



# GIMO Tech Talk

February 25, 2015



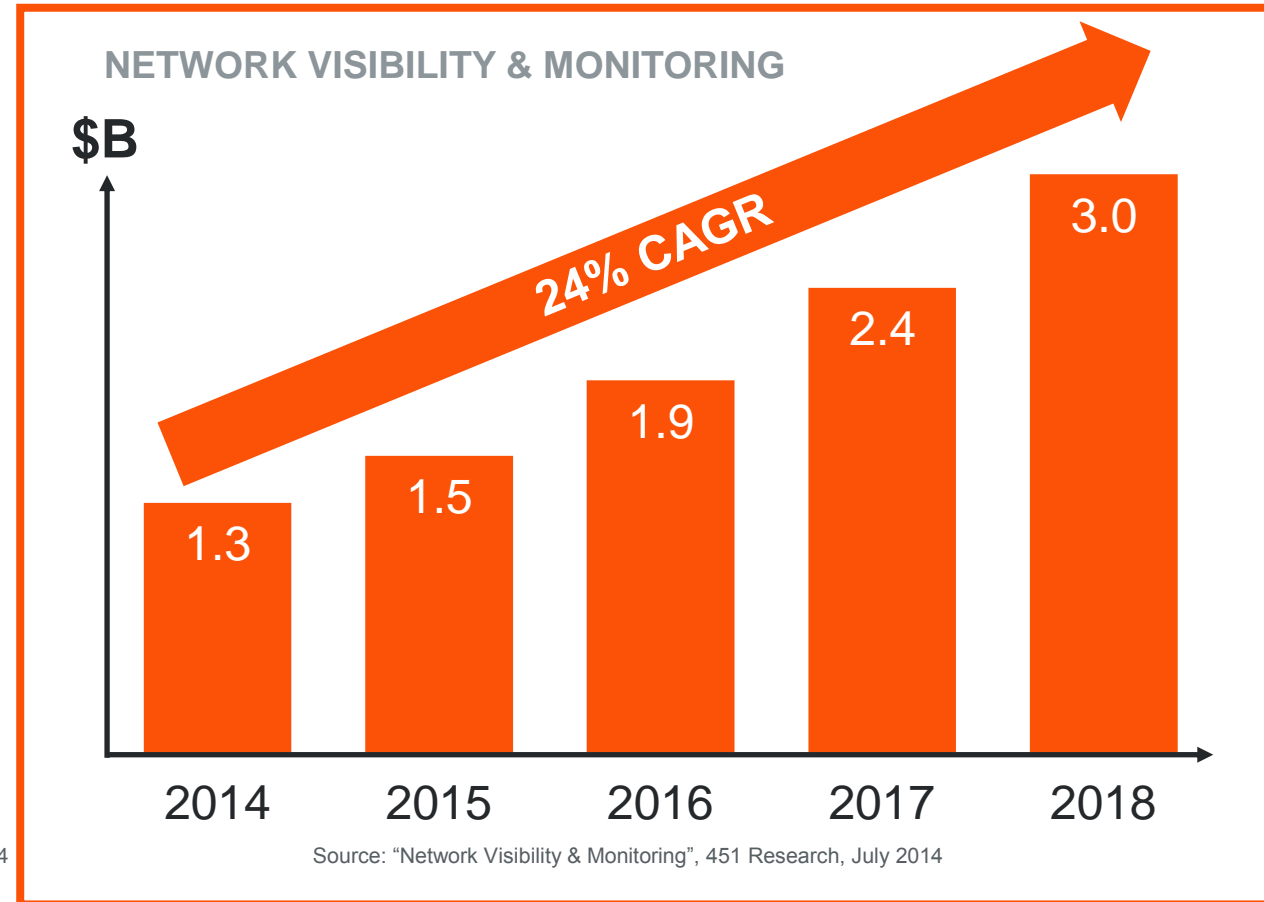
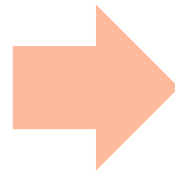
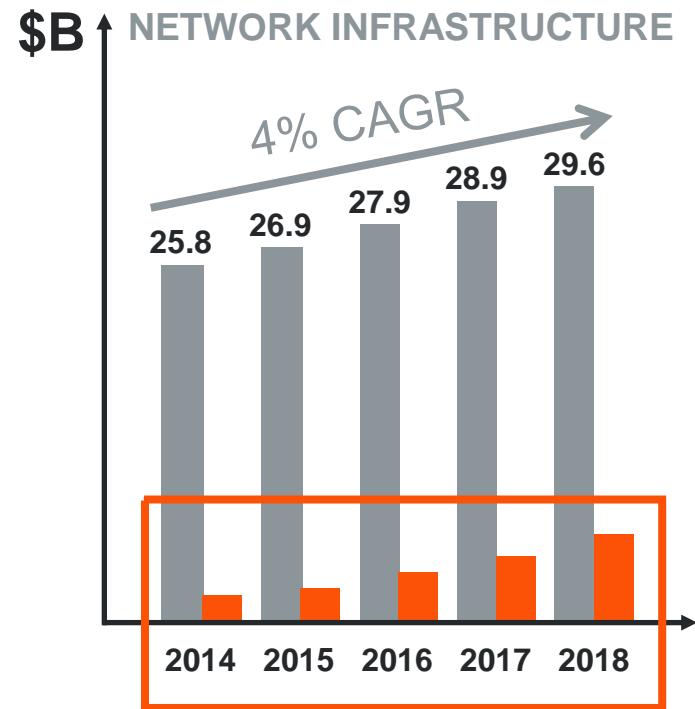
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# The Network Traffic Visibility Market

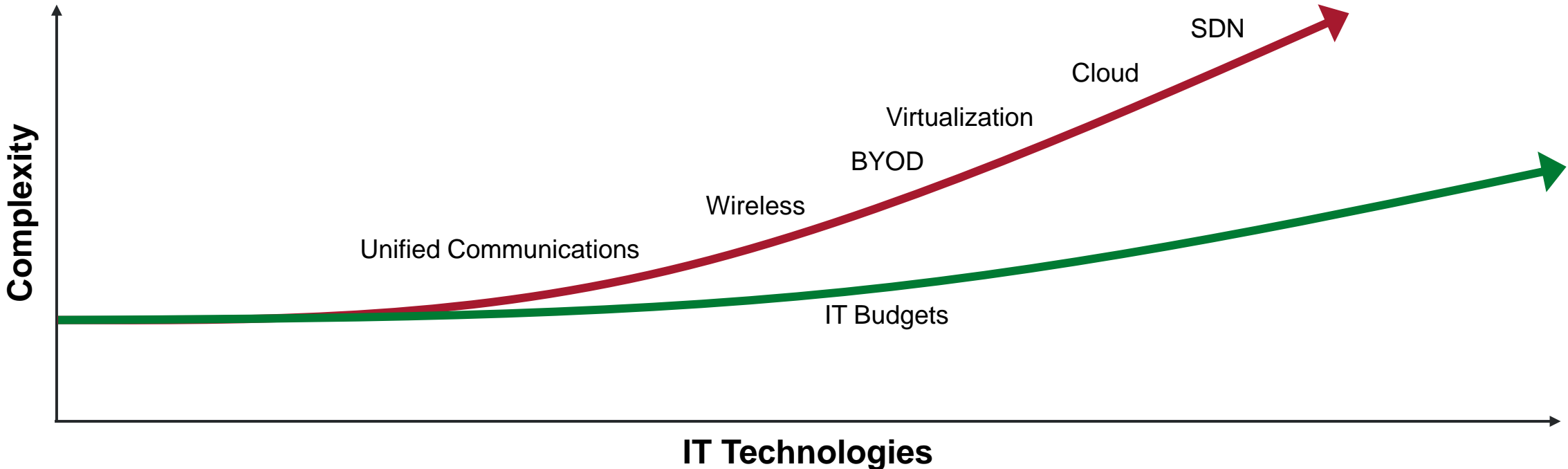
GROWING AT 6X THE RATE OF THE NETWORK INFRASTRUCTURE MARKET



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

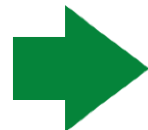
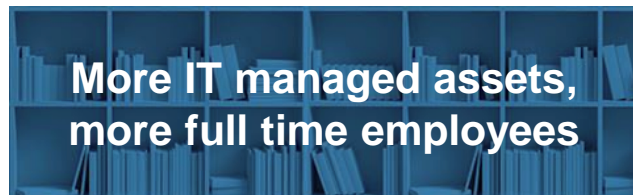
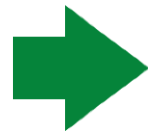
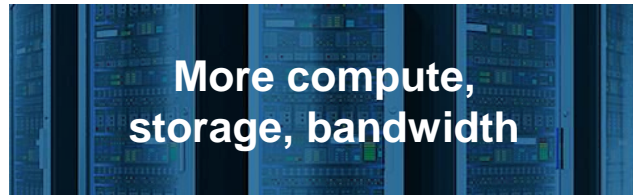
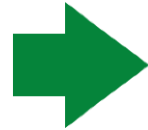
# IT Budgets Not Keeping Up with Complexity



