



GIMO Tech Talk

February 25, 2015



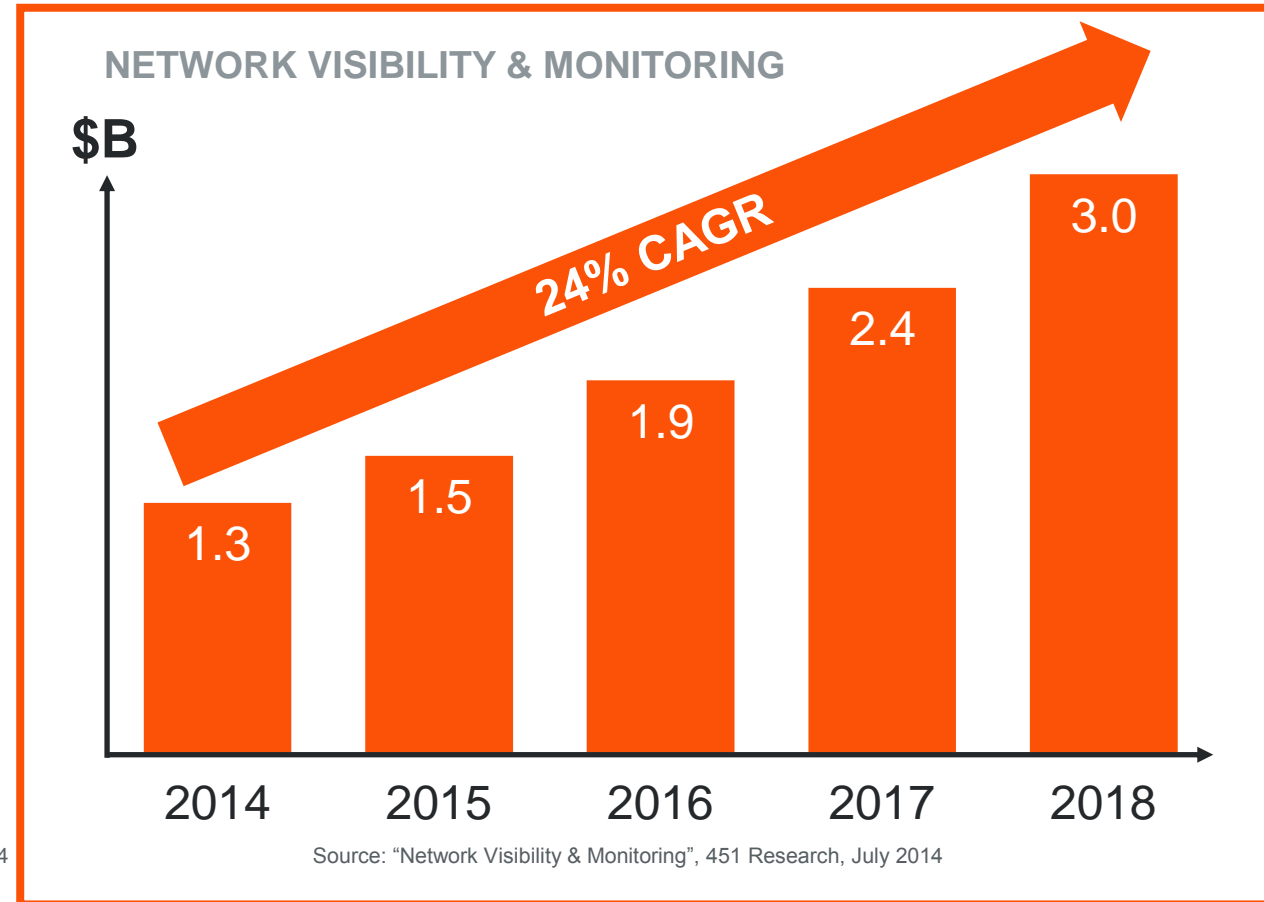
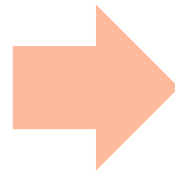
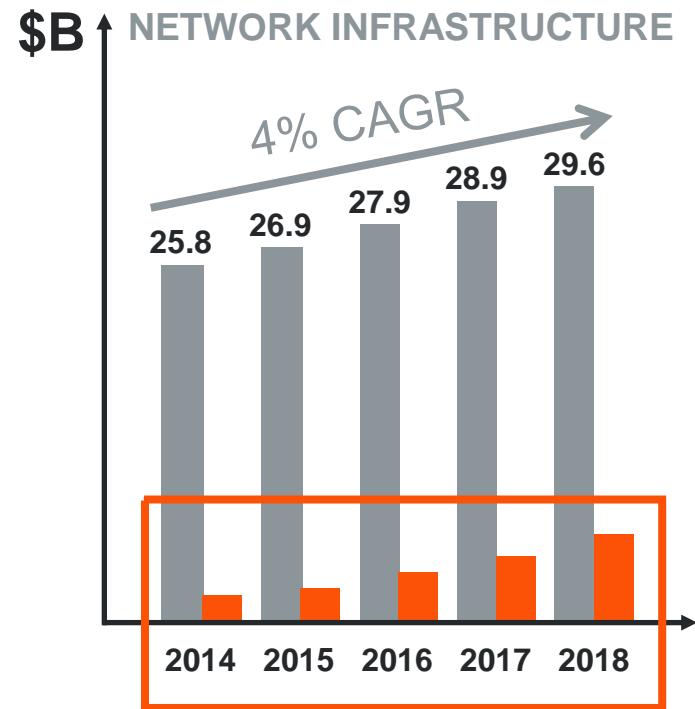
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The Network Traffic Visibility Market

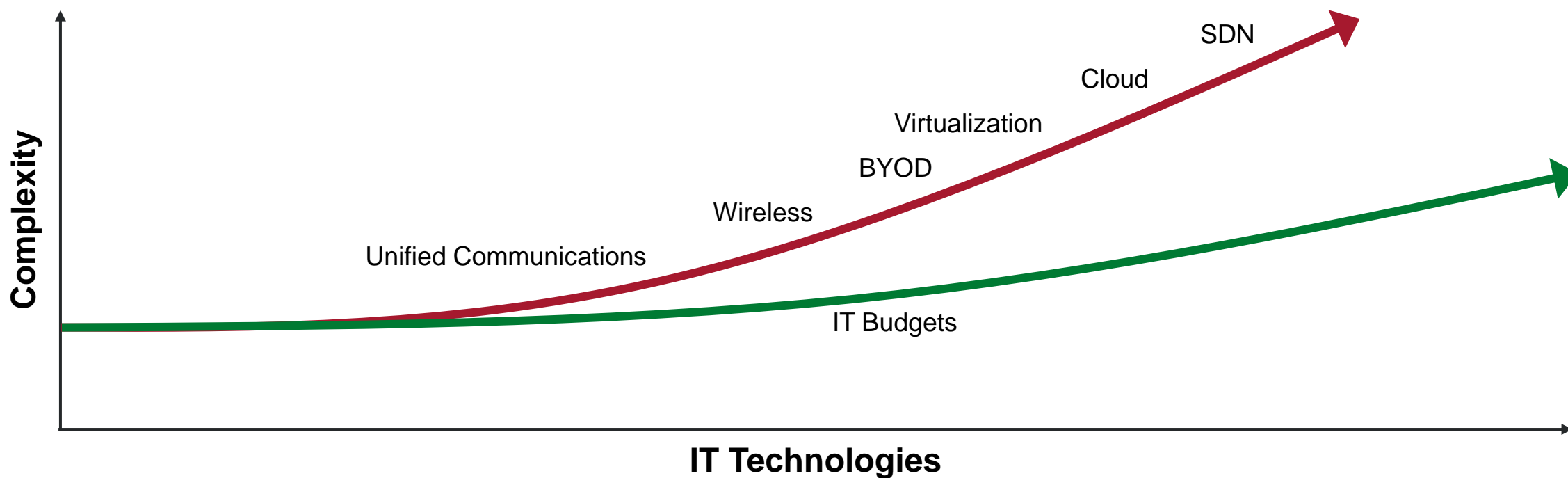
GROWING AT 6X THE RATE OF THE NETWORK INFRASTRUCTURE MARKET



Source: "Worldwide Enterprise Network Infrastructure Revenue by Technology", Layer 2-3 Switch, 4-7 Switch, Routers, IDC, 2014

