

ESG Economic Validation

Analyzing the Economic Benefits of Gigamon

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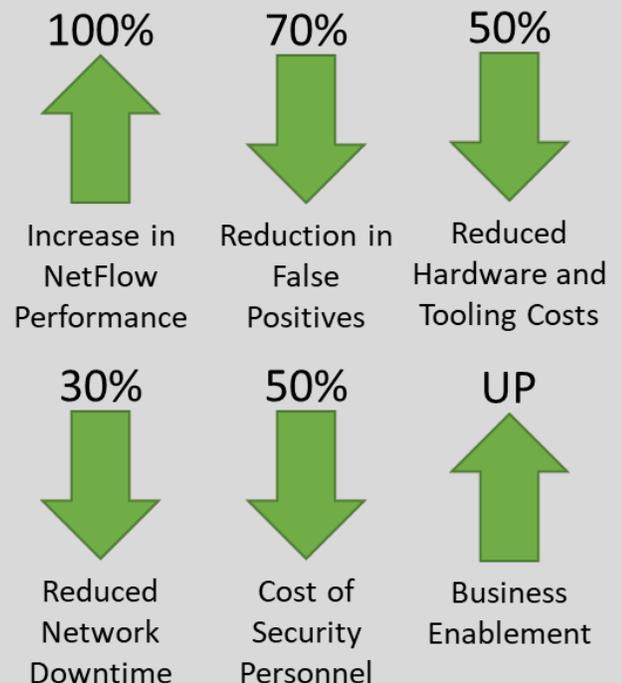
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Executive Summary

Dataflow is increasing at a rate unseen in history. Network managers are tasked with enabling massive quantities of new data in a secure and highly available fashion, all while facilitating access to new types of form factors and data stores. This challenge is often met with layers of networking hardware and tools resulting in a complex mess, or even worse, a culture of network protectionism that inhibits business innovation.

Gigamon has developed a platform that provides granular visibility into network traffic while reducing the server overhead needed to monitor, filter, and secure data. The Gigamon platform—a software solution deployed in the cloud, on VMs, or appliances—provides application intelligence and network traffic visibility to dataflows of all speeds. The result is a network visibility infrastructure that enables secure business, allows companies to welcome new ideas, and facilitates growth.

ESG's Economic Validation found that customers deploying Gigamon recognized substantial benefits including reduced hardware costs, reduction in time needed to analyze traffic for security, reduction in overall complexity, and improved business enablement. Customers looking to better manage and secure network traffic should consider deploying the Gigamon platform.



Introduction

This ESG Economic Validation is focused on the changes companies can expect when deploying Gigamon’s intelligent network traffic visibility platform. ESG’s Economic Validation process is a proven method for understanding, validating, quantifying, and modeling the economic value propositions of a product or solution. The process leverages ESG’s core competencies in market and industry analysis, forward-looking research, and technical/economic validation. ESG utilized the expertise of multiple industry analysts in addition to customer conversations to uncover and validate Gigamon’s impact on customer critical success factors (CSFs).