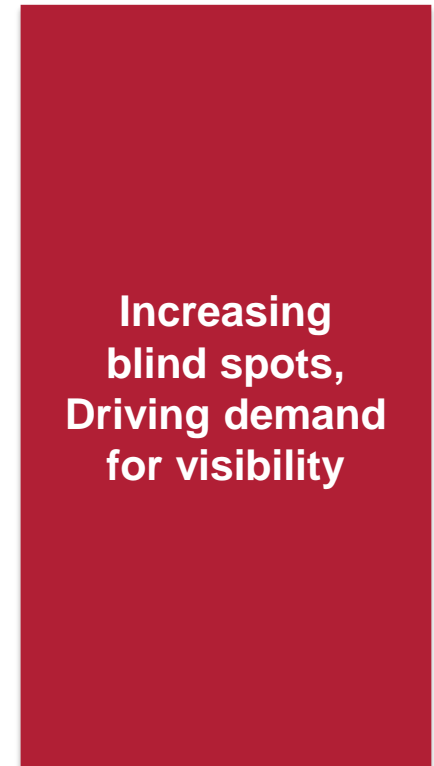
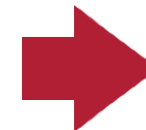
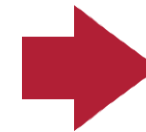
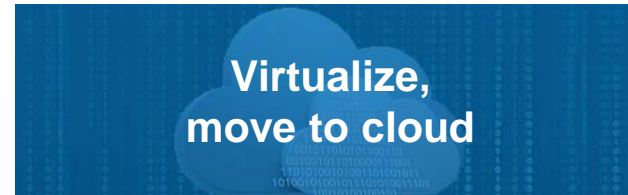
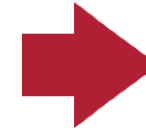
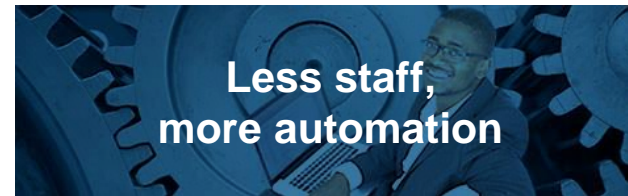
**IT Is Being Forced To Transform Itself**

# 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%**

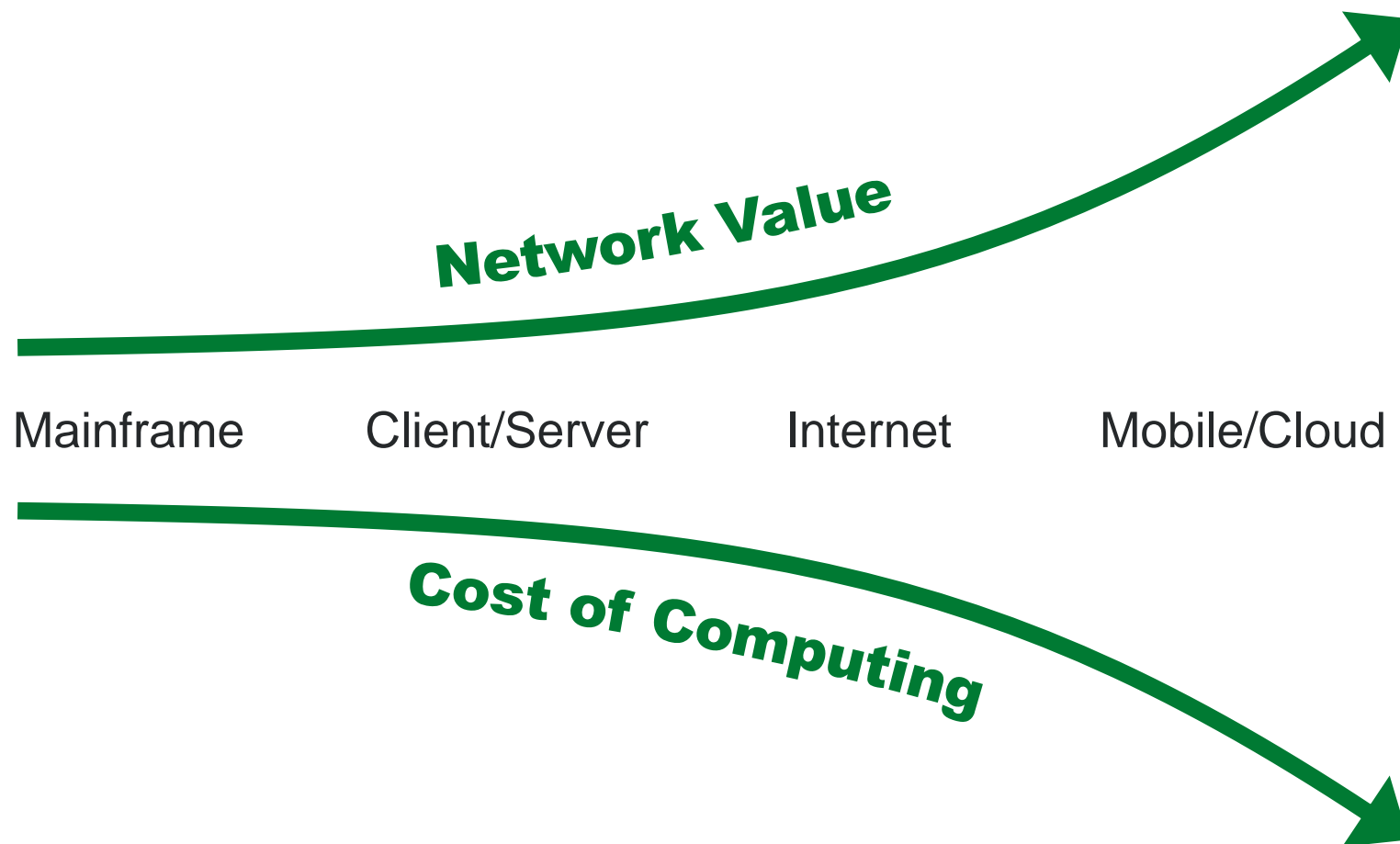
of problems are identified by end users,  
not through the IT department

