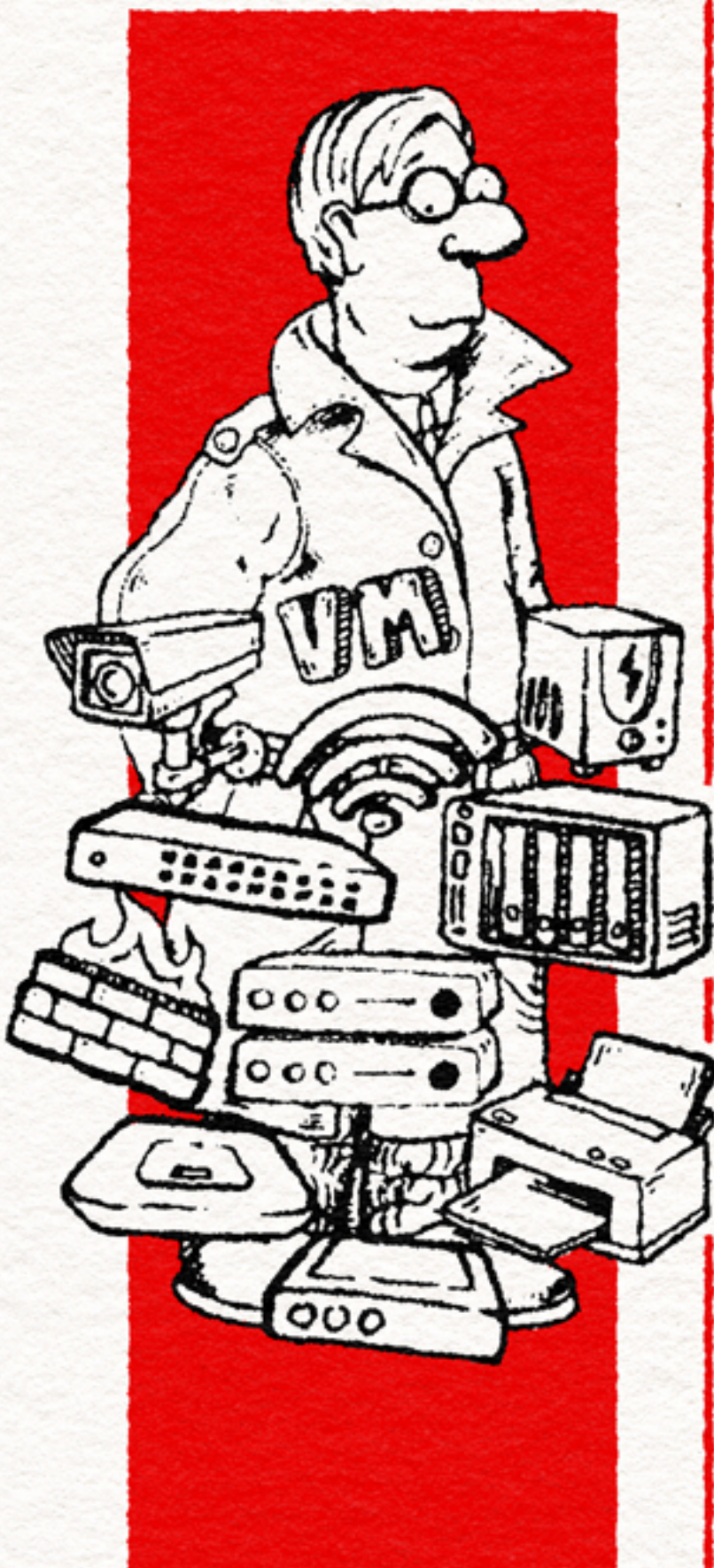


# SAY "NO" TO SENSORS AND OTHER GIMMICKS



Hi, I'm Don, and I  
Like to help folks like you  
save money while keeping  
your network healthy  
and safe.

I'm here to warn you about a sneaky  
sales tactic involving, **SENSORS**.  
When someone sells "per **SENSOR**"  
network monitoring the only thing I  
sense is a huge invoice!



## Have you heard of sensors?

If you haven't, I'm glad. It means that  
your business hasn't been affected by  
it --- yet. Paying "per **SENSOR**" is  
**expensive** with a capital "E". Paying  
per sensor is no good! It can hurt  
your overhead, ruin your top line,  
and drown you with hidden costs.

## Sensors are an expensive way to pay.

Oh sure, it sounds harmless. "Just  
pay for a few sensors to monitor  
your network" they say. They may  
even give you a discount. Or let you  
monitor a few sensors for free. Often  
times they sell them in small  
quantities and promise that it  
should be enough to monitor  
your network. **Don't be fooled!!!**

## People use sensors to monitor parts of their network devices

So, if anyone invites YOU to monitor  
your network on a "per sensor"  
basis, Don't. Don't even give it  
another thought. I don't care who  
asks you to try it. Even if it's your  
friend, just say no, a big no and walk  
away!

## Why are sensors so bad?

Paying per sensor is **inefficient** and  
costs a fortune! Most network  
devices have 10-100 sensors to  
monitor, and most networks have A  
LOT of devices --- Even smaller sized  
networks will need to purchase Lots,  
and lots of additional sensor licenses  
to adequately monitor their  
network.

Some folks believe they can get away  
with monitoring just a few sensors.  
That's exactly how they get hooked.  
Before they know it, they need to  
pay to monitor more, and **MORE**  
sensors. It's scary, they can't stop.

**Don't Sacrifice,  
Monitor the whole device!**



## What should you do?

**Here's my advice:** If someone offers  
you "per sensor" network monitoring,  
**Just say NO!** If it sounds too good to  
be true, IT IS, **DONT TOUCH IT**. You'll  
never be sorry you said no to per  
sensor monitoring, I guarantee it!

If you or any of your friends  
need advice or help. I  
suggest that they talk to a  
trusted solution specialist at  
**COBO**. With **COBO** you can  
say no to per sensor  
monitoring and hello to  
world class end to end  
network monitoring  
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monthly subscription.

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