FROST & SULLIVAN

BEST PRACTICES

2026

GLOBAL NETWORK OBSERVABILITY PUBLIC SECTOR

COMPANY OF THE YEAR

Gigamon®

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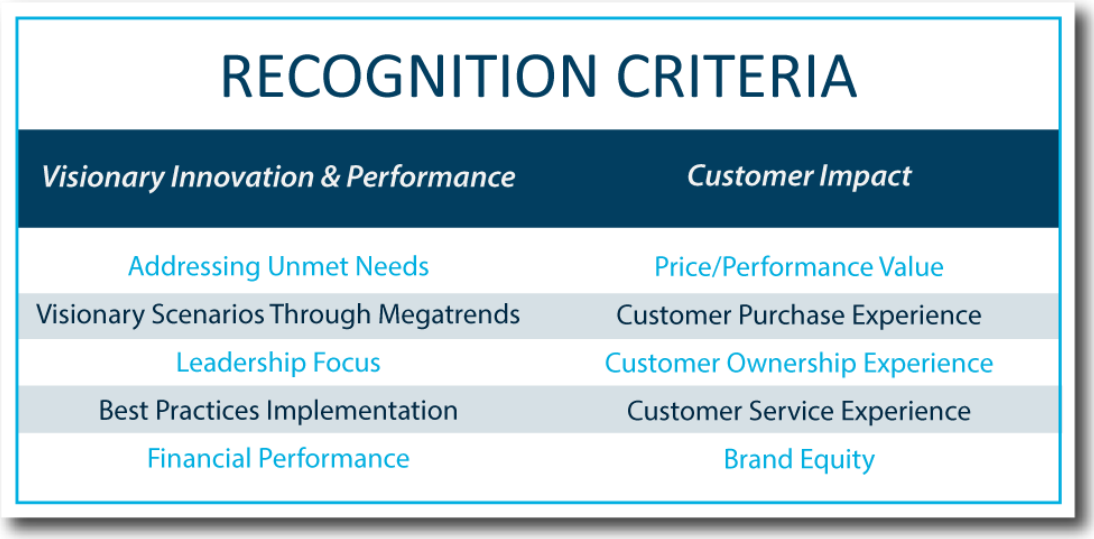
Best Practices Criteria for World-class Performance

Frost & Sullivan applies a rigorous analytical process to evaluate multiple nominees for each recognition category before determining the final recognition recipient. The process involves a detailed evaluation of best practices criteria across two dimensions for each nominated company. Gigamon excels in many of the criteria in the network observability in the public sector space.



Public Sector Network Observability in an Era of Encrypted, Distributed Infrastructure

Public sector organizations operate in an increasingly complex digital environment shaped by hybrid and multi-cloud architectures, expanded attack surfaces, and growing reliance on mission-critical digital services. Government agencies manage massive volumes of network traffic across on-premises infrastructure, private clouds, and public cloud platforms, often without unified or consistent visibility. This structural complexity sustains pressure on security, performance, and governance teams responsible for protecting national assets, sensitive citizen data, and essential public services. In this environment, network observability shifts from a technical function to a strategic requirement for the public sector resilience.

Encrypted traffic creates one of the most persistent cybersecurity challenges for government organizations. Encrypted east-west traffic, particularly within hybrid and multi-cloud environments, introduces significant visibility gaps as traditional perimeter-based controls lose effectiveness. Metrics, events, logs, and traces alone do not provide sufficient insight into lateral movement or concealed threat activity. Without enriched, network-derived telemetry, agencies face limited ability to detect advanced threats, enforce zero-trust architectures, or maintain continuous situational awareness across distributed environments.

Operational realities further intensify these risks. Public sector organizations operate under ongoing budget constraints, workforce shortages, and rising regulatory expectations. Large government entities

often deploy more than 100 security and observability tools across different teams, creating fragmented data environments and operational silos. This fragmentation drives higher operational costs, slows incident response, and restricts the correlation of security and performance insights across infrastructure layers. As a result, the market increasingly favors solutions that reduce tool sprawl while improving efficiency, scalability, and governance.

In response to these challenges, deep observability gains strategic relevance within the public sector. This approach provides real-time visibility into encrypted and lateral traffic, enriches telemetry with actionable context, and routes the right data to the right tools without centralizing all information in a single platform. By supporting zero-trust initiatives and improving cyber resilience, deep observability enables agencies to strengthen security postures while operating within resource constraints. These dynamics create clear differentiation among vendors capable of addressing public sector requirements at scale.