**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

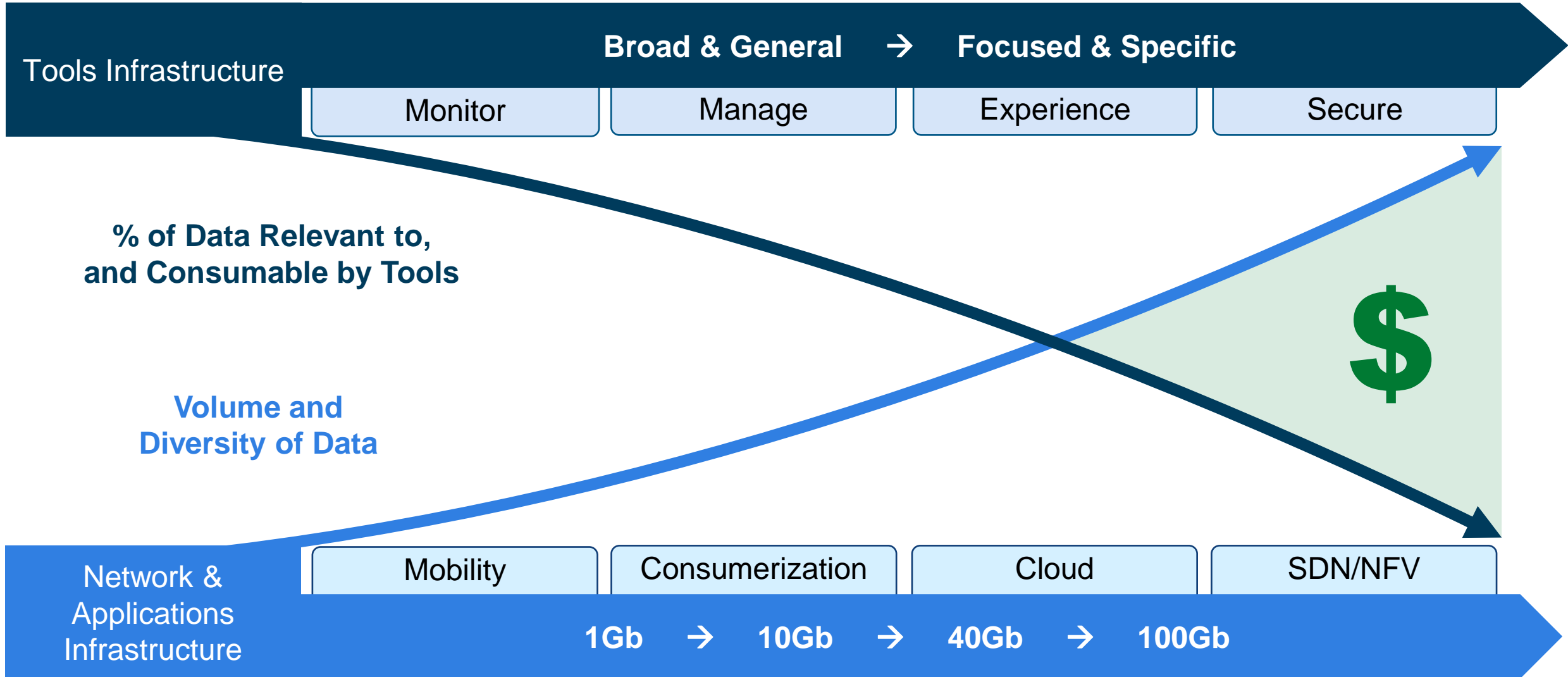
- ✓ Subscriber
- ✓ Consumer
- ✓ Provider



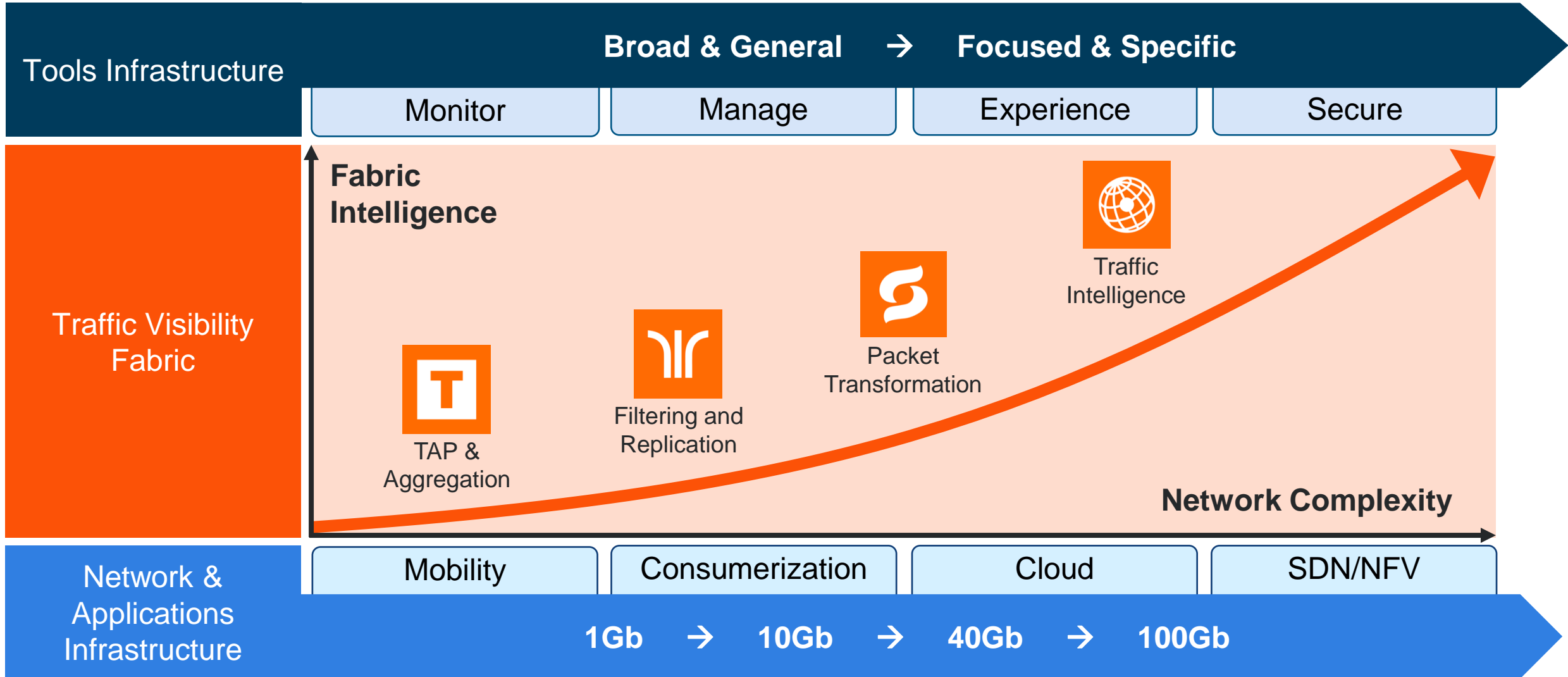
Network & Applications Infrastructure



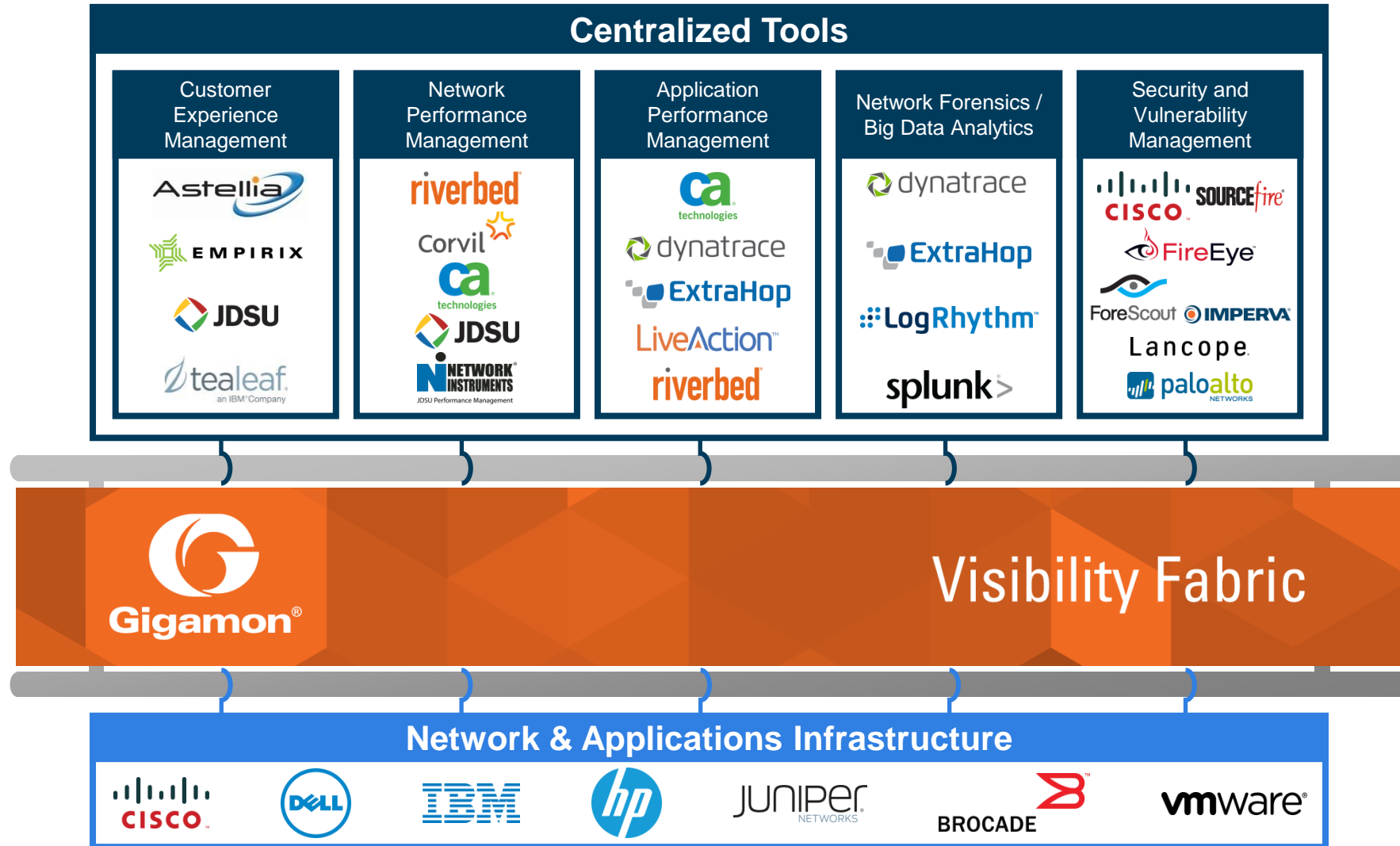
# Closing the Gap with Traffic Intelligence