Source: "Network Visibility & Monitoring", 451 Research, July 2014

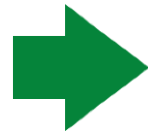
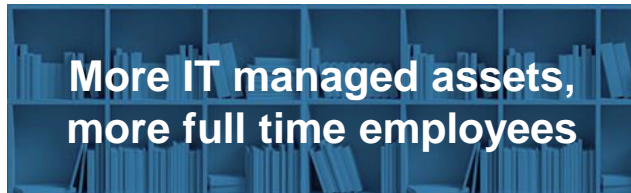
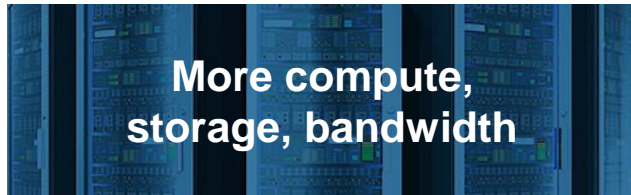
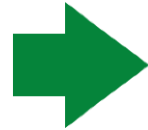
IT Budgets Not Keeping Up with Complexity



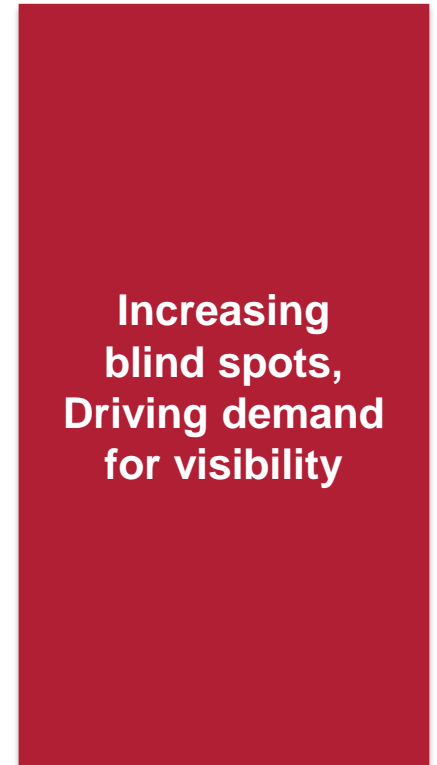
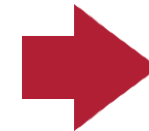
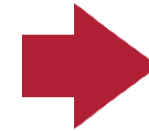
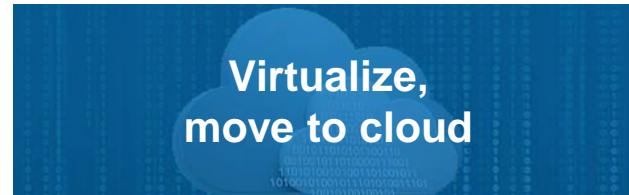
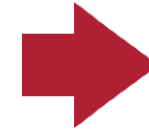
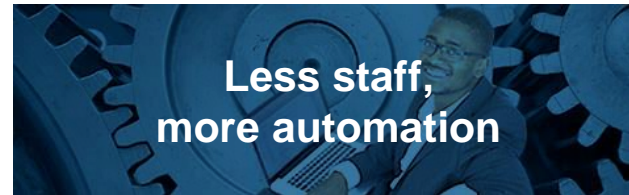
IT Is Being Forced To Transform Itself

IT Transformation

Old Approach



New Approach



IT Transformation is Creating Challenges

37%

of network downtime is
due to human error

90%

of mean time to resolution
is in identifying the problem

83%

of a companies network budget
is used to “keep the lights on”

75%

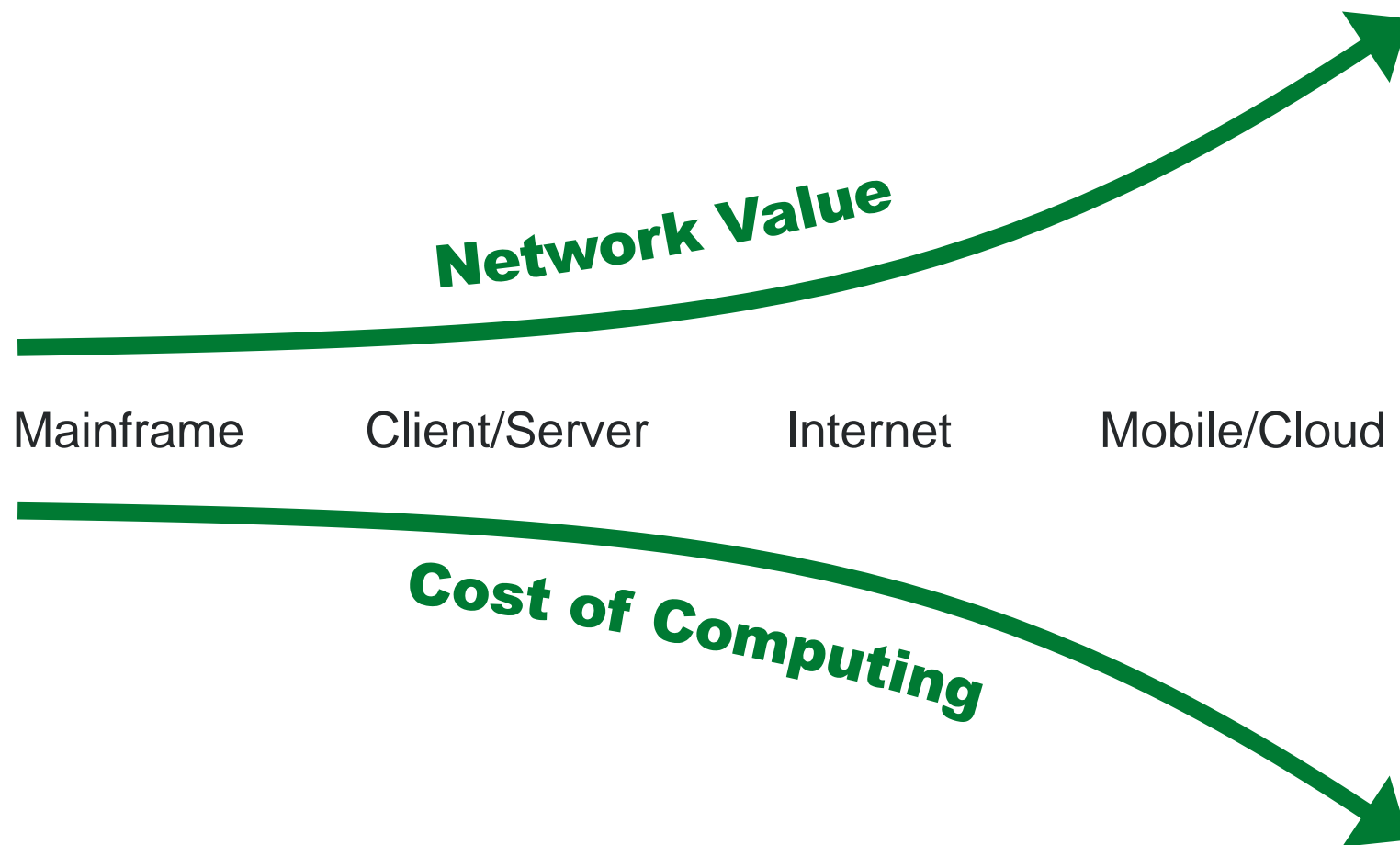
of problems are identified by end users,
not through the IT department

You cannot manage what you cannot see

Source: 2013 ZK Research, A division of Kerravala Consulting

Network Traffic is Key for End-to-End Visibility

- The network bridges physical, virtual and cloud infrastructure
- The network is becoming the primary medium for real-time, end-to-end visibility