> *"By supporting agencies with diverse mandates, governance structures, and operational constraints, the company demonstrates consistency, adaptability, and long-term commitment at scale. Together, this breadth and depth of engagement provide a conclusive foundation for Gigamon's leadership in global network observability within the public sector."*
>
> ***- Manuel Albornoz***
> ***Best Practices Research Analyst***

Within this evolving landscape, Gigamon operates at the intersection of public sector security demands, hybrid infrastructure complexity, and deep observability requirements, positioning the company as a critical enabler of visibility, resilience, and operational confidence for government organizations worldwide.

Public Sector Embedded Presence and Legitimacy

Founded in 2004 and headquartered in Santa Clara, California, Gigamon maintains a deeply embedded presence across the global public sector. The company operates across the United States (US) federal agencies, state and local governments, educational institutions, and government-affiliated research organizations, establishing a broad and diversified public sector footprint. Beyond the US, Gigamon supports multiple international governments, extending its reach across varied regulatory, operational, and geopolitical environments. Gigamon reinforces this presence by securing key government certifications, including the National Information Assurance Partnership, Common Criteria for Information Technology Security Evaluation, United States Government IPv6, and Federal Information Processing Standard 140-2, with readiness for Federal Information Processing Standard 140-3, which authorize its products for use within sensitive government and national security systems.[1]

Public sector organizations represent a substantial and structurally significant portion of the company's business, reflecting a level of engagement that exceeds typical industry exposure to government markets.This contribution signals sustained investment in alignment, deep domain expertise, and dedicated go-to-market execution. Within this footprint, defense and intelligence agencies serve as a

[1] "Gigamon Deepens Commitment to US Public Sector Driven by Growing Demand for Its Deep Observability Pipeline Solution" (Gigamon press release, January 2025)

central pillar of the company's public sector engagement. Gigamon supports national security environments that require operational resilience, continuous availability, and uncompromising reliability at scale. These deployments position the company within some of the most complex and mission-critical government networks, reinforcing its relevance to stakeholders with the highest security, performance, and assurance expectations.

Sustained involvement across multiple layers of government enables Gigamon to align closely with public sector operating models and institutional cycles. By supporting agencies with diverse mandates, governance structures, and operational constraints, the company demonstrates consistency, adaptability, and long-term commitment at scale. Together, this breadth and depth of engagement provide a conclusive foundation for the company's leadership in global network observability within the public sector.

Visionary Strategy and Forward Alignment

Gigamon anchors its public sector strategy in long-term structural shifts that shape government cybersecurity. The company aligns strategic direction with the widespread adoption of zero-trust architectures across government environments, recognizing that perimeter-based security models no longer reflect the operating realities of distributed public sector networks. This posture emphasizes continuous visibility, verification, and control as foundational requirements for future government security frameworks.

Pervasive encryption represents a defining force within this strategic alignment as government networks increasingly operate with encryption by default across internal and external communications. Rather than addressing encryption itself, Gigamon focuses on delivering pervasive visibility that allows agencies to maintain security insight as encrypted traffic becomes the primary carrier of threat activity. Patented Gigamon Precryption® technology provides plaintext visibility into encrypted communications, including Transport Layer Security version 1.3, before encryption or after decryption occurs, removing the need for complex key management or inline proxy architectures.[2] For traditional north-south and east-west traffic, GigaSMART® Transport Layer Security and Secure Sockets Layer decryption offloads cryptographic processing from security tools, allowing them to concentrate on inspection and threat analysis.[3] This approach enables visibility to coexist with encryption and aligns with modern government data flows and evolving trust models.

The expansion of artificial intelligence (AI) across public sector operations further informs the company's strategic outlook. Government agencies are seeking to advance AI adoption to improve efficiency, automation, and decision support while managing risks related to unsanctioned use, adversarial manipulation, and data integrity. Gigamon addresses this dual dynamic by embedding AI directly into the Deep Observability Pipeline to deliver greater transparency, control, and assurance in AI-driven environments. Imminent capabilities such as Gigamon Insights (slated for GA in 2026) will enable analysts to investigate threats, troubleshoot performance, and validate compliance through natural language interaction with security information and event management and observability platforms. Currently

[2] "TLS Decryption" (Gigamon website: https://www.gigamon.com/content/dam/resource-library/english/feature-brief/fb-ssl-tls-decryption.pdf)
[3] Ibid.