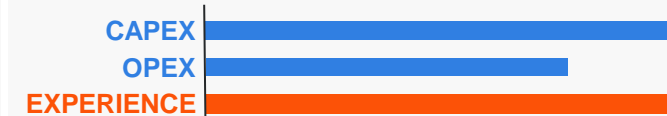

# Closing the Gap with Traffic Intelligence



# Overcoming Tool Proliferation: The 'Unified Tool Rail'


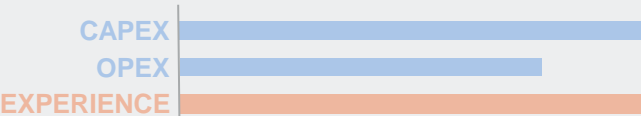
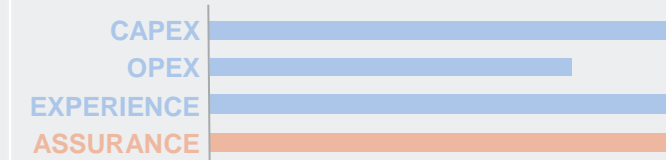


# Our Customer Journey - 'Seed & Grow'

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

## Stages of Customer Adoption and Maturity

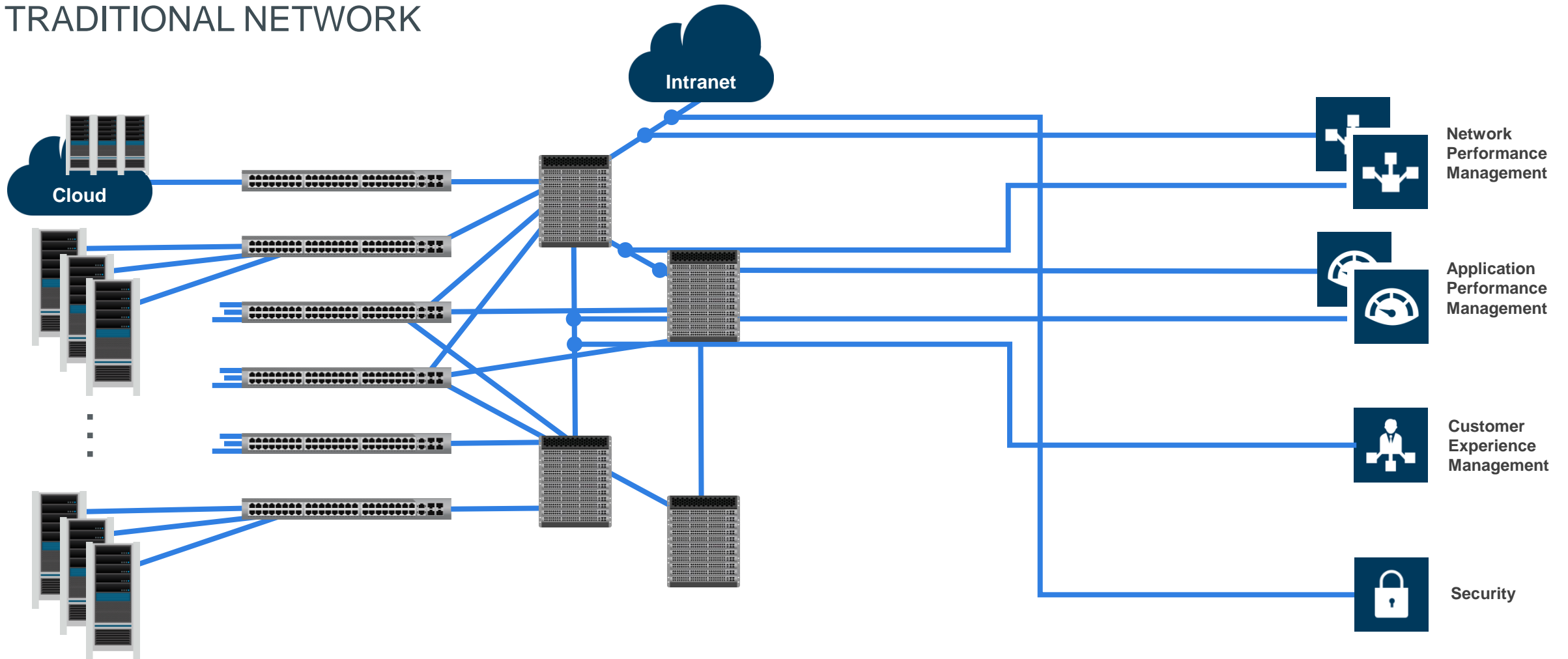
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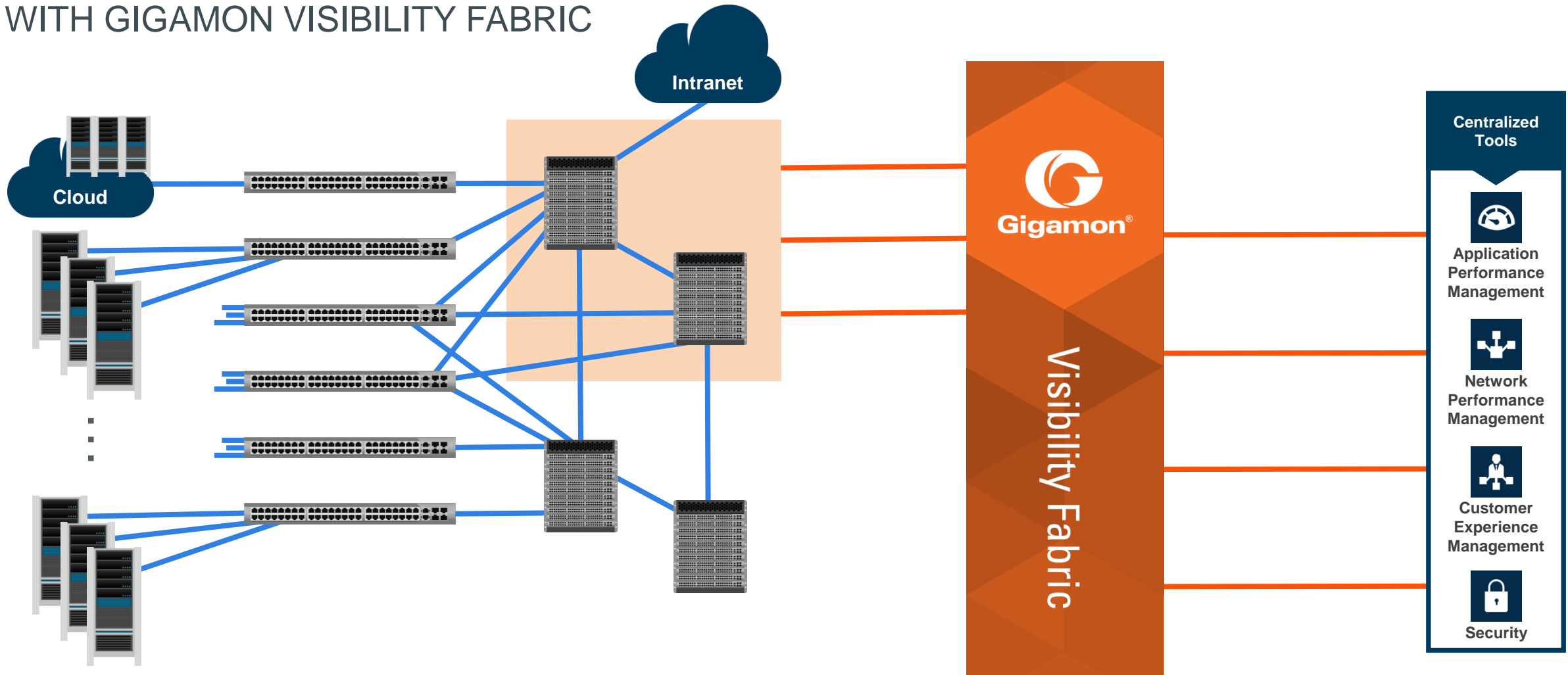
# Visibility Enables Consolidation & Optimization