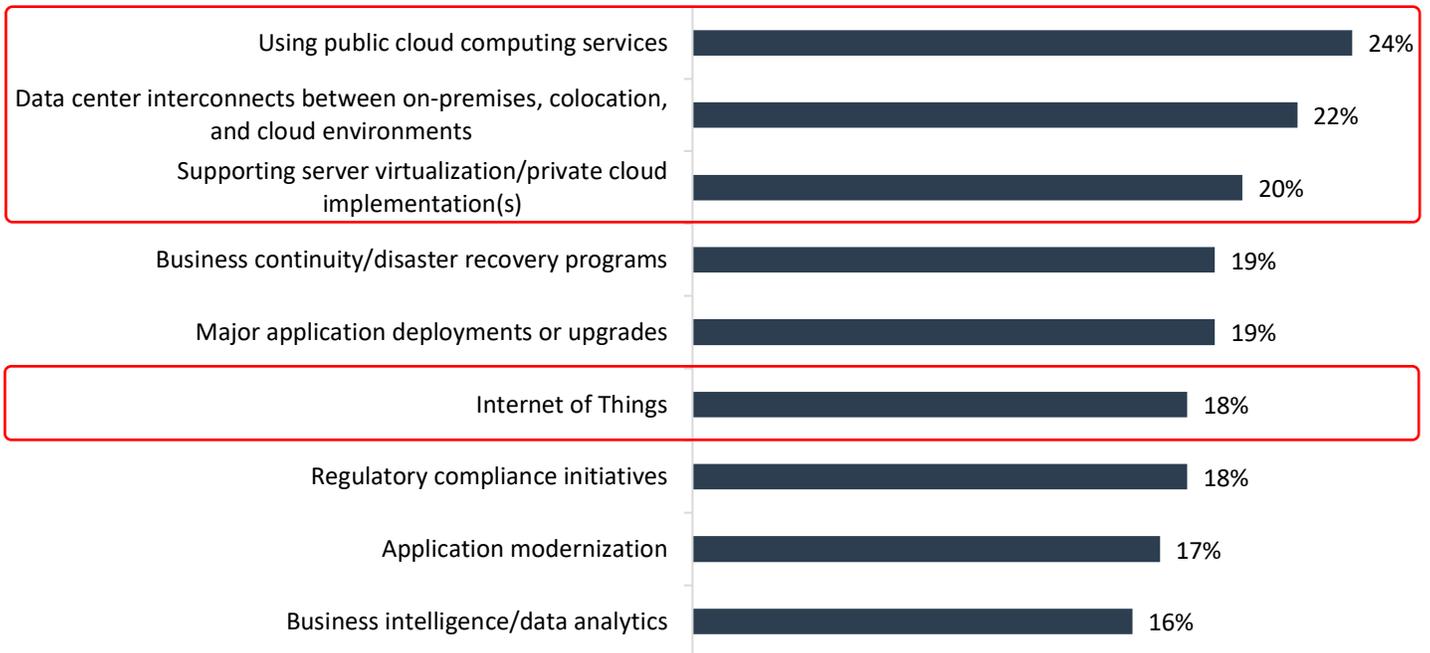
Challenges

Dataflow, and the infrastructure complexity that comes from providing a secure and efficient data platform, are increasing at a rate unseen in history. Recent estimates show that 80% of data that exists has been created in the past 24 months. Projecting this forward, of the data that will exist in 2021, only 20% exists today. In addition to the sheer volume of data flowing, the challenge of securing that data across rapidly increasing numbers of access types and devices leads many IT managers to compartmentalize network functions, which increases costs, injects complexity, creates data silos, and slows down access speed.

ESG researched the IT initiatives that network managers believe will most impact their businesses and found that some of the most often cited initiatives—such as public cloud computing; data center interconnects between on-prem, colocation, and cloud environments; server virtualization/private cloud implementations; and the Internet of Things—involve scenarios and technologies that were not on most corporate roadmaps more than five years ago (see Figure 1).¹

Figure 1. Top IT Initiatives Impacting Network Infrastructure

**Which of the following IT initiatives do you believe will significantly impact your organization’s data center network infrastructure spending over the next 12-18 months?
(Percent of respondents, N=300, three responses accepted, top 9 answers)**



Source: Enterprise Strategy Group

¹ Source: ESG Master Survey Results, [Trends in Network Modernization](#), November 2017.

Providing network access while understanding and securing data are goals that seem divergent in purpose and often lead to decisions that may limit business opportunities to ensure data availability and integrity. Many companies find themselves layering functionality across multiple products and platforms, often resulting in a jumbled network and security platform that stymies innovation.