available functionality, including AI Traffic Intelligence and the GigaVUE FM Copilot, supports detection of shadow AI usage, strengthens governance, and improves operational efficiency across Gigamon deployments in hybrid environments.[4]

Long-term strategic planning also incorporates emerging cryptographic transitions as government organizations prepare for post-quantum security requirements that reshape encryption standards and risk horizons across national systems. Gigamon integrates these considerations through capabilities introduced in the GigaVUE 6.12 release announced in November 2025, which supports the transition to quantum-safe security without operational disruption.[5]

The Gigamon Deep Observability Pipeline enables visibility into encrypted traffic through flexible decryption options and Precryption® technology while helping agencies identify and phase out vulnerable legacy protocols and monitor post-quantum performance in real time.[6] This approach addresses emerging threats such as "harvest now, decrypt later" attacks and demonstrates readiness ahead of evolving government security mandates.

Together, these priorities reflect a cohesive and forward-looking strategy aligned with the forces reshaping public sector cybersecurity. This strategic alignment positions Gigamon to sustain leadership as public sector environments continue to expand in complexity, scale, and mission-critical importance.

Purpose Built Deep Observability Capabilities for Public Sector Environments

Gigamon delivers a Deep Observability portfolio purpose-built for large-scale, regulated public sector environments operating across hybrid and multi-cloud architectures. At the core of this portfolio, the Gigamon Deep Observability Pipeline functions as a specialized network visibility platform that delivers high-fidelity, network-derived telemetry, including packets, flows, and enriched metadata, to security, observability, and performance monitoring tools across physical, virtual, container, and cloud infrastructure. Unlike traditional observability approaches that rely primarily on logs, metrics, events, and traces, the deep observability pipeline extracts intelligence directly from network traffic to eliminate blind spots associated with lateral east-west movement and encrypted communications. Extensive deployment across government and defense environments validates this architecture, particularly in scenarios that require continuous visibility without centralized data aggregation.

The Gigamon Deep Observability Pipeline integrates a modular set of components tailored to public sector requirements. GigaVUE FM serves as the centralized orchestration and management layer, providing an application programming interface gateway and intuitive control over the entire visibility fabric across physical and virtual nodes. GigaVUE Cloud Suite extends deep observability into virtualized, containerized, and public sector cloud environments, including Amazon Web Services, Microsoft Azure, and Google Cloud Platform, using universal cloud traffic acquisition and virtual nodes to broker and optimize traffic, and operates and is certified for the most highly classified cloud environments. Within on-premises data centers, GigaVUE physical appliances, including the HC Series and TA Series, aggregate, filter, and distribute traffic, while GigaSMART® applications deliver advanced functions such as Transport Layer

[4] "AI Powered Deep Observability" (Gigamon website: https://www.gigamon.com/solutions/gigamon-ai.html)
[5] "Gigamon Extends Deep Observability Pipeline to Address Emerging Cryptographic Threats in Quantum Computing" (Gigamon press release, November 2025)
[6] "Precryption Redefines Hybrid Cloud Security" (Gigamon website: https://www.gigamon.com/campaigns/precryption.html)

Security and Secure Sockets Layer decryption, deduplication, traffic slicing, and enriched application metadata generation.

High throughput and reliability further distinguish the company's public sector offerings. The GigaVUE HC Series forms the performance foundation of the Deep Observability Pipeline, delivering multi-terabit per second traffic processing and any-to-any connectivity across complex network segments. This modular architecture allows agencies to aggregate, filter, and distribute traffic from diverse sources to multiple security and monitoring tools without packet loss, even under sustained peak load conditions. Deployments across large data centers, classified environments, and hybrid infrastructures validate this performance and ensure agencies can scale deep observability alongside rising data volumes.

By extending a unified Deep Observability Pipeline across on-premises, virtualized, containerized, and multi-cloud environments, Gigamon reduces operational fragmentation across security and information technology (IT) teams. This consistent architecture enables public sector organizations to apply the same visibility, enrichment, and traffic management policies as infrastructure evolves, supporting modernization initiatives while preserving operational continuity and governance.

Operationalization and Best Practices

Gigamon translates public sector strategy into disciplined execution through standardized and repeatable operating models designed for regulated government environments. The company structures engagements to support large-scale deployments across federal, defense, state and local government and international agencies while maintaining consistency in delivery, governance, and outcomes. This operating model enables Gigamon to function effectively across heterogeneous infrastructures without introducing fragmentation or operational friction.