## TRADITIONAL NETWORK

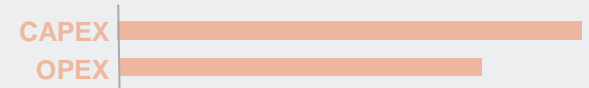
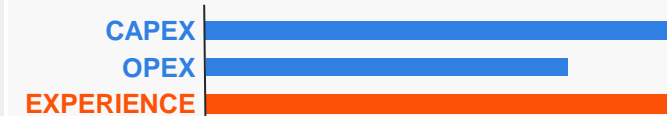
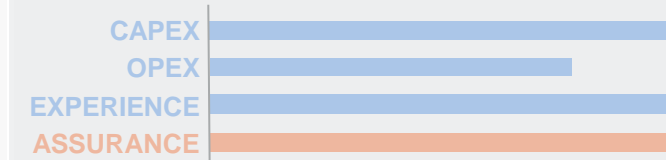


# Visibility Enables Consolidation & Optimization

WITH GIGAMON VISIBILITY FABRIC



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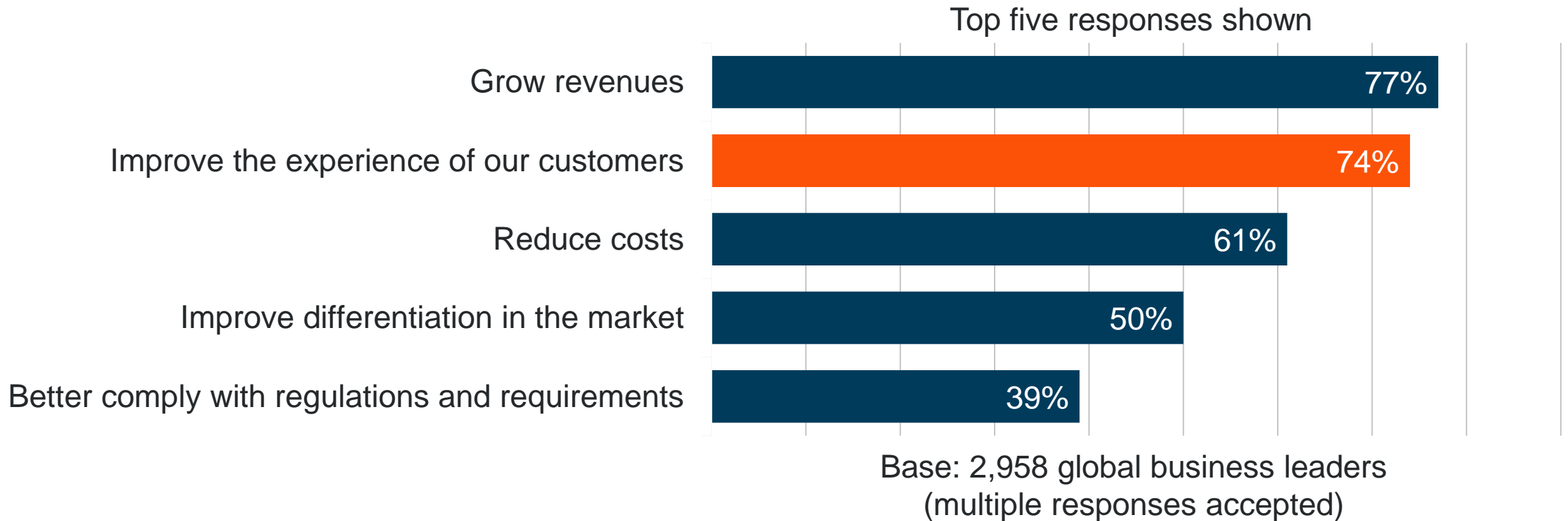
## Stages of Customer Adoption and Maturity



# Customer Experience Management: A Business Imperative

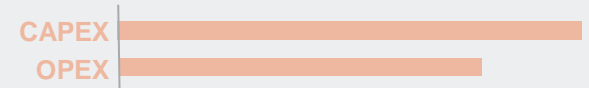
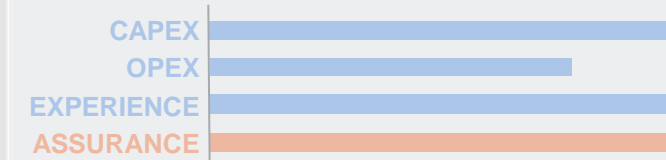
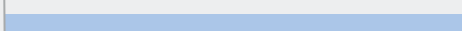
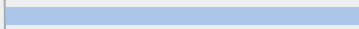
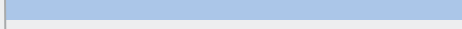
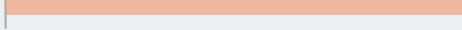


**“Which of the following initiatives are likely to be your organization’s top business priorities over the next 12 months?” (High or critical priority)**



