

Case Study

Full Visibility Finally Possible for the Land Bank of the Philippines



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ARCHIE TOLENTINO

Chief Security Officer, Land Bank of the Philippines

Challenges

- Troubleshooting network data
- Eliminating blind spots in encrypted traffic
- Gaining a single source of visibility across physical, virtual, and cloud environments

Solutions

- Gigamon Gigamon Deep Observability Pipeline
- GigaVUE-FM fabric manager
- Gigamon SSL/TLS Decryption
- Gigamon Inline Bypass

Customer Benefits

- Achieved tremendous CapEx ROI
- Reduced traffic to tools by 80 percent
- Improved network and security monitoring
- Experienced full ROI payback within 6 to 12 months
- Maximized network visibility
- Accelerated threat prevention, detection and response time
- Decreased tool sprawl and costs

Vastly Improved Monitoring, Full Visibility

When asked to identify core problems the Land Bank of the Philippines was experiencing prior to its investment in Gigamon, Chief Security Officer Archie Tolentino cites “problems in monitoring multiple segments of the network.” Going further, he describes monitoring prior to Gigamon as a disjointed, ineffective process that relied on SPAN ports, which he says are “very unreliable.”

The bank made a complete 180 once it deployed Gigamon. “Instead of defining multiple SPANs, the Gigamon solution does it with just a single box,” he explains.

In other words, with Gigamon the bank achieved full visibility.

Land Bank of Philippines Reduces Network Performance Monitoring Tools

When you see a significant reduction of traffic monitoring tools, it’s inevitable that the benefits will ripple out exponentially. And that is what happened for the Manila-based financial institution. The bank experienced a major reduction in traffic tools with Gigamon and that resulted in unexpected — and significant — savings.

The payback period with the return on investment was also remarkable, Tolentino confirms. With its investment in Gigamon solutions, and the improved efficiency of existing tools, the bank didn’t need to purchase additional products. This also saved the bank money.

Securing A Specialized Industry

Any financial services organization knows that to operate in such a heavily regulated industry it must take critical issues of privacy very seriously. In most instances, it’s necessary to filter out data, such as account numbers, birth dates and other sensitive personal information. Archie Tolentino confirms that to stay in compliance, “We are using Gigamon for that purpose.”

And for obvious reasons, financial institutions are highly vulnerable to attacks, and data breaches can be potentially catastrophic. Achieving the highest level of security is a must. And with the effective network monitoring capability of Gigamon solutions, it’s possible. “Visibility is the main foundation for monitoring the network and security and Gigamon really helps us in detecting all activities within the network,” he explains.

Gigamon GigaVUE-FM replaced the bank’s previously siloed, ineffective view of the network with a streamlined centralized management platform. “With the help of Gigamon, we can monitor in a single pane of glass all traffic within the network,” says Archie Tolentino.

Taking security efforts even deeper, Gigamon centralized decryption, which effectively eliminated blind spots in the bank’s encrypted traffic. Furthermore, Archie Tolentino says this added level of visibility is very effective, saying, “It’s a cost-effective solution that really helps us in our IT infrastructure.”

Best in Class

After experiencing such wide-ranging improvements in security and visibility, great ROI and enormous savings, it shouldn’t be a surprise that when asked, Archie rates Gigamon solutions as best in class for:

- Filtering, slicing and de-duplication
- Storage cost savings
- TLS decryption
- Extending life span of older tools
- Inline bypass

Looking Ahead

We want to provide “very meaningful customer experiences and services,” Archie Tolentino says of the bank’s digital transformation initiatives. So having solutions that give teams ease of use, minimal disruption to business continuity, airtight security and improved performance aren’t an option but a necessity.

To this end, Archie Tolentino puts it succinctly, “For you to efficiently defend and monitor your network, you need Gigamon.”

About Gigamon

Gigamon offers a deep observability pipeline that harnesses actionable network-derived intelligence to amplify the power of observability tools. This powerful combination helps IT organizations to assure security and compliance governance, speed root-cause analysis of performance bottlenecks, and lower operational overhead associated with managing hybrid and multi-cloud IT infrastructures. The result: Modern enterprises realize the full transformational promise of the cloud. Gigamon serves more than 4,000 customers worldwide, including over 80 percent of Fortune 100 enterprises, nine of the ten largest mobile network providers, and hundreds of governments and educational organizations worldwide. To learn more, please visit gigamon.com.

**Worldwide Headquarters**

3300 Olcott Street, Santa Clara, CA 95054 USA
+1 (408) 831-4000 | gigamon.com

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