

GIGAMON RECEIVES THE 2023 COMPANY OF THE YEAR AWARD

*Identified as best in class in the global network
observability for cyber security industry*



Best Practices Criteria for World-Class Performance

Frost & Sullivan applies a rigorous analytical process to evaluate multiple nominees for each award category before determining the final award 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 network observability for the cyber security space, providing the breadth and depth of data to enable deep observability.

AWARD CRITERIA	
<i>Visionary Innovation & Performance</i>	<i>Customer Impact</i>
Addressing Unmet Needs	Price/Performance Value
Visionary Scenarios Through Mega Trends	Customer Purchase Experience
Implementation of Best Practices	Customer Ownership Experience
Leadership Focus	Customer Service Experience
Financial Performance	Brand Equity

Observability is the ability to monitor and analyze data from a network or system, allowing companies to gain insights into systems and networks and identify problems before they occur. Modern businesses rely on their network infrastructure to function efficiently, but these networks often contain sensitive

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**- Georgia Edell
Consultant**

information that should remain private. Data across the network can be accessed without compromising privacy by using network monitoring tools.

Founded in 2004, California-based Gigamon offers a deep observability pipeline that harnesses actionable, network-derived intelligence and insights to amplify the power of cloud, security, and observability tools. This powerful combination enables businesses to assure

security and compliance governance, speed up the root cause analysis of performance bottlenecks, and lower the operation overhead associated with managing hybrid and multi-cloud IT infrastructures.

With the increasing reliance on digital platforms accelerated by the COVID-19 pandemic, the need for a comprehensive cyber security delivery platform has become more apparent. To protect against threats effectively, visibility into network traffic is essential. Without the ability to see and analyze this traffic, identifying and mitigating potential risks can become challenging. Furthermore, there is no one-size-fits-all solution in cyber security because different networks and systems have unique traffic patterns and

vulnerabilities. Analyzing network traffic thoroughly, therefore, is crucial.

In this context, Gigamon stands out as the top solution provider that can offer comprehensive visibility and analysis for security solutions. By leveraging Gigamon's capabilities, organizations can enhance their network observability and strengthen their overall cyber security defenses.

Gigamon Addresses Unmet Observability Needs in the Industry

Gigamon goes beyond current security and observability approaches that rely exclusively on metrics, events, logs, and traces (MELT) data. The company can extend the value of cloud, security, and observability tools with real-time network intelligence and insights derived from packets, flows, and application metadata to deliver defense-in-depth and complete performance management across any hybrid or multi-cloud infrastructure. This capability allows clients to shift to a proactive security posture by pinpointing threats and anomalies to mitigate risk exposure and expedite troubleshooting.

On the cloud, Gigamon can provide traffic visibility, with packet brokering and application intelligence (layer 4 to 7 network monitoring).

Gigamon differentiates from other observability solutions with its cyber security enablement capabilities. The solution is not seen as a cyber security tool directly, and does not compete with other cyber security vendors, but enables other cyber security tools to work better in the following ways:

- Providing more telemetry to cyber security tools, enabling for higher fidelity security data.
- Enables visibility on the network, cloud and cyber security teams.
- Reduces duplicate traffic to cyber security tools, potentially reducing the size and capacity requirements.

Customer Ownership Experience Strengthened through Community and Support

The Gigamon VUE Community provides a collaborative platform for customers, partners, and employees to share insights, find solutions, and expand their knowledge of Gigamon products and industry best practices. This interactive community promotes networking opportunities, exclusive benefits, and rewards, making it an invaluable resource for IT professionals at all levels. Additionally, the Gigamon executive briefing program delivers personalized in-person and virtual experiences, allowing users to engage with executives, solution experts, and product managers to address their specific goals and objectives.

Deployment and Support Enhance the Customer Experience

The Gigamon Deep Observability Pipeline enables organizations to unlock the full potential of cloud computing by delivering tangible benefits across hybrid and multi-cloud infrastructure. The pipeline facilitates proactive security and compliance measures, thus reducing risk profiles and supporting the development of a resilient digital infrastructure that enhances productivity, agility, and overall success. Additionally, the pipeline allows for the redirection of IT resources toward accelerating cloud initiatives that drive top-line growth.