Source: ZK Research, A division of Kerravala Consulting

The Growing Spectrum for Visibility Solutions

Tools Infrastructure



MOBILITY

- ✓ Users
- ✓ Devices
- ✓ Applications

CONSUMERIZATION

- ✓ Mobile Applications
- ✓ Mobile Workers
- ✓ Internet of Things

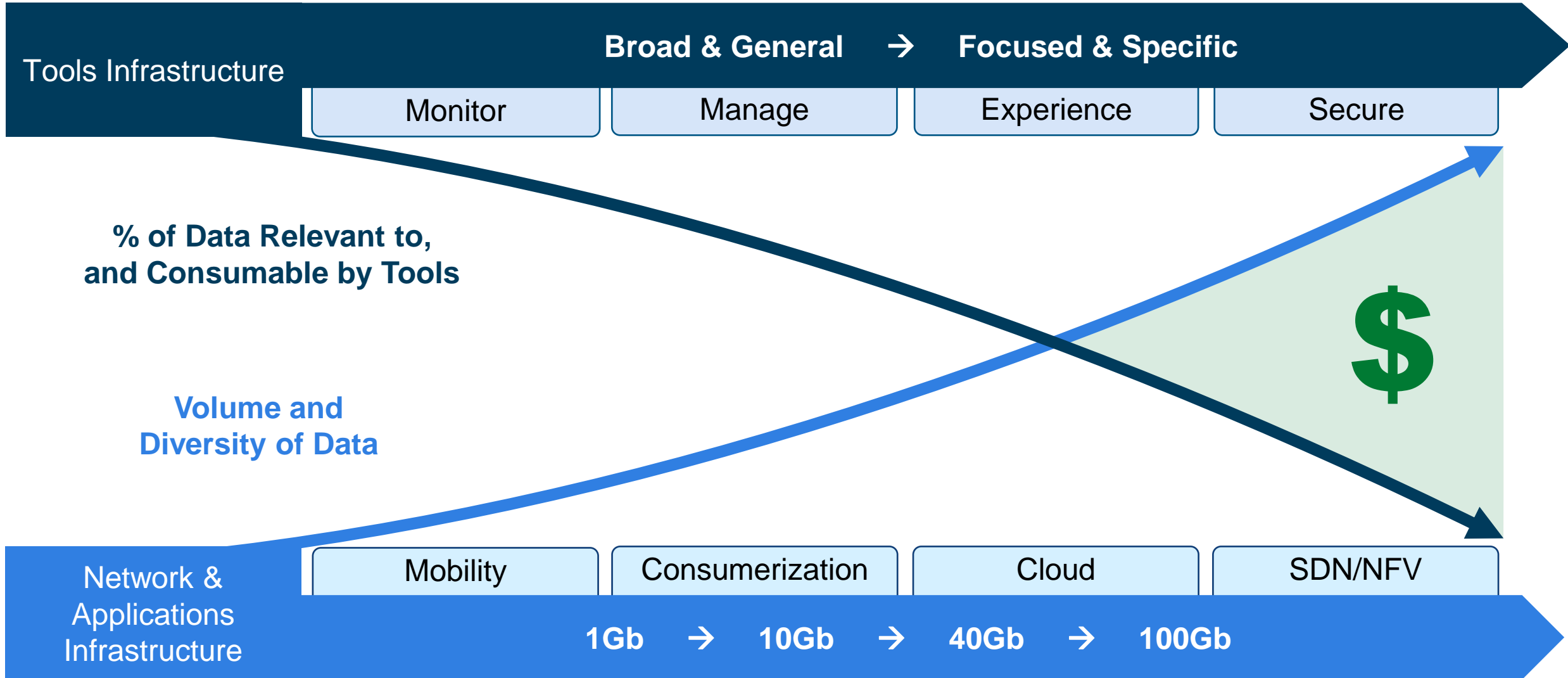
CLOUD

- ✓ Subscriber
- ✓ Consumer
- ✓ Provider

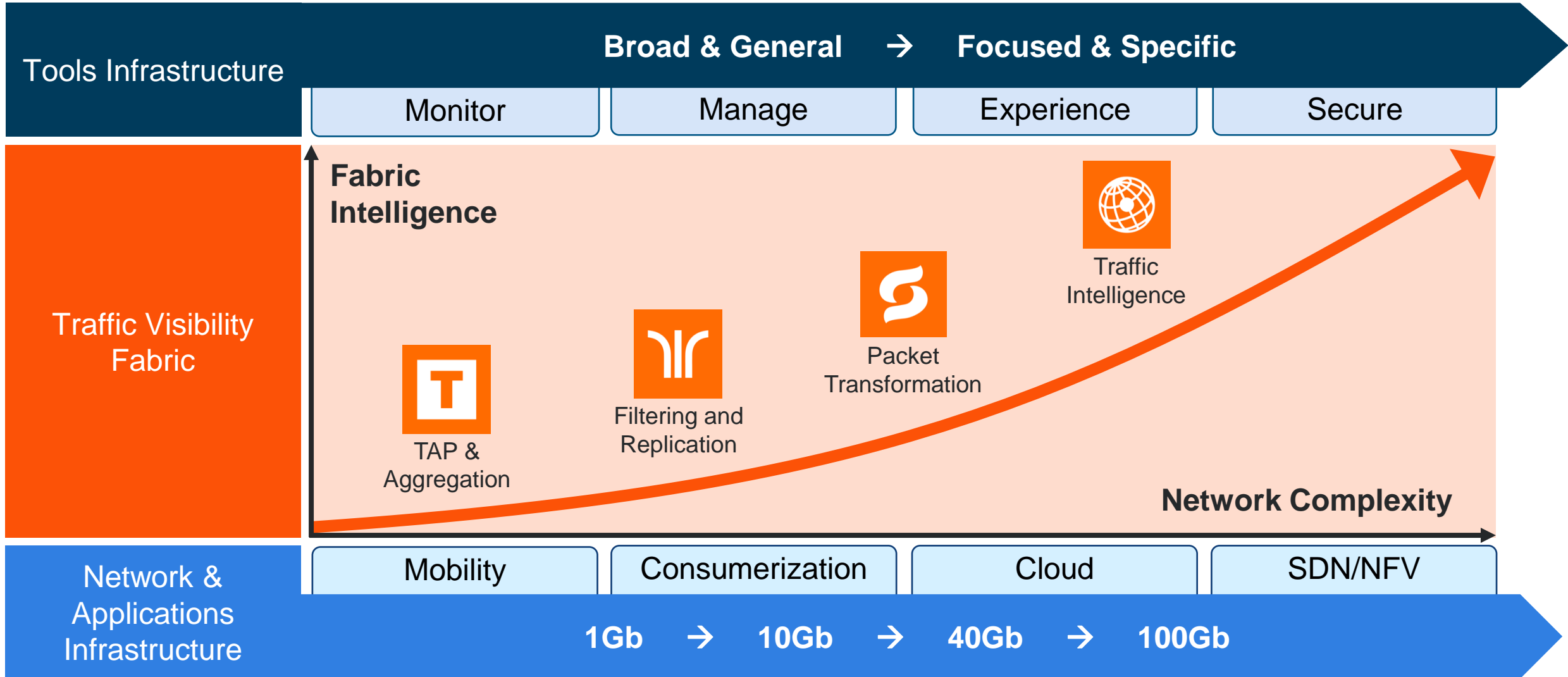


Network & Applications Infrastructure

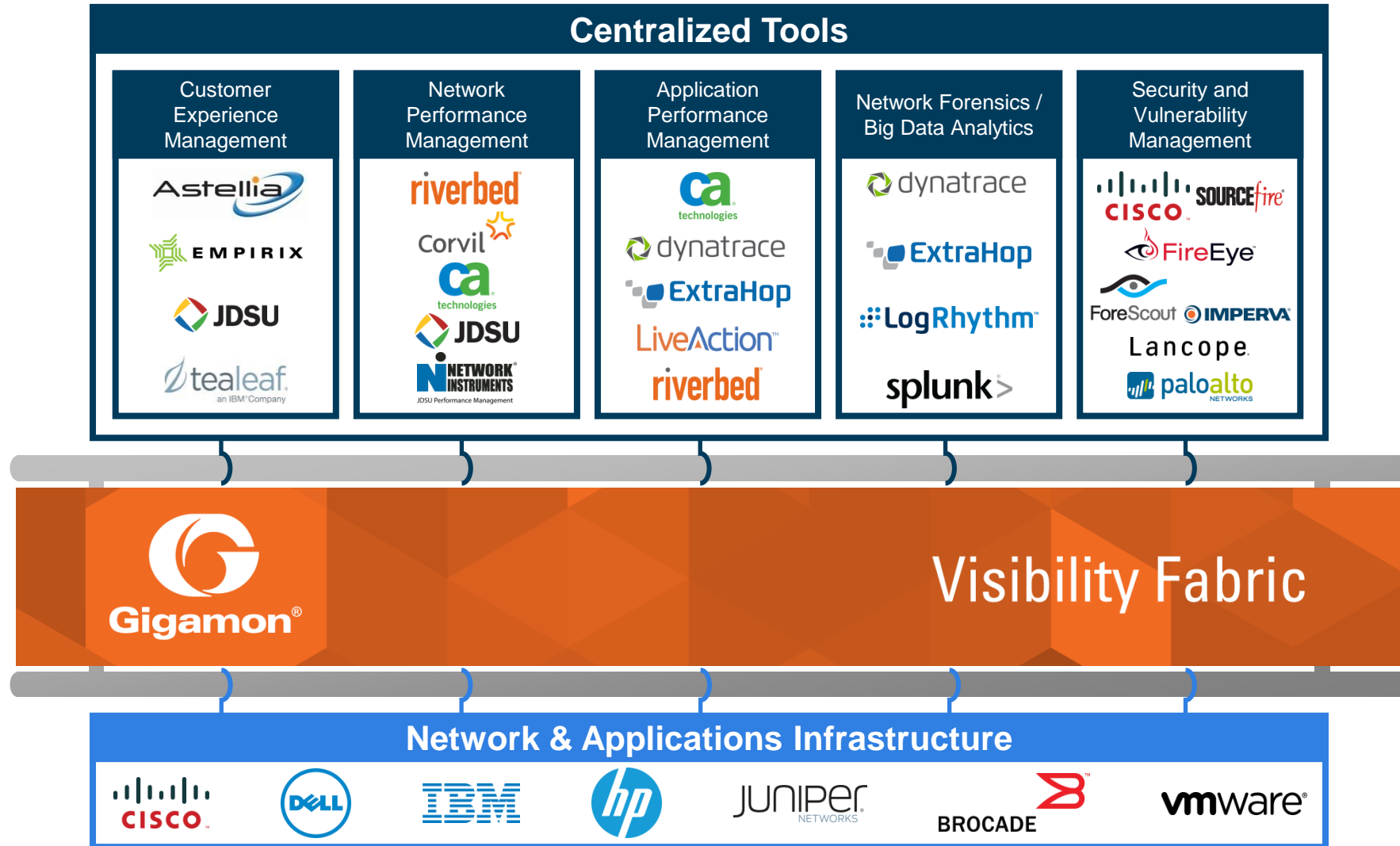
Closing the Gap with Traffic Intelligence