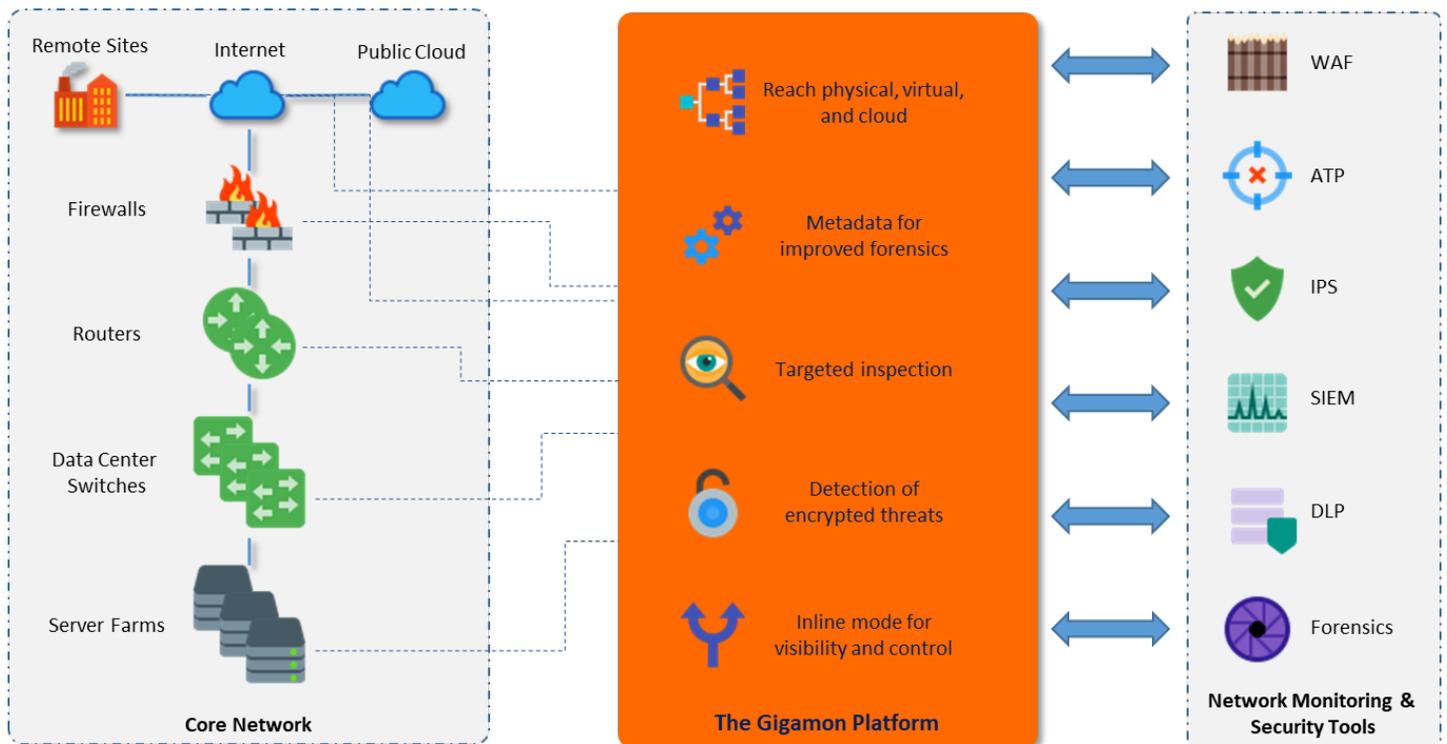
The Solution: The Gigamon Visibility Platform

The solution to these challenges is to leverage network traffic as a source of truth to gain a deeper understanding of interactions between different system or application components in the infrastructure. The Gigamon platform provides intelligent network traffic visibility of your data regardless of location. Gigamon manages network traffic in on-premises, virtual data, and cloud environments in a way that reduces complexity and costs, all while providing unmatched visibility and granular insight into your network. The result is a more secure environment that enables businesses to use their data network as a strategic asset to accomplish their goals.

Gigamon accomplishes these feats by acting as a global network data collector and broker. In a traditional network monitoring environment, each point tool connects to the core network and must process every data packet to obtain the required information. The Gigamon platform connects to multiple locations—physical and virtual—across the infrastructure, monitors every packet traversing the network, and extracts the specific information that is required for analysis.