Gigamon offers a comprehensive suite of service and support programs to ensure the seamless deployment and maintenance of its solution, including product support; software maintenance; professional services for design, deployment, and maintenance; full-time on-site or remote resident services engineers through the Resident Services Engineer (RSE) program; and education services that provide certifications and boost expertise in Gigamon products.

Major Companies and Government Agencies Trust Gigamon as a Leader in the Space

Gigamon solutions have earned the trust of more than 4,300 customers globally, including 86 of the Fortune 100 companies, 10 out of 10 federal agencies, 8 out of 10 leading healthcare providers, 9 out of 10 top mobile network operators, and 7 out of 10 major global banks. This impressive track record

establishes Gigamon as the preferred choice for the most demanding enterprises worldwide.

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Gigamon surpasses its competitors in empowering tools by providing enhanced telemetry, making the tools more useful compared to others focus on analytics.

Today a majority of Gigamon customers are looking not just at network observability, but also for network visibility to support cyber security.

Well-recognized and Respected Brand Builds Equity

The Gigamon Deep Observability Pipeline has gained recognition for its exceptional capabilities, with the company securing a place on the prestigious Security 100 list and ranking 12th among the 20 Coolest Network Security Companies of 2023. By harnessing powerful network-derived intelligence and insights, Gigamon enables its clients to enhance business agility, ensure cloud security, and contain hybrid cloud cost and complexity.

Visionary Strategy Incorporates Mega Trend Awareness

Gigamon has formed strategic partnerships with industry-leading vendors, including featured technology alliance partners, security and vulnerability management, and service providers. These partnerships enable Gigamon technology alliance partners to deliver top-notch solutions in network security, performance monitoring, experience management, and compliance, thus addressing customers' specific needs. By leveraging these strong partnerships, Gigamon and its partners work cohesively to provide flexible and efficient joint solutions, empowering customers to realize the full transformational promise of the cloud.

Conclusion

Gigamon boasts a strong portfolio to meet clients' diverse needs. With its outstanding commitment to collaboration, innovation, and customer centricity, Gigamon is a leader in the deep observability space. By partnering with leading vendors, such as featured technology partners, security and vulnerability management, and service providers, Gigamon offers best-of-breed solutions for network security, performance monitoring, experience management, and compliance.

The company provides unparalleled service and support to help customers confidently deploy and maintain their Gigamon solutions, including product support and software maintenance programs, professional services, full-time dedicated on-site or remote resident services engineers through the RSE program, and education services. With over 140 patents, Gigamon is the market leader in deep observability, providing greater visibility, assured security, and compliance governance through its deep observability pipeline offering.

For its strong overall performance, Gigamon earns Frost & Sullivan's 2023 Global Company of the Year Award in network observability for the cyber security industry.

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

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

Best Practices Award Analysis

For the Company of the Year Award, 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 by a robust solution development process

Visionary Scenarios Through Mega Trends:

Long-range, macro-level scenarios are incorporated into the innovation strategy through the use of Mega Trends, thereby enabling first-to-market solutions and new growth opportunities

Leadership Focus: Company focuses on building a leadership position in core markets and on creating stiff barriers to entry for new competitors

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

Financial Performance: Strong overall business performance is achieved in terms of revenue, revenue growth, operating margin, and other key financial metrics

Customer Impact

Price/Performance Value: Products or services provide the best value for the price compared to similar market offerings

Customer Purchase Experience: Quality of the purchase experience assures customers that they are buying the optimal solution for addressing their unique needs and constraints

Customer Ownership Experience: Customers proudly own the company's product or service and have a positive experience throughout the life of the product or service

Customer Service Experience: Customer service is accessible, fast, stress-free, and high quality

Brand Equity: Customers perceive the brand positively and exhibit high brand loyalty

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 Engine™

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

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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:

- **Mega Trend (MT)**
- **Business Model (BM)**
- **Technology (TE)**
- **Industries (IN)**
- **Customer (CU)**
- **Geographies (GE)**