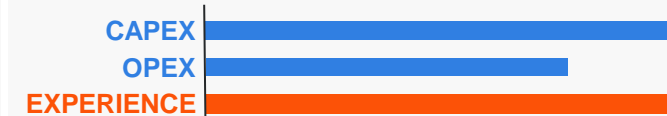

Closing the Gap with Traffic Intelligence



Overcoming Tool Proliferation: The 'Unified Tool Rail'


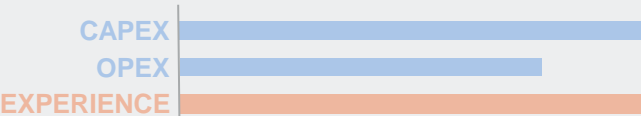
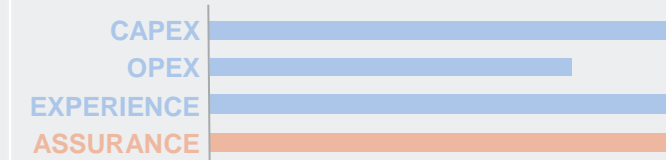


Our Customer Journey - 'Seed & Grow'

Themes	Visibility Enables Consolidation & Optimization	Visibility Delivers Enhanced Experience	Visibility Assures Security & Compliance
Pain Point/ Value	Cost, Network & Tool Efficiency, Traffic Productivity	Customer Experience, Issue Identification & Resolution	Risk Management: Security, Compliance, Privacy, Data Integrity
Business Value			
Gigamon Solutions	Visibility Fabric: Physical & Virtual Nodes	Visibility Platform	Security Delivery Architecture
Best Practices	Ability to Manage Fabric Clusters	Ability to Tie IT Teams Together	Active Visibility for 'Zero Trust' Security Model

Stages of Customer Adoption and Maturity

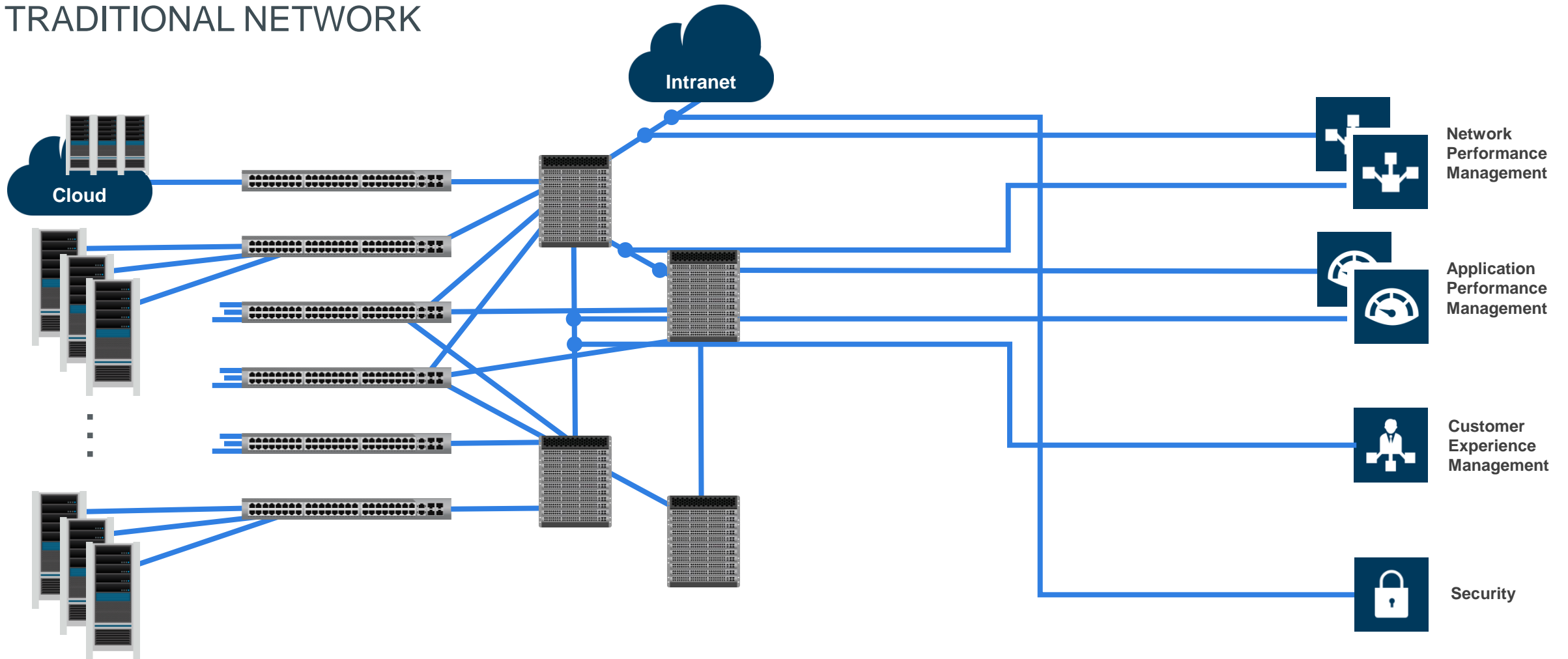
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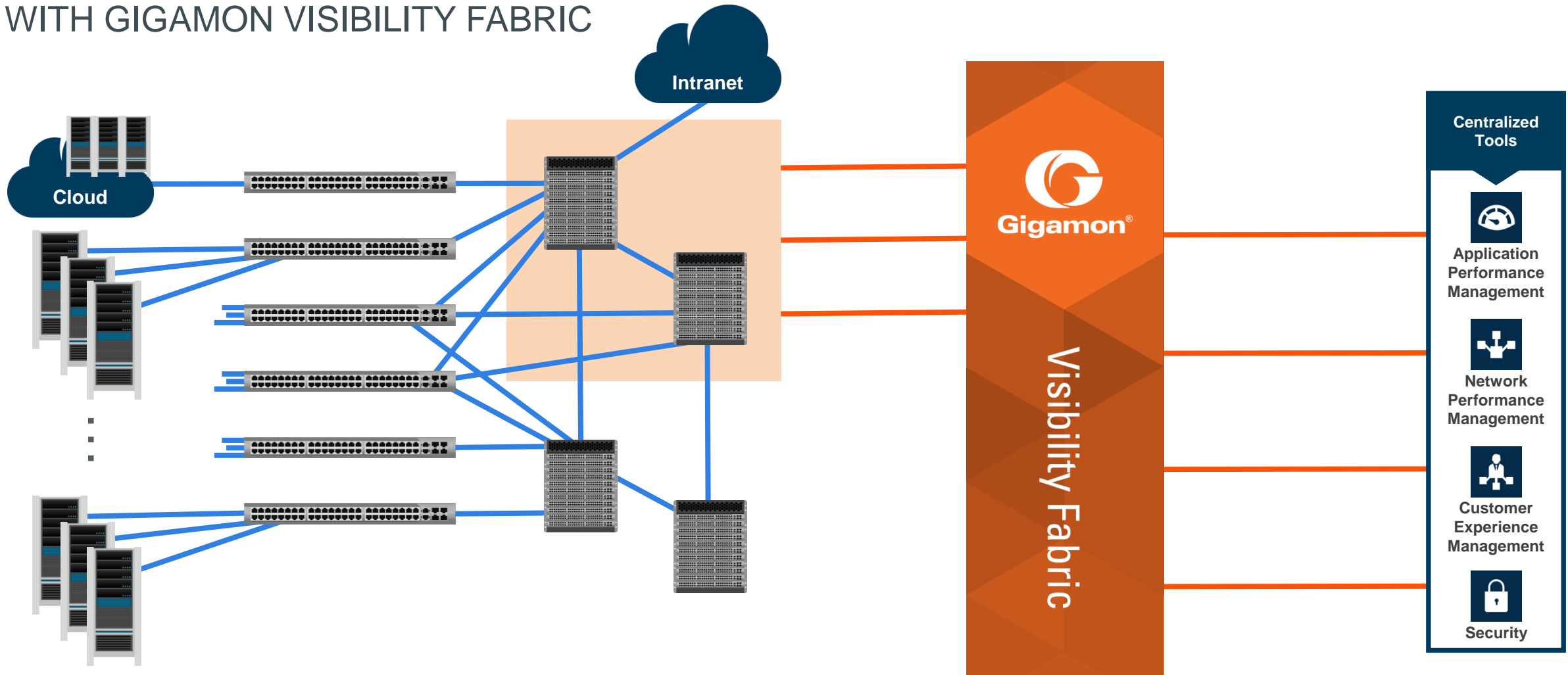
Visibility Enables Consolidation & Optimization

