



# Why GDT for Splunk renewal optimization and investment validation

## Make your Splunk renewal work for you

Splunk renewal costs are rising. Standard uplifts, post-acquisition repricing, and discount resets are driving double-digit increases, leading to more scrutiny around spending. At the same time, log volumes continue to expand, while a meaningful percentage of ingested data is never operationalized, yet is fully billable.

Splunk renewals typically include uplifts of approximately 9%, and when combined with post-acquisition repricing and discount resets, those increases can reach double digits.



## Two ways GDT helps you take control

GDT offers two structured engagements designed to put you in control of your Splunk investment, balancing long-term cost strategy with the confidence that your security environment is performing as expected.



### Renewal optimization assessment

A structured review of your Splunk environment that gives you the data and leverage to negotiate your renewal on your terms.



### Threat detection and response validation

Continuous automated testing that confirms your security tools and response teams are performing as expected, so you can address gaps before they become problems.

### About us

- 900+** employees worldwide
- 450+** certified architects and engineers
- 100+** countries supported
- 30+** years in business
- \$1.4B** annual revenue

### Deep Cisco expertise

As a 30-year Cisco partner, GDT collaborates closely with Cisco to help customers modernize, secure, and evolve. As a Cisco Preferred Partner in five architectures — Security, Cloud and AI Infrastructure, Services, Networking, and Collaboration — GDT accelerates organizations' digital transformation at scale.





## Renewal optimization assessment

This structured, weeklong technical engagement provides the data and analysis required to approach your renewal with greater clarity and understanding.

### The assessment may include:

- Architecture and environment review to identify issues and potential inefficiencies
- Search audit to understand scheduled and ad hoc search performance
- Data ingestion review, including Common Information Model compliance and data model evaluation
- Performance and resource utilization assessment
- Report with findings and actionable recommendations delivered to your team

### The outcome:

Enter a renewal conversation with the intelligence required to understand where value is and is not being realized and with data-backed leverage to negotiate on your terms.

**7 out of 10** attack simulations identify security tool misconfigurations or exploitable control failures.



## Threat detection and response validation

A continuous validation service automatically tests whether security tools are detecting real-world threats and if teams are acting on them.

### What it does:

- Automatically tests your detection tools daily against real-world attack tactics, techniques, and procedures
- Measures the mean time to detect in real time to demonstrate your security tools' effectiveness
- Immediately alerts your team when a detection rule fails or an alert is delayed beyond your service level expectations
- Safely emulates attacks to validate that your response teams and third-party vendors neutralize threats within service-level agreement (SLA) requirements
- Provides measurable ROI data to validate investments and justify resources with executives and auditors

### The outcome:

Captures proof that your security tools and teams are working as expected, with the metrics to ensure accountability and demonstrate readiness to leadership.

**5 out of 10** attack simulations result in no response or a delayed response outside SLA requirements.

## Why GDT

As an independent renewal optimization advisor and Cisco Splunk Partner, GDT can help you right-size your Splunk investment, reduce low-value ingestion, and protect detection integrity, before committing to renewal terms.

By combining structured technical assessment with executive-level financial modeling, GDT transforms the renewal event from a vendor-driven price exercise into an optimization strategy aligned with long-term Cisco portfolio decisions. With ongoing support for continuous optimizations, GDT helps you achieve the best possible ROI from every security investment, long after renewal is complete.

### Ready for the next step?

[Schedule a strategy call today.](#)