

Case Study

Large Electrical Utility Sees \$1M in Savings, Plus an 80 Percent Reduction in Traffic to Tools



By reducing licensing and hardware costs, we ensured a strong ROI case during business and budgeting discussions for Gigamon.

INFOSEC ARCHITECT

Large Australian Electrical Utility Company

Challenges

- Tools overwhelmed with too much traffic
- Need to extend the life of older tools
- Too much tool sprawl
- Issues with SSL decryption
- Difficult to troubleshoot network data

Customer Benefits

- Saved between \$500,000 and \$1M
- Reduced traffic to tools by 80 percent
- Experienced full ROI payback within 6 to 12 months
- Optimized tool utilization and decreased tool sprawl
- Maximized network visibility and performance monitoring

Solution

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

Infrastructure for the Twenty-First Century

It's an understatement to say that keeping millions of homes and businesses connected to electricity 24/7 is important. Think about what's at stake: Domestic and international trade, entire economies, an increasingly connected healthcare industry, IoT security, public safety, transportation and, of course, cybersecurity. The list goes on. And in the twenty-first century, infrastructure is an ongoing synthesis of energy and telecommunications services that must be continually honed in order to stay competitive and meet demand.

If you speak to any energy-industry InfoSec analyst, this requires no less than a complete visibility solution, advanced traffic intelligence, superior architecture and high-fidelity data for accelerated network detection and response capabilities. Gaps in either networking performance or security simply aren't an option for an energy company with a commitment to innovation and to the development of renewable energy for millions across a sizeable portion of an entire continent.

For one large utility company in Australia, the only answer was to choose Gigamon. The results were reduced risk, massive savings and improved efficiency for both business and operations.

Grid Luck

Topping its list of key challenges, "Tools overwhelmed with too much traffic" was first for the utility company. It's a common enough issue, but the ramifications can affect each industry differently, presenting unique complexities and problems. For an energy utility company, the resulting lack of efficiency can have a domino effect, rippling out from internal processes to devices all the way out in the field.

Luckily, the company chose Gigamon solutions and saw a whopping 80 percent reduction in traffic to its tool set. With this decrease in traffic, costs are reduced significantly; when tools work efficiently, there's no need to buy more. And the fewer tools, the less staff needed to perform manual monitoring and maintenance tasks.

With Gigamon, "The minimization of ... hardware uplifts an ROI argument during business case and budgeting negotiations," stated an InfoSec architect with the utility company. In fact, this all contributed to a rapid ROI payback period of between 6 to 12 months and a tremendous savings of \$500,000 to \$1M! Stats like this make it easy to see why you don't need budget with Gigamon: It pays for itself.

The SSL Decryption Dilemma

Decryption, encryption or both? When it comes to securing the network and eliminating blind spots, there's a complicated dilemma teams face. On the one hand, encryption is a boon to securing the network, but at the same time encrypted traffic is a great place for threat actors to hide and carry out nefarious activity. Needless to say, part of the utility company's mission was to remedy SSL decryption issues.

Gigamon stepped in with a solution that gave the utility company complete visibility into SSL/TLS traffic, regardless of protocol or application to successfully monitor and safeguard the infrastructure against data breaches and threats that exploit encrypted communications. The [Gigamon Deep Observability Pipeline](#) with [GigaSMART® SSL/TLS Decryption](#) did the trick, with automatic SSL and TLS detection, scalable interface support and no blind spots.

Considerable Benefits

"Downstream benefits toward integration and managing those services... is considerable," said the InfoSec architect. Benefits so considerable that the utility gave Gigamon a 10 out of 10 rating, and placed Gigamon solutions as best in class for TLS decryption, extending the life span of older tools, inline bypass and de-duplication.

Even during the upheaval of COVID-19, Gigamon solutions helped to keep the utility humming along, specifically by reducing overloaded tools and improving threat detection capabilities across remote employee VPN traffic. And thanks to Gigamon best-in-class [de-duplication solutions](#), irrelevant traffic was filtered out before it even went to tools, once again reducing the need for manual monitoring tasks.

Powering Tomorrow

The future of the energy sector is one that must combine innovation and the development of new, more sustainable forms of energy while serving an ever-growing consumer base with increasingly sophisticated needs and demands.

Gigamon state-of-the-art networking and security solutions are integral to providing secure, agile and modernized services for the consumers and businesses of today and tomorrow. And with Gigamon, the utility will keep the power on.

About Gigamon

Gigamon offers a deep observability pipeline that efficiently delivers network-derived intelligence to your cloud, security, and observability tools, helping organizations eliminate security blind spots, reduce tool costs, and better secure and manage your hybrid cloud infrastructure. Gigamon goes beyond security and observability log-based approaches by extracting real-time network intelligence derived from packets, flows, and application metadata to deliver defense-in-depth and complete performance management. Gigamon has served more than 4,000 customers worldwide, including over 80 percent of Fortune 100 enterprises, 9 of the 10 largest mobile network providers, and hundreds of governments and educational organizations. 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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