TRADITIONAL NETWORK

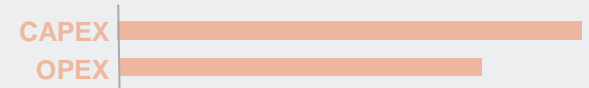
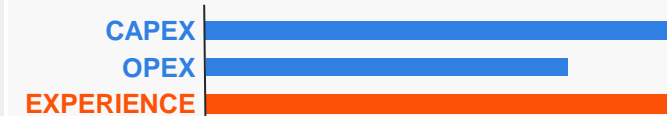
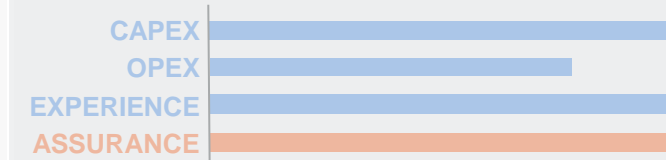


Visibility Enables Consolidation & Optimization

WITH GIGAMON VISIBILITY FABRIC



Our Customer Journey - 'Seed & Grow'

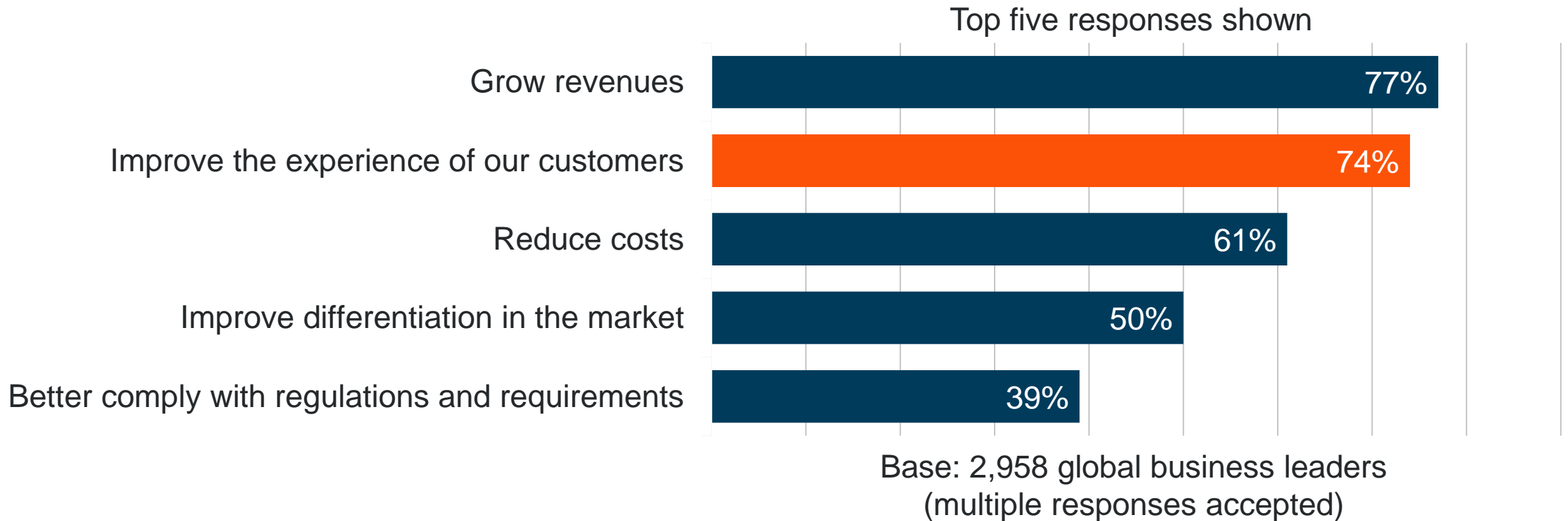
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Stages of Customer Adoption and Maturity

Customer Experience Management: A Business Imperative

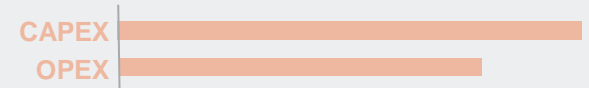
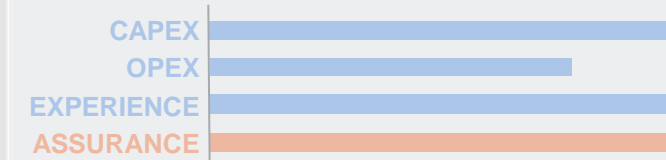


“Which of the following initiatives are likely to be your organization’s top business priorities over the next 12 months?” (High or critical priority)



Source: 2014 Forrester: The CIO’s blueprint for strategy in the age of the customer

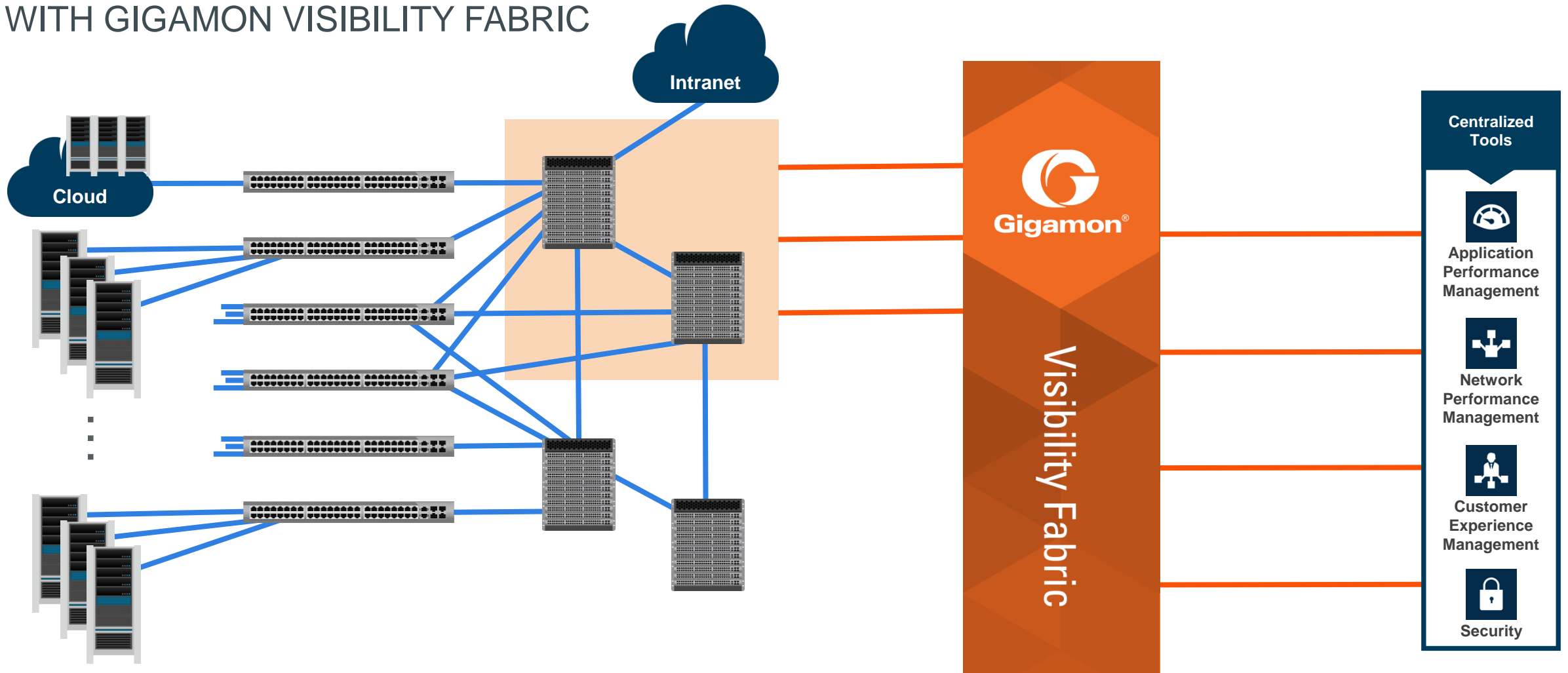
Our Customer Journey - 'Seed & Grow'