Tools connect to the platform and request only the information they require, such as packets from a subnet, all packets of a session, all flows of an application, or collated metadata generated from the network traffic. The Gigamon platform, acting as an intelligent data broker, selects, forwards and distributes the data as necessary. Thus, the Gigamon platform processes at line speed, while most competitive offerings process at a much slower rate.

Figure 2. The Gigamon Platform



Source: Enterprise Strategy Group

ESG Economic Validation

ESG's economic analysis uncovered multiple quantifiable and anecdotal examples that show Gigamon provides significant cost and operational benefits when compared with alternative architectures or competitive solutions. The benefits most commonly reported by customers fall into four main categories:

- **Reduced hardware and software costs**—The ability to provide multiple roles in one platform combined with the right-sizing of hardware and tooling provides savings of 40-50%.
- **Reduction in the time needed to analyze traffic for security**—Gigamon's ability to quickly detect attacks and intrusions helps shift focus from reactive incident responses to a culture of predictive protection.
- **Reduction in complexity**—Complexity is the enemy of efficiency. Gigamon provides superior network traffic visibility while simplifying common operational tasks leading to enhanced business process efficiency and agility.
- **Business enablement**—It often seems the role of network and security managers is to protect the network at the expense of new business opportunities. Gigamon enables IT managers to say, "Yes!" to business leaders' ideas.



Reduced Hardware and Software Costs

Gigamon customers report an overall savings of 40-50% on tooling costs and the associated hardware when comparing Gigamon with their old environments.

- **Reduction in number of servers and appliances**—Customers report an approximate 66% reduction in the number of servers and appliances needed for network operations when moving to Gigamon. Gigamon's ability to efficiently broker, analyze, filter, and direct data results in a substantial cost savings, all while increasing the visibility of network data by up to 75%.
- **Reduction in complexity of servers**—In addition to needing fewer servers, customers report a lower cost per server. Gigamon's data filtering and brokering means that each tool processes significantly less data, enabling customers to "right-size" tools and servers to this reduced workload. Customers also report the ability to extend refresh cycles because of the efficiency of Gigamon in handling increased traffic flow.
- **Visibility across on-premises, cloud, and virtual environments with one solution**—The explosive growth of cloud-based data and virtualized environments has forced some companies into adopting multiple network and security platforms. As network perimeters disappear, Gigamon's ability to give visibility and protect data regardless of location has eliminated both redundant costs and the need to deploy new solutions as additional data sources/data stores appear.

"It's all about right sizing our tooling. We use data for APM and security purposes. With Gigamon we can right size our tooling which prevents overpaying for appliances, resulting in savings of almost 50% on hardware and tooling."

—Monitoring analyst from a multinational energy company



Reduction in the Time Needed to Analyze Traffic for Security

ESG has found that customers using Gigamon have been able to shift focus from incident response to predictive protection activities, resulting in a deeper and wider view into the content of their networks.

Gigamon dramatically reduces the overhead needed to filter, analyze, and direct traffic, which saves time and eliminates costly upgrades as demand on bandwidth increases month to month. The Gigamon metadata generation capability enables companies to evaluate metadata more completely and efficiently than in their pre-Gigamon environments. Interviewed organizations frequently reported increases in NetFlow performance of more than 100%, all while enjoying inline SSL inspection that allows for more granular scrutiny of data content and a 70% reduction in false positives. The results are better visibility, faster detection, and more control.



Reduction in Complexity

Complexity in IT systems is a double-edged sword. The strategic value of data is immense; however, each addition of data type, store, or device increases the attack surface area. Gigamon customers report a dramatic reduction in complexity of their IT environments when compared with alternative solutions, which results in fewer mistakes and the elimination of barriers to achieving goals.

