

# Why Paessler PRTG UVexplorer is the Deal That's Already in Your Pipeline

Paessler PRTG UVexplorer adds a new dimension to your monitoring portfolio. A separately licensed product that delivers automatically generated topology maps, dependency visualization, configuration backup and comparison, and point-in-time network snapshots. Working alongside PRTG, it gives your customers a fuller operational picture.



Every existing PRTG account is an immediate opportunity. PRTG delivers the monitoring. Paessler PRTG UVexplorer delivers the context. **Partners extend the value and grow the deal without growing the cost of sale.**

## Anchor Your Sales Conversation On These Values

### 1. Every PRTG Account Is an Immediate PRTG UVexplorer Opportunity

Most customers have no current topology maps, no dependency visibility, and no automated change record. Paessler PRTG UVexplorer closes all three gaps automatically through scheduled discoveries.

### 2. Faster Troubleshooting Reduces Downtime, and Builds Customer Loyalty

Without topology context, teams work through the network manually when something breaks. Paessler PRTG UVexplorer shows the blast radius based on the most recent scheduled discovery, and configuration diff comparison surfaces what changed before the incident reducing MTTR in a way customers attribute directly to partner value.

### 3. Automated Network Documentation That Supports Compliance

ISO 27001 and PCI DSS require documented evidence of network structure and change history; most customers are doing this manually. Paessler PRTG UVexplorer captures it automatically through point-in-time snapshots, discovery diffs, and configuration backup records. The data is there, structured and ready; customers bring it into their existing audit and reporting workflows.

**Pro Tip:** Partners use this angle to open compliance conversations with customers who may not yet realize a tool exists to replace what they are doing by hand.

## Discovery Questions

- Do you have current, accurate topology maps of your network, and when were they last updated?
- When something goes down, how quickly can you tell what else is affected?
- How do you currently track configuration changes across your switches and firewalls?
- Do you have documented evidence of network structure and change history for compliance purposes?

## Strong PRTG UVexplorer Opportunity Signals

- PRTG deployed, but no current topology maps, and no device dependencies configured
- Topology documentation that is outdated, manual, or non-existent
- Compliance requirements (ISO 27001, PCI DSS) currently being met through manual documentation processes
- Enterprise environments where multiple engineers make network changes without a central change record
- MSPs managing multi-site customer networks who need topology visibility per customer or per site
- Customers paying a separate license for SolarWinds Topology Mapper, NetBrain, or similar tools

## Common Objections and One-Line Responses

### **“PRTG already has Maps, and we don’t need another mapping tool.”**

PRTG Maps tell you what you’re monitoring. Paessler PRTG UVexplorer tells you how it’s all connected, and what’s at risk when something fails.

### **“We already have topology covered with another solution.”**

If customers are paying a separate license for SolarWinds Topology Mapper or NetBrain, Paessler PRTG UVexplorer consolidates that into the Paessler ecosystem: one vendor relationship, one renewal conversation.

### **“I don’t think we have rogue devices or shadow IT.”**

Most customers believe that until a discovery runs. The question is not whether you believe it, it’s whether you can prove it. Paessler PRTG UVexplorer gives you that proof automatically.

### **“This feels like an enterprise feature, our customers are too small.”**

Smaller teams benefit most: they do not have a dedicated person maintaining documentation. Paessler PRTG UVexplorer automates what they cannot afford to do manually.

### **“Why does it cost extra if PRTG already monitors the network?”**

PRTG monitors performance and availability. Paessler PRTG UVexplorer is a separate product that delivers topology, dependency visualization, configuration backup, and change tracking. A distinct capability set that stands on its own.

## What to Do Next

- Scan your active PRTG accounts for customers without current topology maps or configured device dependencies; then lead with the topology and MTTR angle. Let the gap sell itself.
- Use a demo or trial to show the blast radius view and configuration diff comparison; these are the features that create immediate customer reaction.
- Register your opportunity in the Paessler Partner Portal to secure deal protection and access presales resources. For pricing or licensing questions, escalate to your Channel Account Manager, we’re here to help.

Questions? Contact your  
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