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

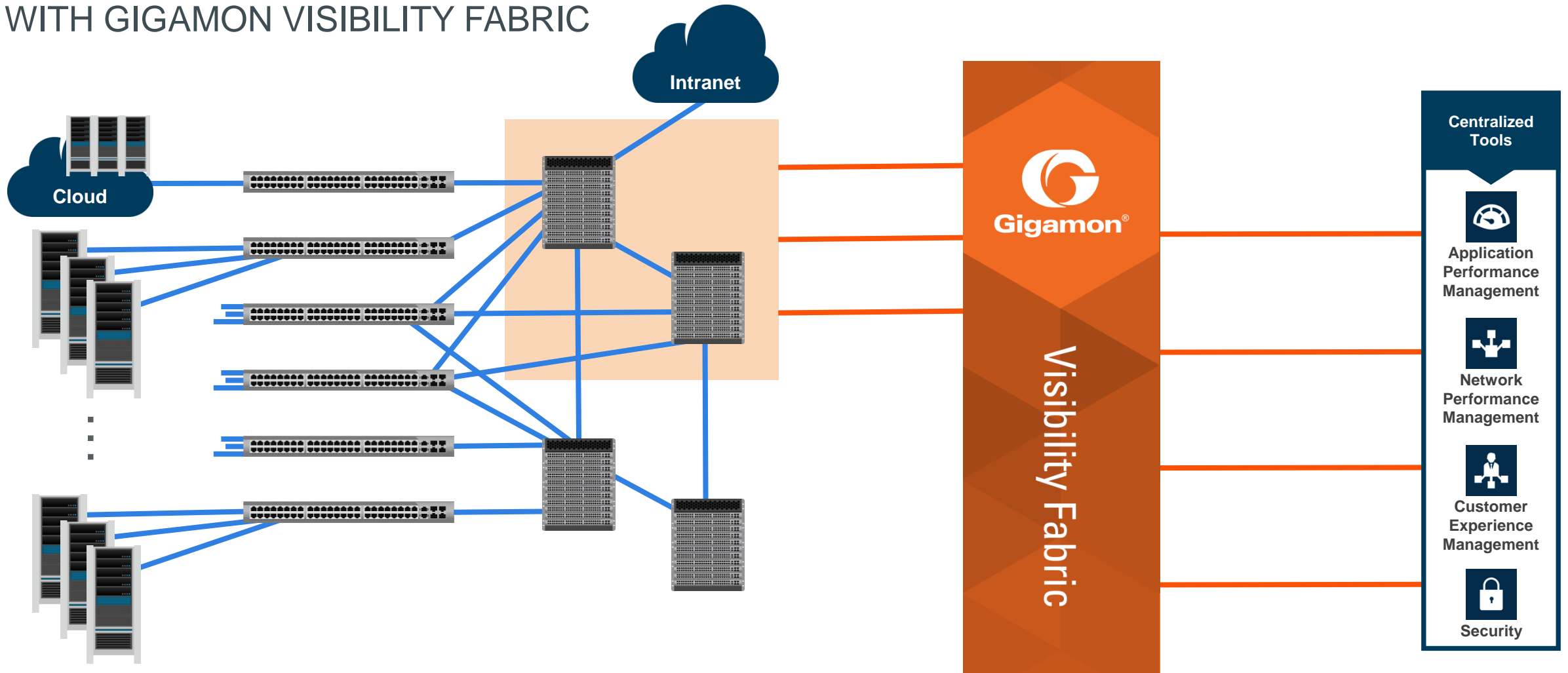
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|--------------------------|---|--|--|
| <b>Pain Point/ Value</b> | Cost, Network & Tool Efficiency, Traffic Productivity   | +  | • End-to-End Visibility: application to end user   |
| <b>Business Value</b>    | <p>CAPEX </p> <p>OPEX </p> | <ul style="list-style-type: none"> <li>• Growing variety of applications</li> <li>• Cloud based delivery of applications</li> <li>• Visibility with application (L7) based intelligence</li> </ul> | <p>+</p> <p>Risk Management: Security, Compliance, Privacy, Data Integrity</p> <p>CAPEX </p> <p>OPEX </p> <p>EXPERIENCE </p> <p>ASSURANCE </p> |
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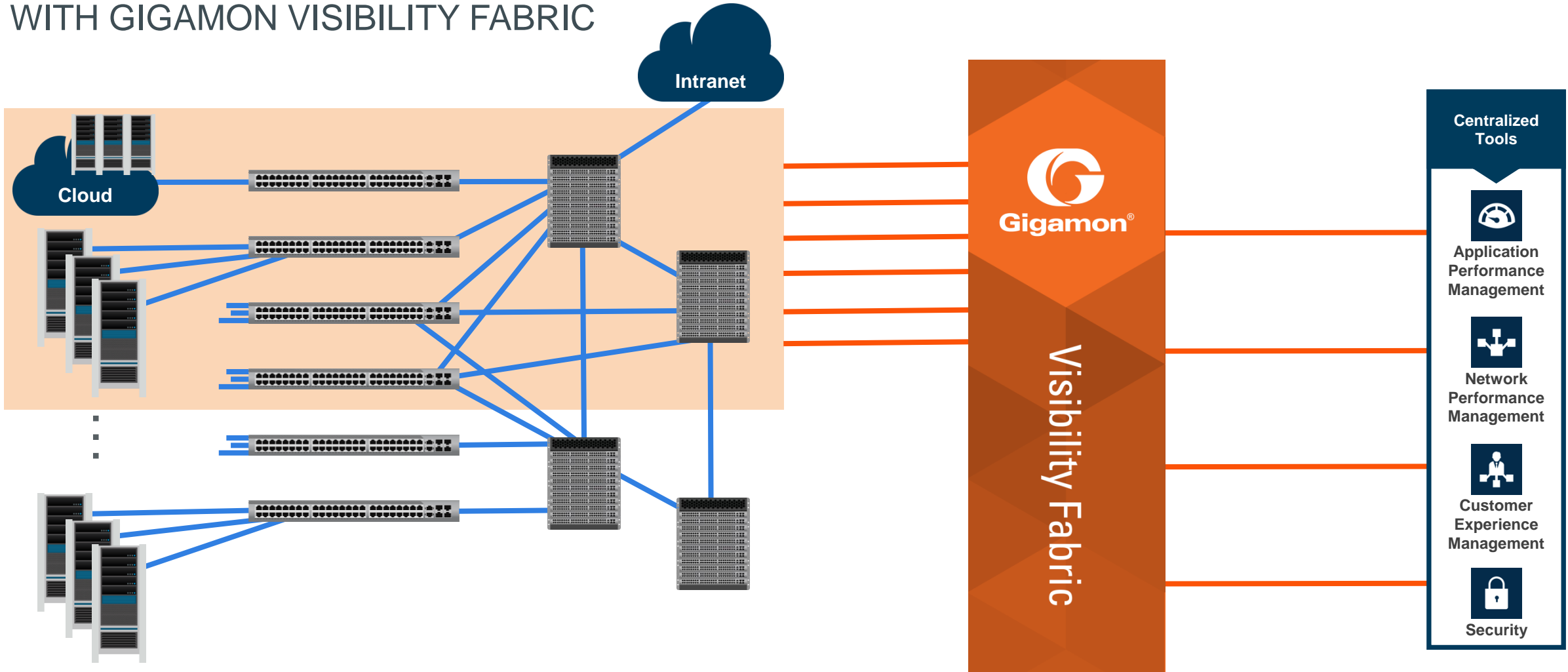
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WITH GIGAMON VISIBILITY FABRIC

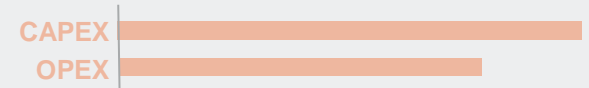
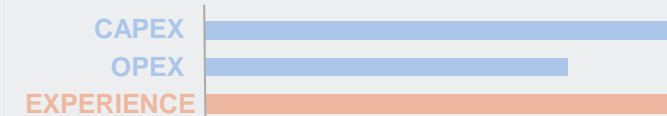



# End-to-End Visibility for Customer Experience

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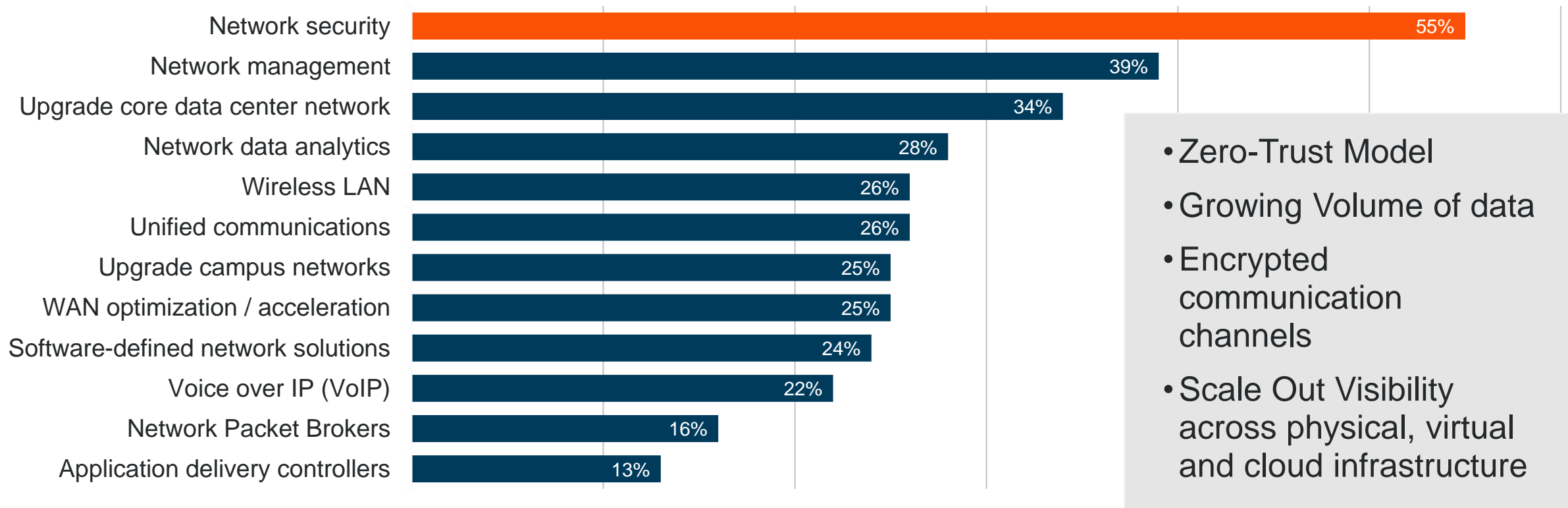
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## Stages of Customer Adoption and Maturity

