

**Gigamon reaches another important milestone, with the 1000<sup>th</sup> GigaVUE Data Access Switch shipped and product maturing into an indispensable network infrastructure building block**

*Gigamon continues rapid growth and success by helping network managers solve complex remote monitoring issues while saving them money!*

**DATELINE, December 18, 2007** – Gigamon Systems, manufacturer of the innovative GigaVUE Data Access Switch supporting secure remote network monitoring, continues its growth with the shipment of their 1000<sup>th</sup> unit. Gigamon has been shipping for about two and a half years and is the leading supplier of secure remote data access technology. Gigamon's out-of-band solution, supporting all data rate and media including 10 Gigabit, remains the market leader in providing secure and customized access for network management tools needed to monitor today's complex and remote networks.

Gigamon's independent channel partners have contributed significantly to the success and have seen the GigaVUE acceptance grow as a device to help managers better utilize the many tools that they need to view their remote network and stay in compliance.

Adam Beckman, Vice President of Management Communication Services, Inc. (MCS), one of the leading channel partners for Gigamon says, "Most of our customer base is made up of companies who have purchased troubleshooting and monitoring tools from us. In the beginning, these customers were happy to adopt the GigaVUE technology as a retrofit because it was the only effective and secure way to 'feed' the tools they already owned. GigaVUE was the right answer at the right time."

Beckman goes on to say, "Interestingly, while GigaVUE started out as a tactical solution solving pent-up data access problem, over the past two years, we have seen their technology maturing from an operational band-aid to an architectural requirement. We are starting to see customers accepting GigaVUE as a standard piece of the infrastructure design being critical to all their present and future IT projects, such as: comprehensive network troubleshooting, focused application monitoring, VOIP, compliance/auditing, security etc. Gigamon's original vision of creating an out-of-band Data Access Network (DAN) is truly being adopted now as mission critical and not just nice-to-have."

Beckman adds, "For example, recently we worked with a large insurance company in Chicago, saving them over \$2.8M dollars on probe costs related to a database security compliance project by deploying multiple GigaVUE's. Using the innovative Gigamon technology we were able to aggregate traffic across various links, filter out the non-database traffic, and feed a reduced number of security probes with just the traffic they needed to see to satisfy compliance. This customer is very happy with Gigamon, as are all that have deployed GigaVUE, because the solution saves them money but at the same time, gives them better visibility and more flexibility. And now they use the GigaVUE

for many other troubleshooting and application monitoring projects while staying in compliance and providing overall security to their data.”

Beckman also says, “As a reseller working on the front line, the success of GigaVUE is easy to see and with the monthly shipping rate growing it will not be too soon they will be announcing another shipping milestone, especially as their expansive solution is now part of the required infrastructure for safe and successful network security and management. As a business partner, we are very excited that the company is taking nothing for granted and continue to reinvest to maintain their leadership position. The GigaVUE product is growing in capability to support the networks of the future, especially with 10 Gigabit deployments. MCS is happy to be part of their success.”

### **About Gigamon Systems**

Gigamon Systems is the provider of GigaVUE, the leading Out-of-Band Data Access Switch. By filtering, aggregating, and multicasting critical data to support multiple network monitoring tools, GigaVUE significantly reduces capital and operating expenditures, and improves network uptime by enabling more flexible network security, monitoring, and troubleshooting while using fewer and less intrusive tools.

For more information about the company and their products, please visit [www.gigamon.com](http://www.gigamon.com) or call us at 408-263-2022.

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