Themes	Visibility Enables Consolidation & Optimization	Visibility Delivers Enhanced Experience	Visibility Assures Security & Compliance
Pain Point/ Value	Cost, Network & Tool Efficiency, Traffic Productivity	+	+
Business Value		<ul style="list-style-type: none"> • End-to-End Visibility: application to end user • Growing variety of applications • Cloud based delivery of applications • Visibility with application (L7) based intelligence 	
Gigamon Solutions	Visibility Fabric: Physical & Virtual Nodes		Security Delivery Architecture
Best Practices	Ability to Manage Fabric Clusters		Active Visibility for 'Zero Trust' Security Model

Stages of Customer Adoption and Maturity

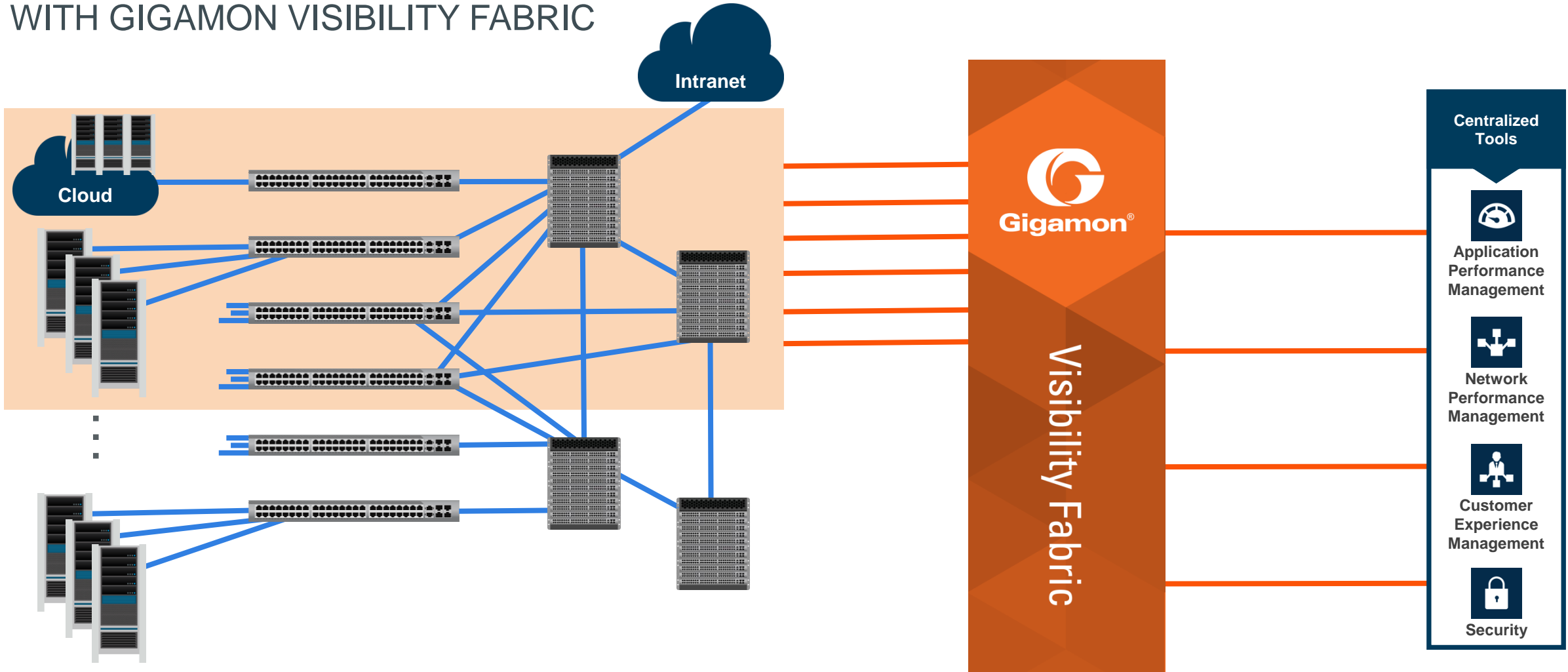
Visibility Enables Consolidation & Optimization

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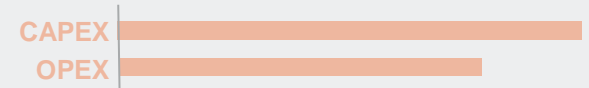
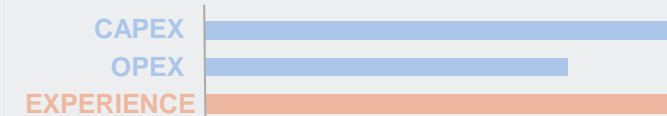



End-to-End Visibility for Customer Experience

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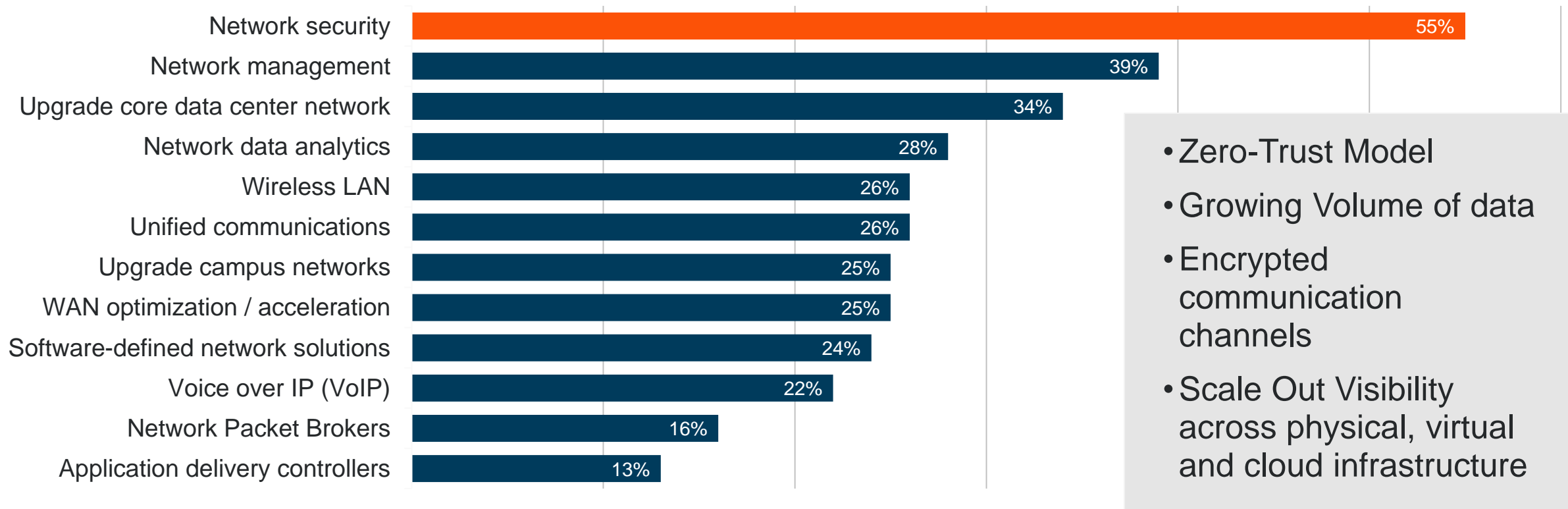
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Stages of Customer Adoption and Maturity

Security Is Critical; Visibility is a 'Must Have'.