> *"Government organizations recognize the company as a reliable and credible partner capable of supporting essential services and national infrastructure. High levels of customer loyalty, repeat engagement, and expanded adoption confirm this position. Through consistent delivery of value, procurement accessibility, and operational reliability, Gigamon strengthens its role as a mission-critical partner in global public sector network observability."*
>
> ***- Sujan Sami***
> ***Senior Research Director***

Scalability across hybrid and multi-cloud environments represents a core operational principle. The Gigamon Deep Observability Pipeline functions as an elastic, unified visibility fabric that scales seamlessly across on-premises infrastructure, virtualized environments, container platforms, and public clouds. Through cloud native automation, the platform dynamically instantiates virtual nodes, applies traffic policies as workloads appear, and scales visibility across thousands of virtual machines and containers without manual intervention. This design ensures continuous observability during rapid infrastructure expansion and supports long-term modernization without disrupting operational stability.

Compliance readiness operates as an embedded requirement rather than a downstream activity. Gigamon integrates compliance controls directly into the deep observability pipeline to support evolving government security and regulatory frameworks. Capabilities such as customizable data masking

permanently obscures sensitive information before it reaches monitoring or storage tools, while selective Precryption® technology allows agencies to exempt highly restricted workloads from inspection when required. These capabilities reduce audit complexity and support continuous compliance across environments subject to formal certification, procurement, and oversight requirements.

Privacy-aware execution further differentiates the company's operational approach. Public sector networks manage sensitive citizen, financial, healthcare, and classified information, requiring precise control over data exposure. Gigamon enforces privacy controls through packet slicing, metadata extraction, and masking, ensuring only necessary information flows to downstream tools and across regional boundaries.

Immutable audit trails maintained through GigaVUE FM track configuration changes and traffic policies, strengthening accountability and supporting audits under frameworks such as General Data Protection Regulation, Health Insurance Portability and Accountability Act, Payment Card Industry Data Security Standard, System and Organization Controls 2, and International Organization for Standardization 27001.[7]

Ecosystem interoperability underpins the company's ability to deliver consistent outcomes at scale. In 2025, the Gigamon Deep Observability Pipeline operates as a vendor-neutral hub that integrates network-derived intelligence into a broad ecosystem of more than 200 security and observability tools.[8] Open application programming interfaces enable automated orchestration with security information and event management, network detection and response, and cloud platforms, while enriched metadata formats allow non-packet-based tools to consume actionable network intelligence. This automated interoperability reduces tool sprawl, accelerates response workflows, and reinforces the company's position as an execution leader in public sector network observability.

Customer Impact and Public Sector Trust

Gigamon delivers strong price-performance value to public sector organizations operating under sustained budget constraints. Government agencies prioritize solutions that maximize returns on existing security and observability investments rather than introduce additional tooling or operational complexity. Gigamon enables agencies to extract greater value from current infrastructure, allowing security and IT teams to justify investments under rigorous fiscal oversight. This efficiency-driven approach aligns closely with public sector accountability standards and responsible stewardship of taxpayer resources.

The company also enables a low-friction purchasing experience aligned with public sector procurement realities. Gigamon operates through a broad set of established and pre-competed government acquisition vehicles that public sector buyers already trust. At the federal level, these include the General Services Administration Multiple Award Schedule, National Aeronautics and Space Administration Solutions for Enterprise-Wide Procurement V, the General Services Administration Multiple Award Schedule, the Department of Defense Enterprise Software Initiative Blanket Purchase Agreement, and the General Services Administration Second Generation Information Technology Blanket Purchase Agreement.[9] At the

[7] "GigaVUE-FM" (Gigamon website: https://www.gigamon.com/products/management/gigavue-fm.html)
[8] "Application Intelligence" (Gigamon website: https://www.gigamon.com/products/optimize-traffic/application-intelligence.html#:~:text=Gigamon%20Application%20Intelligence%20is%20composed,and%20improve%20the%20user%20experience.&text=Application%20Intelligence%20enhances%20security%20and,bottlenecks%20and%20security%20blind%20spots.)
[9] "Gigamon Government Procurement Contracts" (Carahsoft website: https://www.carahsoft.com/gigamon/contracts)

state and local level, Gigamon supports procurement through vehicles such as the National Association of State Procurement Officials (NASPO) ValuePoint, OMNIA Partners, Texas Department of Information Resources, and California Multiple Award Schedule.[10] This coverage reduces administrative burden, shortens acquisition cycles, and supports compliance with formal procurement frameworks, allowing agencies to move from evaluation to deployment with clarity and transparency.