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

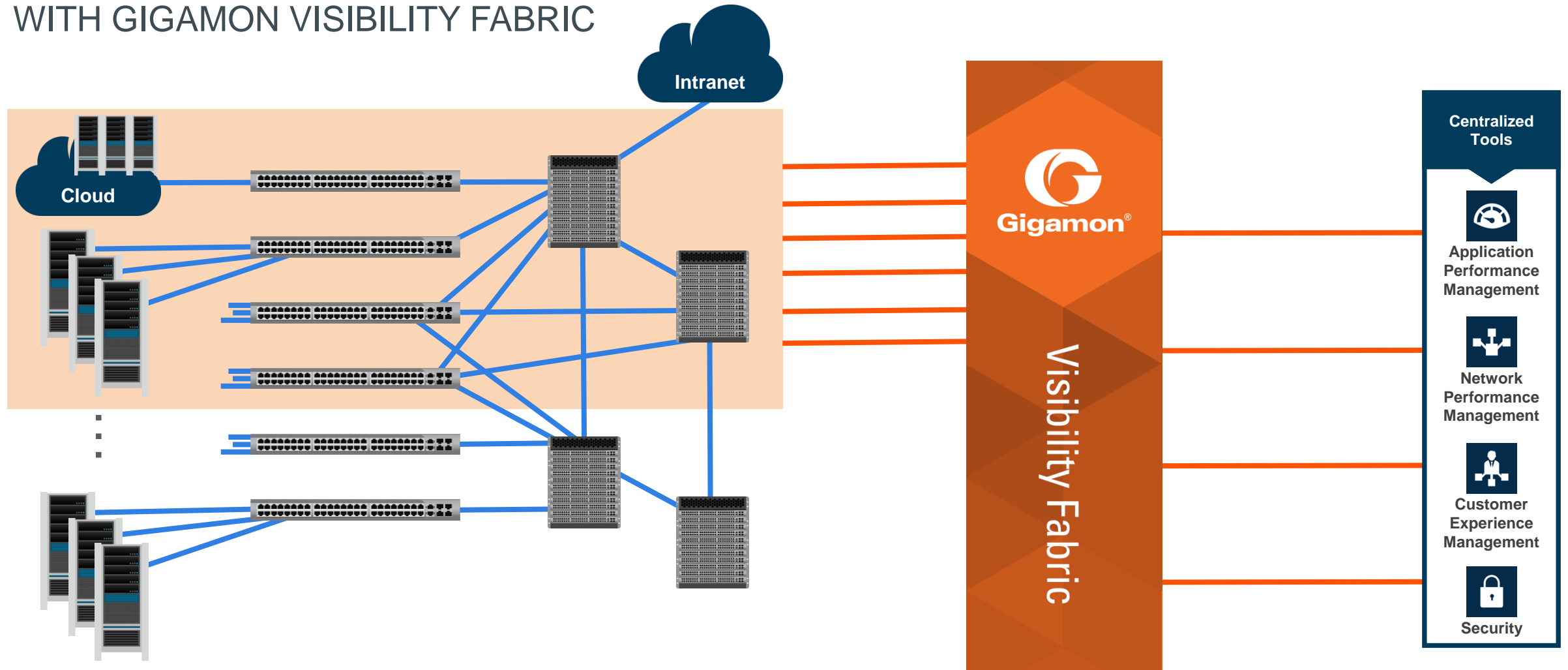
We would like to learn a bit more about your specific spending plans for network infrastructure in 2015. In which of the following areas will your organization make the most significant investments over the next 12 months? (Percent of respondents, N=323, five responses accepted)



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

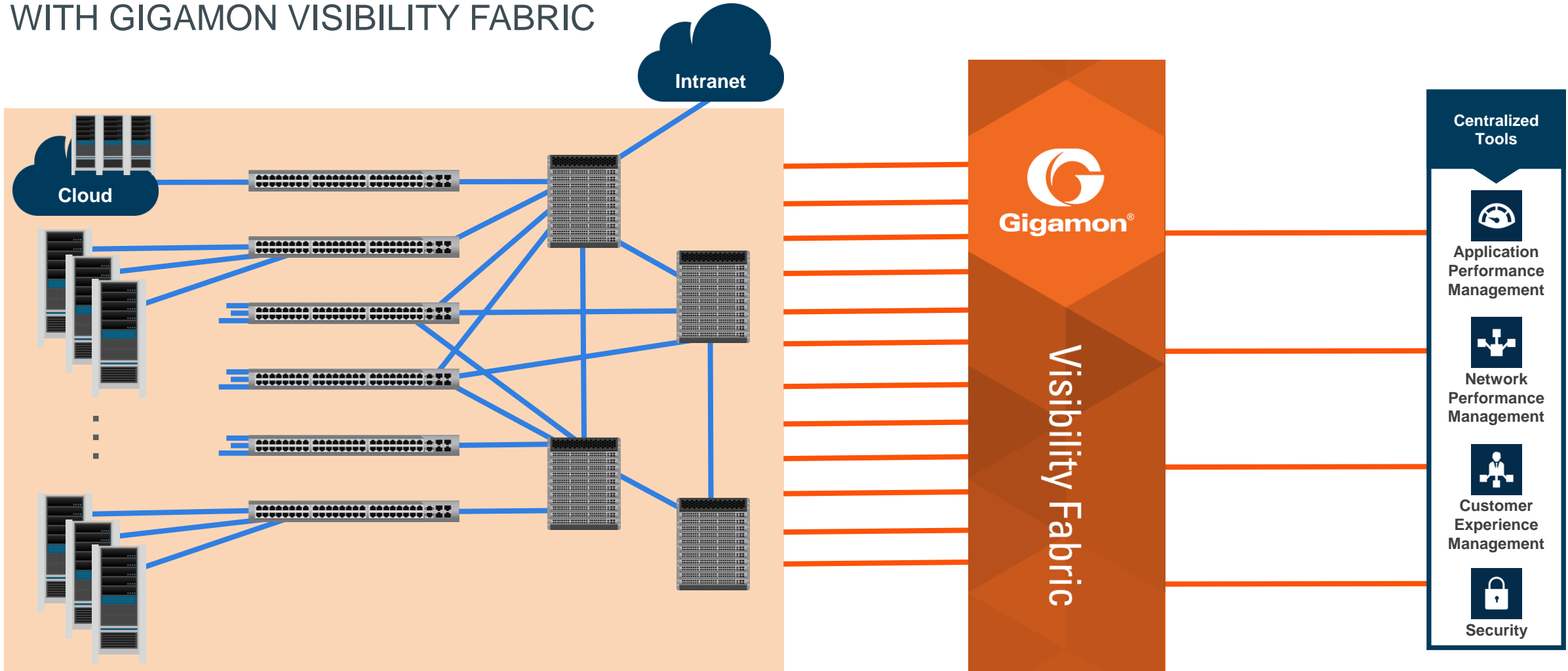
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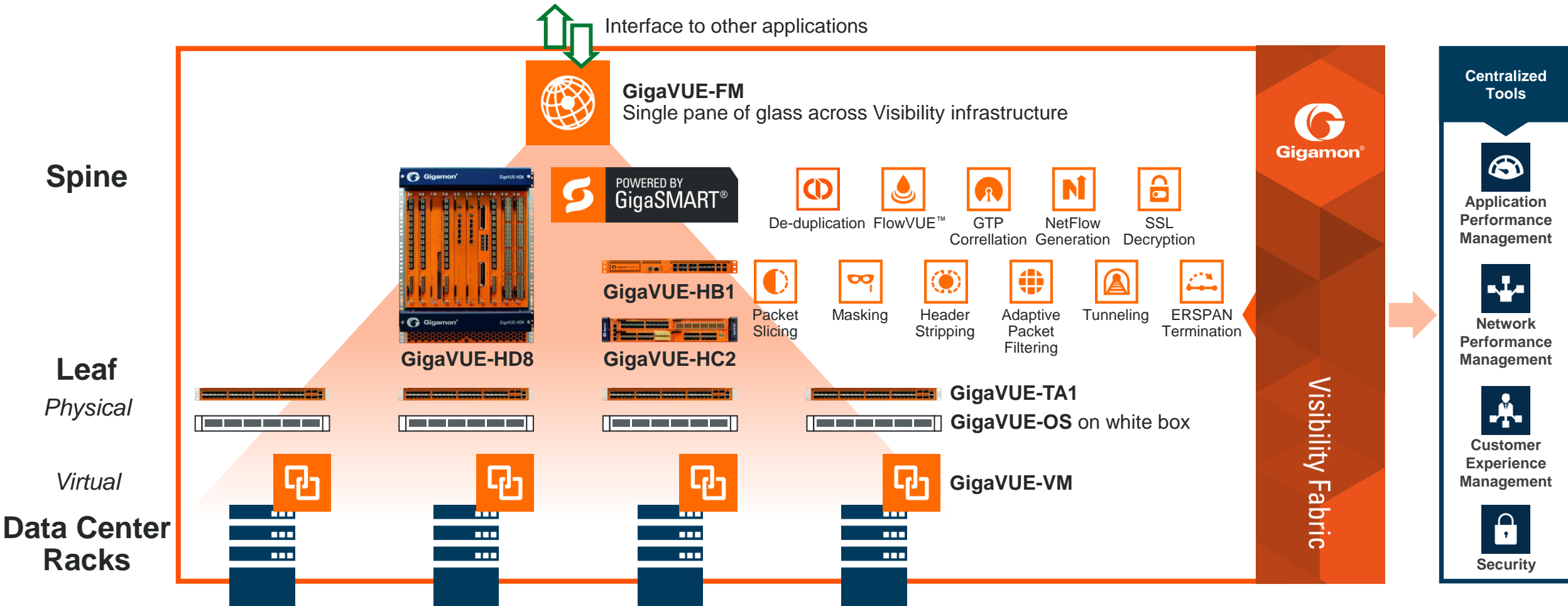
# Pervasive Visibility for Security