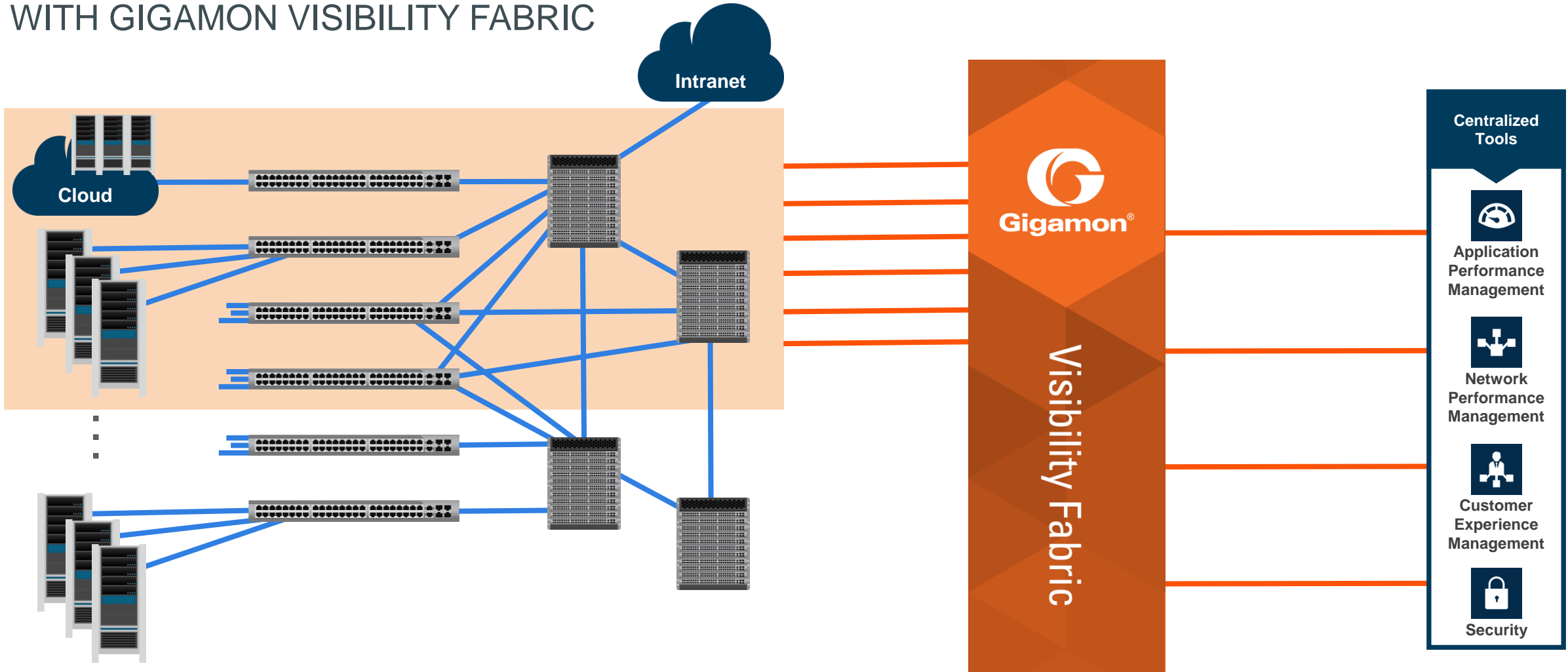
We would like to learn a bit more about your specific spending plans for network infrastructure in 2015. In which of the following areas will your organization make the most significant investments over the next 12 months? (Percent of respondents, N=323, five responses accepted)



Source: ESG Research Report, Network Security Trends in the Era of Cloud and Mobile Computing, July 2014

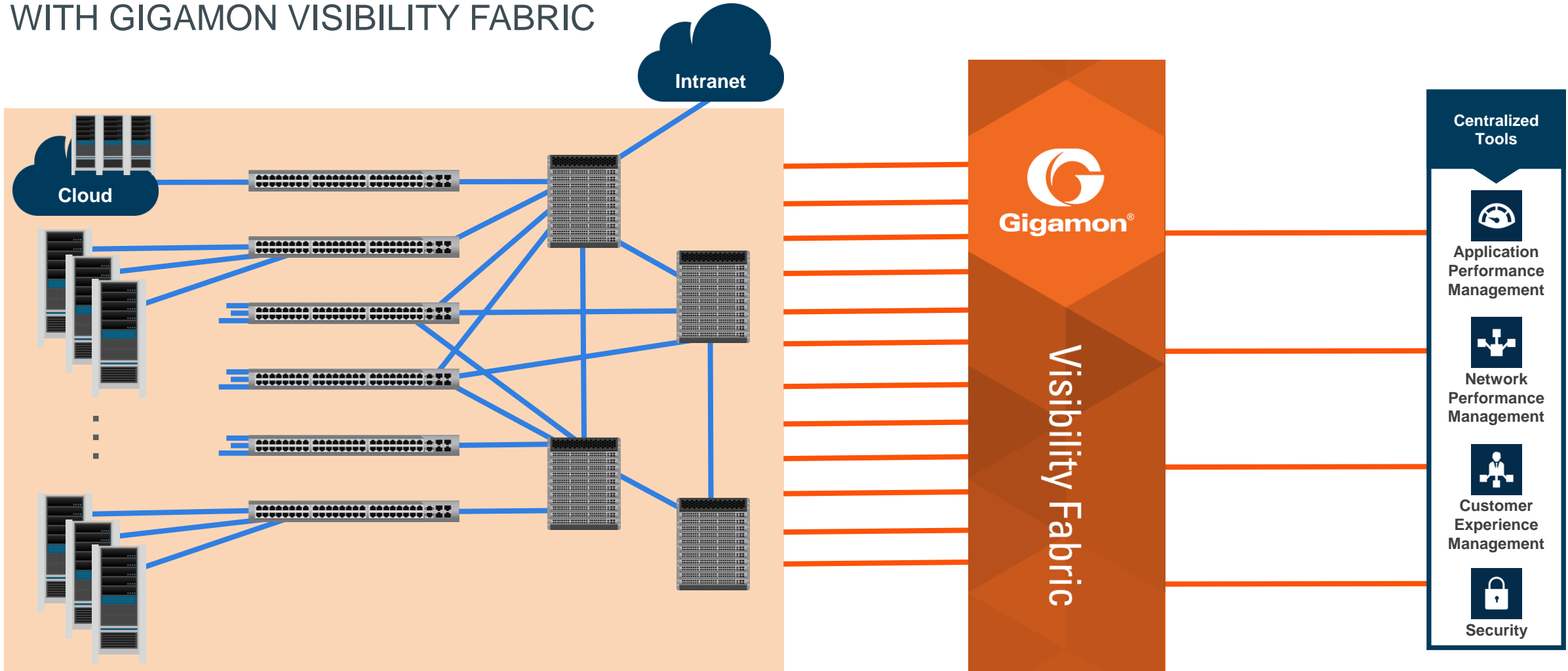
End-to-End Visibility for Customer Experience