Long-term customer relationships represent a defining element of the company's public sector impact. Many government organizations maintain multi-year engagements with the company across successive technology refresh cycles, reflecting consistent value delivery and sustained confidence in the company's ability to support evolving public sector requirements. Agencies frequently expand their use of Gigamon capabilities to address additional security, performance, and operational priorities, reinforcing partnership depth and continuity.

Customer success and service accessibility further strengthen institutional trust. Gigamon supports public sector customers through dedicated account engagement, professional services offerings, and responsive technical support models. This layered support structure ensures agencies receive timely assistance across deployment, operation, and expansion phases. By maintaining close alignment with customer objectives, the company enables public sector teams to achieve measurable results without disrupting mission-critical operations.

Gigamon is widely deployed across US federal government environments, including active engagements with all 10 of the top federal agencies. In a Department of Defense Zero Trust initiative, the organization required comprehensive packet level visibility across physical, virtual, and cloud environments to address blind spots that hindered detection of lateral movement and privilege escalation. Gigamon delivered centralized traffic access and orchestration, enabling multiple security and observability tools to operate with full packet context rather than relying solely on logs. The deployment reduced irrelevant and duplicate traffic delivered to monitoring tools, improved analytic depth, and strengthened detection fidelity while maintaining control over operational load. Together, these capabilities supported effective Zero Trust execution while meeting public sector requirements for transparency, control, and disciplined operational oversight.

Riverside County formally adopted the Gigamon Deep Observability Pipeline as a core component of its secure infrastructure. Under the leadership of the county chief information security officer, the deployment supported zero trust architecture and delivered a 100 percent return on investment in less than 12 months.[11] Riverside County accessed Gigamon through established leveraged procurement agreements, including California Multiple Award Schedule, the California Software Licensing Program, NASPO ValuePoint, and OMNIA Partners.[12] This combination of measurable financial returns and procurement flexibility demonstrates tangible customer value in a large-scale county government environment.

[10] Ibid.
[11] "Riverside County Adopts Zero Trust Model, Delivering Secure Services to Millions" (Gigamon website: https://www.gigamon.com/content/dam/resource-library/english/case-study---use-cases/cs-riverside-county.pdf)
[12] Ibid.

At the state level, 26 of 50 states use Gigamon. In one instance, a state's Office of Information Technology deployed Gigamon to support a statewide IT environment serving more than 11,000 state employees and 1.3 million citizens.[13] They replaced legacy Switched Port Analyzer-based monitoring with the Gigamon Deep Observability Pipeline, deploying GigaVUE HC Series appliances, GigaVUE FM, and network taps to achieve full line rate packet visibility. This implementation eliminated blind spots, strengthened cloud security to meet or exceed on-premises standards, and improved the fidelity of data delivered to security and observability tools while controlling operational costs.

Collectively, these outcomes reinforce the company's strong brand equity within the public sector. Government organizations recognize the company as a reliable and credible partner capable of supporting essential services and national infrastructure. High levels of customer loyalty, repeat engagement, and expanded adoption confirm this position. Through consistent delivery of value, procurement accessibility, and operational reliability, Gigamon strengthens its role as a mission-critical partner in global public sector network observability.

Conclusion

Gigamon differentiates itself within the global public sector network observability landscape through a clear strategic focus, deep institutional presence, and disciplined execution across some of the most demanding government environments. The company aligns long-term vision with structural public sector megatrends, delivers purpose-built deep observability capabilities at scale, and operationalizes these capabilities through repeatable, compliance-ready practices. A strong technical foundation validated adoption within mission-critical environments and consistent delivery of measurable customer value reinforce the company's leadership position. Frost & Sullivan recognizes Gigamon for enabling government organizations to strengthen cyber resilience, protect essential services, and operate with greater confidence as digital infrastructure continues to expand in complexity and criticality.

With its strong overall performance, Gigamon earns Frost & Sullivan's 2026 Global Company of the Year Recognition in the network observability in the public sector industry.

[13] "State Government Amplifies Network Power and Data Fidelity Using Deep Observability" (Gigamon website: https://www.gigamon.com/content/dam/resource-library/english/case-study---use-cases/cs-state-government-and-gigamon.pdf)

What You Need to Know about the Company of the Year Recognition

Frost & Sullivan's Company of the Year Recognition is its top honor and recognizes the market participant that exemplifies visionary innovation, market-leading performance, and unmatched customer care.