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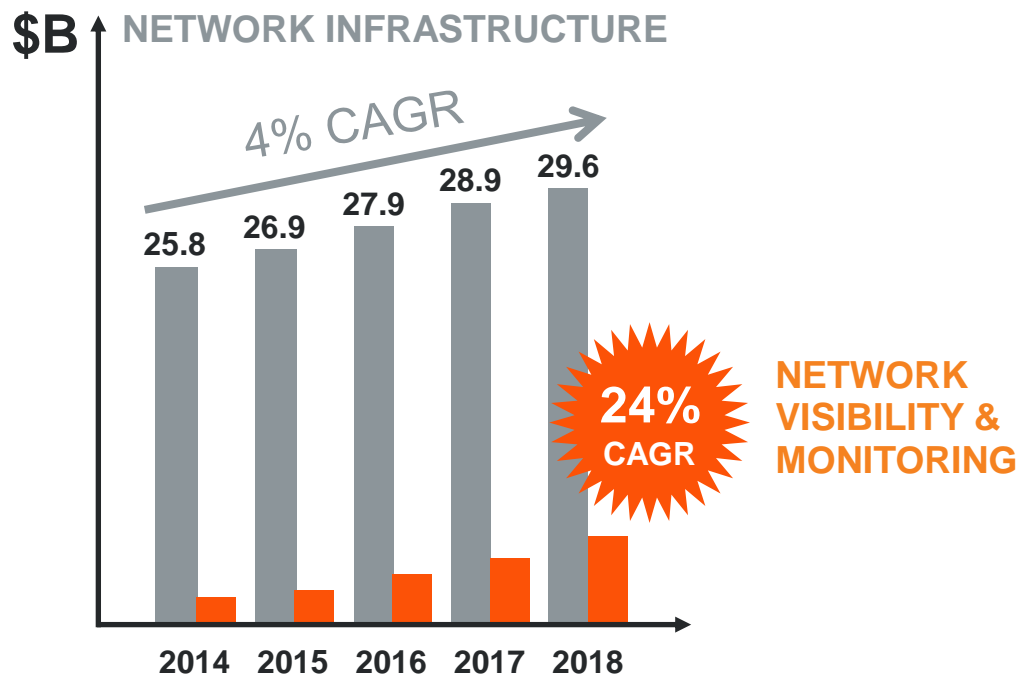


# The Market Leading Visibility Fabric



# The Network Traffic Visibility Market

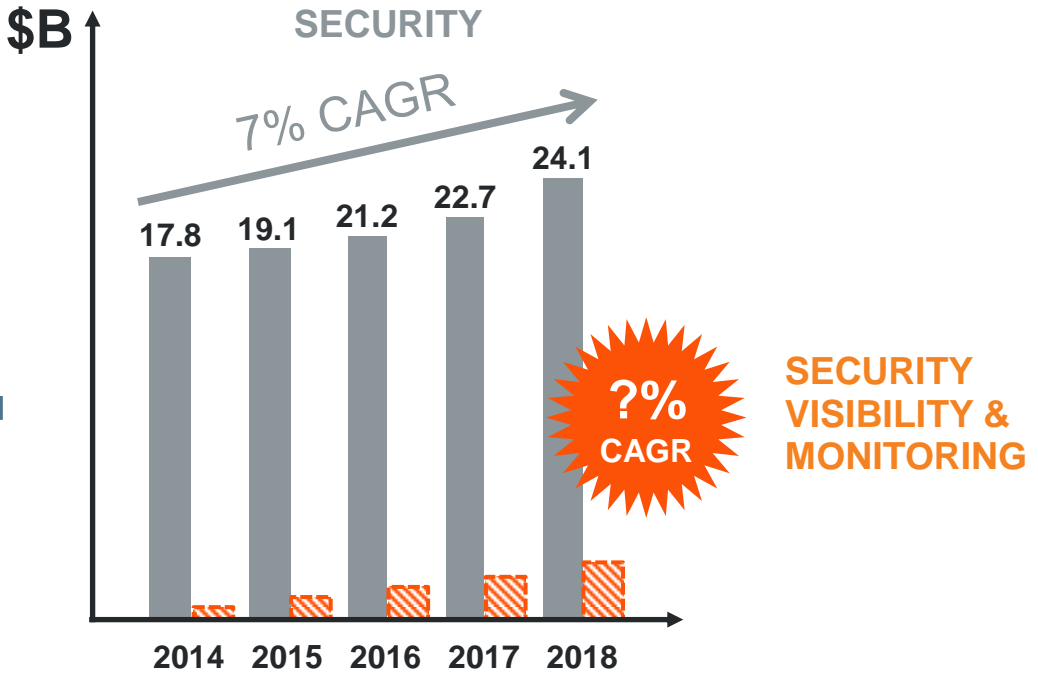
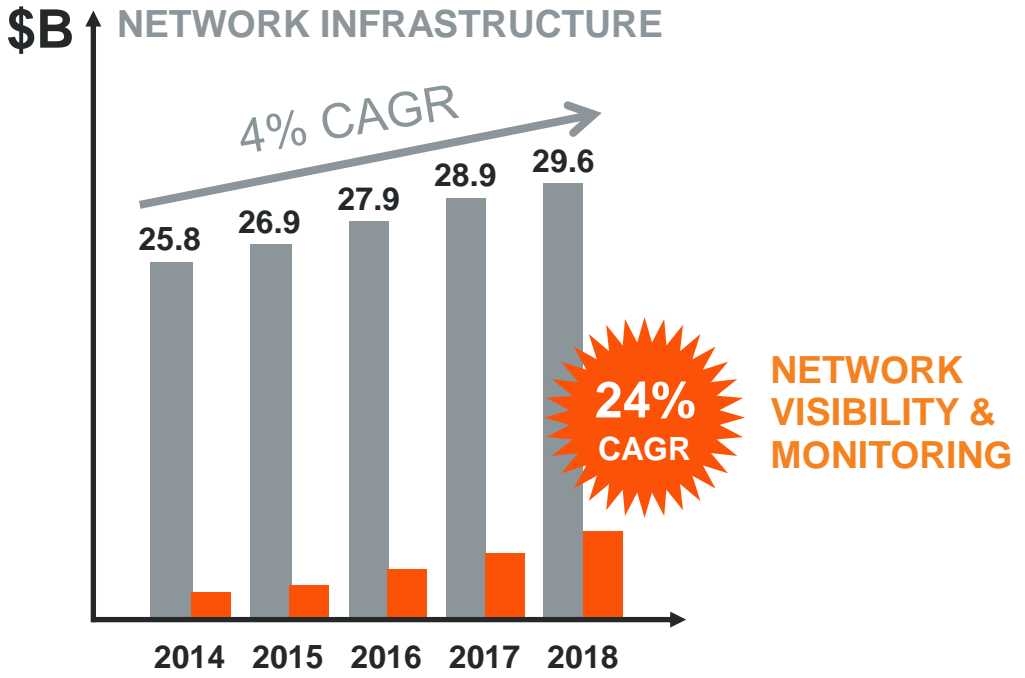
EXPANDING THE TAM BY GROWING ADJACENT MARKETS



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

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

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