- **Gigamon Visibility Platform**—The Gigamon environment simplifies the tangled web that many security stacks create, all while providing deeper insight into dataflow and content and increasing the speed at which data can be filtered and analyzed. Gigamon acts as a collector, filter, and broker for data. Real-time filtering grants tools access to only the data relevant for that specific job. This removes the overhead of irrelevant data and allows analysts to focus on the success and security of each essential part of the network.
- **Reduction in tools**—Customers are able to eliminate redundant systems and tools when deploying Gigamon. The company's ability to effectively provide multiple network roles across multiple environments while offering a more granular analysis of the data is unmatched.
- **Reduction in downtime**—Network-related downtime is frequently estimated to be between 16 and 20 hours per end-user per year. Companies deploying Gigamon find their downtime numbers reduced by 30-50% due to the efficiency and intuitiveness of the platform. While downtime hours recovered are not always fully measurable to the bottom line, a company of 5,000 employees that recovers just two hours per employee per year will recognize a savings of \$290K annually.
- **Reduced security personnel requirements and cost**—Companies deploying Gigamon have found that the efficiency of their staff increases dramatically thereby allowing precious manpower to be allocated to higher-value functions and activities. This is especially critical in light of the ongoing global cybersecurity skills shortage—53% of organizations report a problematic shortage of cybersecurity skills.²

The Value of Reduced Downtime

Studies of network-related downtime show between 16 and 20 hours of lost time per user per year. Customers deploying Gigamon report a reduction of 30-50% in network downtime. However, recovered time is only valuable if applied to goal-driven activities. A conservative estimate of only two recovered hours per person in a 5,000-person company is a recognizable benefit of \$290K.

² Source: ESG Research Report, [2019 Technology Spending Intentions Survey](#), February 2019.



Business Enablement

Changes in IT systems matter most when they enable businesses to increase the likelihood that they will reach their goals. Using the Gigamon platform to better protect data environments enables companies to grow without the limitations often seen in traditional networking ecosystems.

- **SecOps and NetOps alignment**—The goals of security operations (SecOps) and network operations (NetOps) are often conflicting. NetOps is tasked with providing highly reliable access to a rapidly expanding flow of traffic from new access devices joining the network at previously unseen rates. SecOps is tasked with protecting an amorphous environment that is consistently under attack both internally and externally. Pleasing both of these groups is a daunting task. Gigamon customers report much closer collaboration between their SecOps and NetOps teams, resulting in a “can do” attitude toward new ideas and challenges following the deployment of the Gigamon platform. The flexibility of Gigamon and the ability to closely monitor dataflow and risks help IT enable businesses to succeed.
- **Agility**—New opportunities often become missed opportunities due to the risk associated with rapid change. Business leaders often start by denying new projects due to the IT planning and capital needed to provide access and resources. The flexibility and efficiency of the Gigamon platform give decision makers the confidence to lead with project approval because of their confidence that they can quickly provide a secure platform.

The Bigger Truth

The challenge of providing access to data and network resources while maintaining security is not a new problem; it is something that business and IT leaders constantly struggle with and often becomes an anchor that squelches innovation. Each month, as new types of attacks add risk to providing access, new devices and data stores increase the demand for fast and secure networks. It often seems to be an impossible challenge.

Gigamon has developed a platform that answers this seemingly unsolvable equation. Customers report a 100% increase in NetFlow performance, a protocol that enables effective monitoring of network traffic. Additionally, they see a tightening of security that eliminates 70% of false positives, reduces response-to-threat times, and lowers overall cost for NetOps and SecOps by 40-50%. The agility of the Gigamon platform provides an increase in packet-level network visibility of 75%, all while reducing the computing overhead needed to manage and secure the network. Network downtime in Gigamon environments is reported to be 30-50% lower than in traditional environments. Companies find that Gigamon enables growth and allows for a more open approach to new opportunities.

Networks are becoming more critical to the success of businesses and are changing at a rate unseen in history. Companies that find ways to quickly grow network capabilities while providing streamlined management and unparalleled security are poised to thrive in this challenging environment.

ESG has carefully studied the impact that adopting the Gigamon platform has on companies and found business are more likely to achieve their goals when utilizing the cost-efficiency, manageability, security, and flexibility that Gigamon provides. ESG customer interviews and conversations with industry analysts have consistently shown that the Gigamon platform is a critical tool for success in today’s digital age.

ESG strongly recommends that customers consider the Gigamon platform for their network management and security needs.

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