Best Practices Recognition Analysis

For the Company of the Year Recognition, Frost & Sullivan analysts independently evaluated the criteria listed below.

Visionary Innovation & Performance

Addressing Unmet Needs: Customers' unmet or under-served needs are unearthed and addressed to create growth opportunities across the entire value chain

Visionary Scenarios Through Megatrends: Long-range scenarios are incorporated into the innovation strategy by leveraging mega trends and cutting-edge technologies, thereby accelerating the transformational growth journey

Leadership Focus: The company focuses on building a leadership position in core markets to create stiff barriers to entry for new competitors and enhance its future growth potential

Best Practices Implementation: Best-in-class implementation is characterized by processes, tools, or activities that generate consistent, repeatable, and scalable success

Financial Performance: Strong overall business performance is achieved by striking the optimal balance between investing in revenue growth and maximizing operating margin

Customer Impact

Price/Performance Value: Products or services offer the best ROI and superior value compared to similar market offerings

Customer Purchase Experience: Purchase experience with minimal friction and high transparency assures customers that they are buying the optimal solution to address both their needs and constraints

Customer Ownership Excellence: Products and solutions evolve continuously in sync with the customers' own growth journeys, engendering pride of ownership and enhanced customer experience

Customer Service Experience: Customer service is readily accessible and stress-free, and delivered with high quality, high availability, and fast response time

Brand Equity: Customers perceive the brand positively and exhibit high brand loyalty, which is regularly measured and confirmed through a high Net Promoter Score®

Best Practices Recognition Analytics Methodology

Inspire the World to Support True Leaders

This long-term process spans 12 months, beginning with the prioritization of the sector. It involves a rigorous approach that includes comprehensive scanning and analytics to identify key best practice trends. A dedicated team of analysts, advisors, coaches, and experts collaborates closely, ensuring thorough review and input. The goal is to maximize the company's long-term value by leveraging unique perspectives to support each Best Practice Recognition and identify meaningful transformation and impact.

		VALUE IMPACT	
STEP		WHAT	WHY
1	**Opportunity Universe**	Identify Sectors with the Greatest Impact on the Global Economy	Value to Economic Development
2	**Transformational Model**	Analyze Strategic Imperatives That Drive Transformation	Understand and Create a Winning Strategy
3	**Ecosystem**	Map Critical Value Chains	Comprehensive Community that Shapes the Sector
4	**Growth Generator**	Data Foundation That Provides Decision Support System	Spark Opportunities and Accelerate Decision-making
5	**Growth Opportunities**	Identify Opportunities Generated by Companies	Drive the Transformation of the Industry
6	**Frost Radar**	Benchmark Companies on Future Growth Potential	Identify Most Powerful Companies to Action
7	**Best Practices**	Identify Companies Achieving Best Practices in All Critical Perspectives	Inspire the World
8	**Companies to Action**	Tell Your Story to the World (BICEP*)	Ecosystem Community Supporting Future Success

*Board of Directors, Investors, Customers, Employees, Partners

About Frost & Sullivan

Frost & Sullivan is the Growth Pipeline Company™. We power our clients to a future shaped by growth. Our Growth Pipeline as a Service™ provides the CEO and the CEO's growth team with a continuous and rigorous platform of growth opportunities, ensuring long-term success. To achieve positive outcomes, our team leverages over 60 years of experience, coaching organizations of all types and sizes across 6 continents with our proven best practices. To power your Growth Pipeline future, visit Frost & Sullivan at http://www.frost.com.

The Growth Pipeline Generator™

Frost & Sullivan's proprietary model to systematically create ongoing growth opportunities and strategies for our clients is fueled by the Innovation Generator™.

Learn more.

Key Impacts:

- **Growth Pipeline:** *Continuous Flow of Growth Opportunities*
- **Growth Strategies:** *Proven Best Practices*
- **Innovation Culture:** *Optimized Customer Experience*
- **ROI & Margin:** *Implementation Excellence*
- **Transformational Growth:** *Industry Leadership*

The Innovation Generator™

Our 6 analytical perspectives are crucial in capturing the broadest range of innovative growth opportunities, most of which occur at the points of these perspectives.

Analytical Perspectives:

- Megatrend (MT)
- Business Model (BM)
- Technology (TE)
- Industries (IN)
- Customer (CU)
- Geographies (GE)