WITH GIGAMON VISIBILITY FABRIC

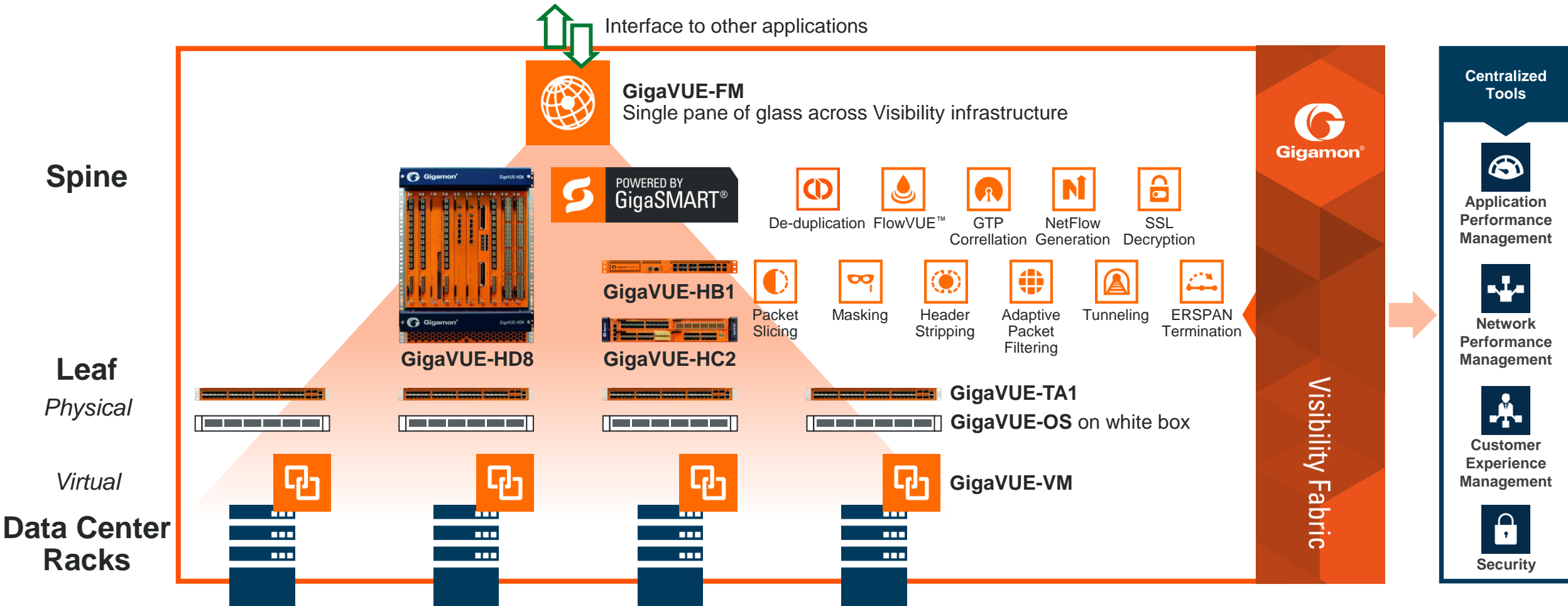


Pervasive Visibility for Security

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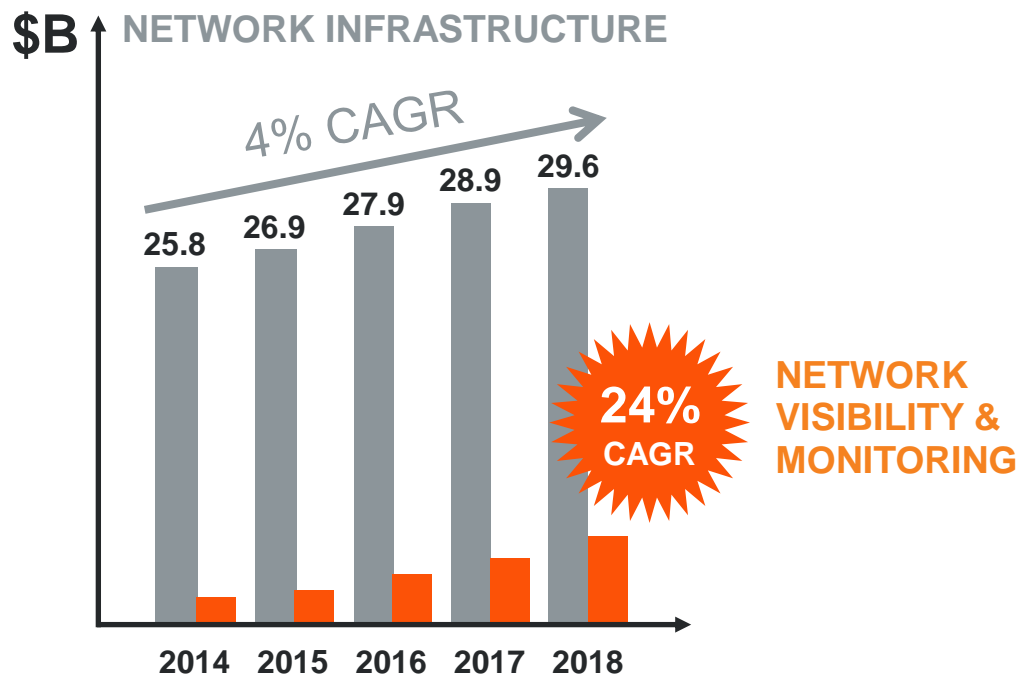


The Market Leading Visibility Fabric



The Network Traffic Visibility Market

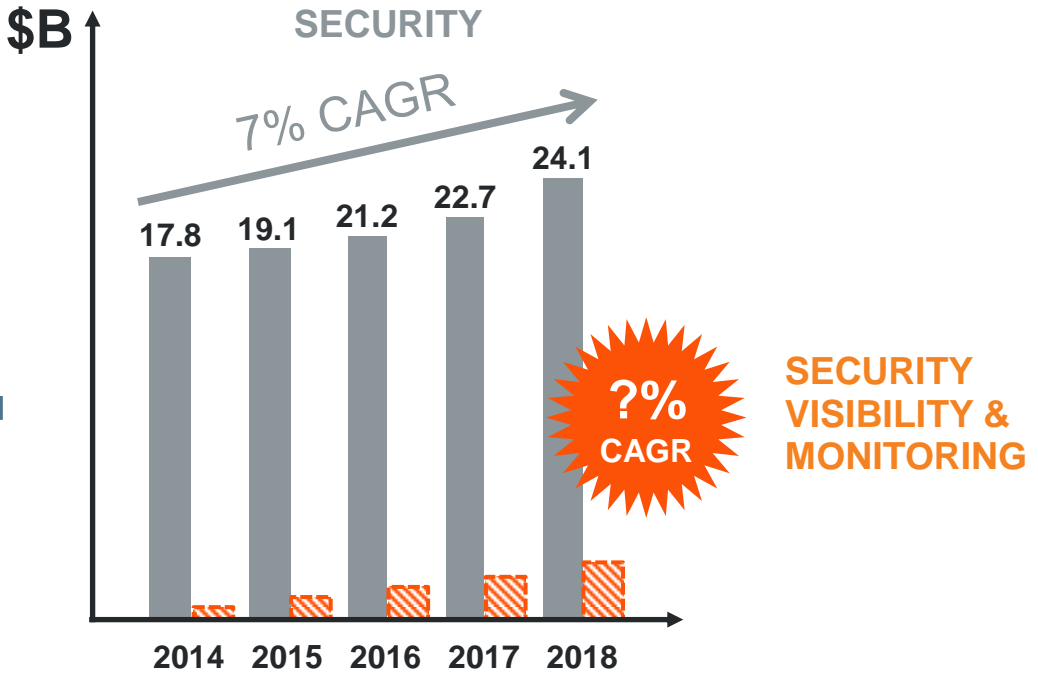
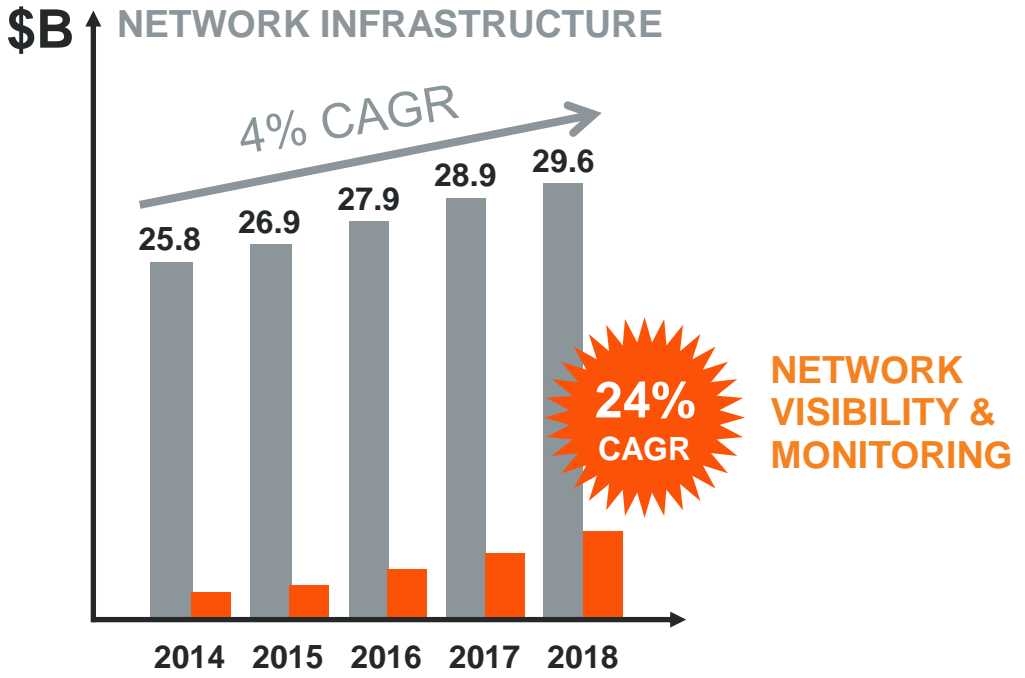
EXPANDING THE TAM BY GROWING ADJACENT MARKETS



Source: "Worldwide Enterprise Network Infrastructure Revenue by Technology", Layer 2-3 Switch, 4-7 Switch, Routers, IDC, 2014
 Source: "Network Visibility & Monitoring", 451 Research, July 2014

The Network Traffic Visibility Market

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Source: "Worldwide Enterprise Network Infrastructure Revenue by Technology", Layer 2-3 Switch, 4-7 Switch, Routers, IDC, 2014
 Source: "Network Visibility & Monitoring", 451 Research, July 2014

Source: "Worldwide Security Products Revenue by Segment", Network, Messaging, Web, SVM, IDC, 2012

Executive Summary

AN EXCITING TIME FOR THIS DISRUPTIVE MARKET

- IT Transformation is creating a growing need for visibility
- Access to real-time network traffic is the key to end-to-end visibility
- A gap in both performance and reach continues to exist between tools and the increasing volume of network traffic
- Visibility Fabrics address the gap; GIMO has the market leading solution
- New imperatives are increasing demand and value of Visibility Fabrics: Security and “User Experience Management”



Q & A

