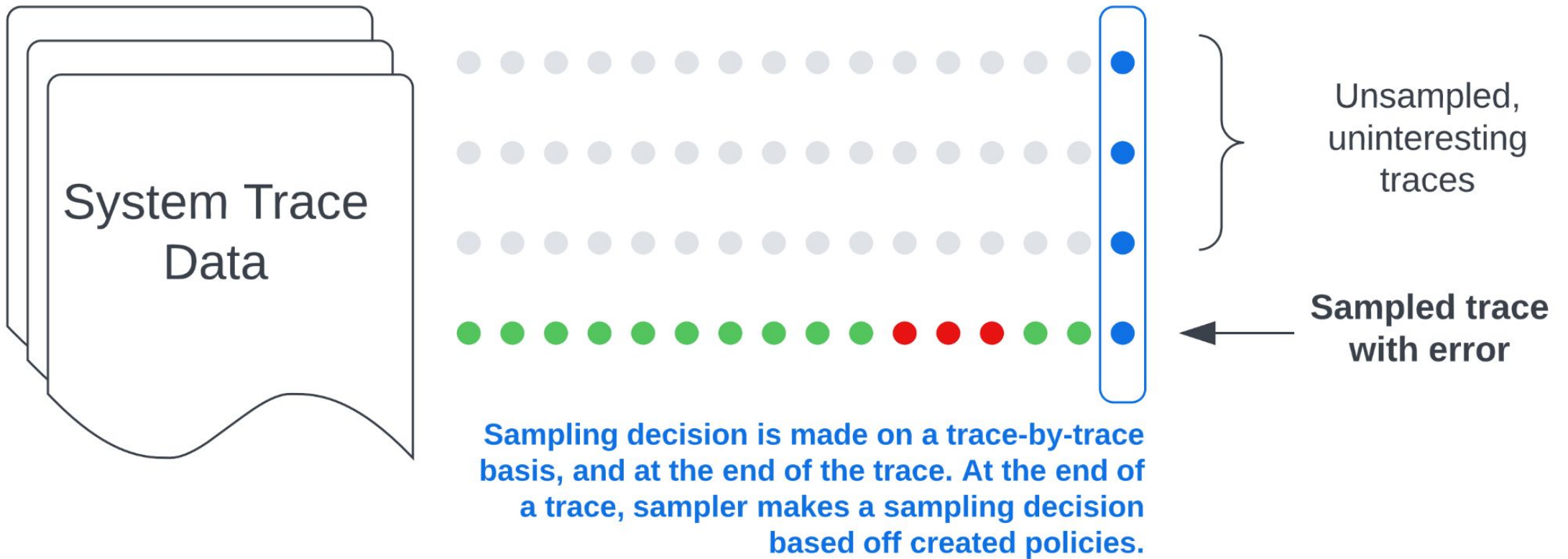
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Errors only



# SAMPLING IN ACTION!

- Demo context
- Sampling demos
- Demo reflection



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# Demo context

- Three services that always call each other in order
- Load generator - 20 calls - 1 error each time
- Traces of interest - traces with errors
- Jaeger
- **Which sampling strategy is optimal for getting me what I want?**

# Sampling scenarios

## Head-based sampling scenarios

1. ParentBased(root=AlwaysOn)
2. ParentBased(root=TraceIdRatioBased)

## Tail-based sampling scenarios

1. `status_code` policy
2. `status_code` + probabilistic policies

# Demo reflection



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# Demo reflection

## Head-based sampling scenarios

### 1. ParentBased(root=AlwaysOn)

- Always saw our traces of interest
- But also saw everything

### 2. ParentBased(root=TraceIdRatioBased)

- A random sampling
- Didn't always see our traces of interest

# Demo reflection

## Tail-based sampling scenarios

1. `status_code` policy
  - Only errors!
2. `status_code` + `probabilistic` policies
  - Errors and a random sampling of other traces

# CONCERNS & LIMITATIONS

- General concerns
- OpenTelemetry limitations



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# General concerns

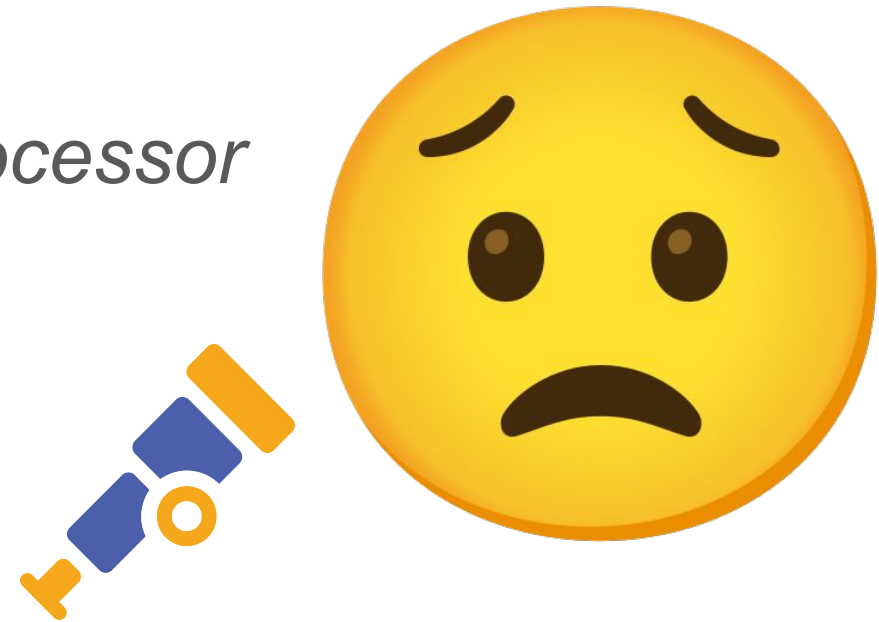
- Performance consideration
- Determining the interesting traces
- Data egress and storage costs





# OpenTelemetry limitations

- Have to stand up collector
- Scalability
  - Collector deployment pattern
  - Load balancing
- The future of the *tailsamplingprocessor*



# CLOSING

- Summary
- Future
  - Log sampling
  - Contribute!



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# Credits

Thank you!

- Sharr Creeden, New Relic
- Alan West, New Relic
- Chris Ventura, New Relic
- Tyler Helmuth, New Relic
- Martin Kuba, New Relic
- Svetlana Brennan, New Relic
- Jack Berg, New Relic
- Juraci Paixão Khröhling, Grafana
- Richard Bannin, The Confident Speaker
- Everyone who took the time to watch me practice and share feedback!

# Q&A

What can I answer for you?



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# Resources

- [CNCF Slack](#)
- [OpenTelemetry public Google calendar](#)
- [OpenTelemetry docs](#)
- OpenTelemetry booth #23

## Connect with me!

- Twitter: [@reesesbytes](#)
- LinkedIn: [Reese Lee](#)



Scan here to share feedback with the OpenTelemetry Community about your experience with OpenTelemetry!





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# GRACIAS!

