

# Sun Life Financial Gives Gigamon Top Ratings for Reducing Tool Sprawl and Achieving BIG Savings



Gigamon offers a solid and full-featured solution set that provides all of the options needed for enhancing a data monitoring and analytics platform.”

**ROSS THOMPSON**

Senior Network Engineer at Sun Life Financial

## CHALLENGES

- + Needs reliable access to data
- + Tools overwhelmed by high traffic volume
- + Wants more from older tools
- + Issues with SSL decryption
- + Tool sprawl
- + Troubleshooting network data

## SOLUTION

- + Gigamon [Visibility and Analytics Fabric™](#)
- + [GigaVUE-FM](#)
- + Gigamon [SSL/TLS Decryption](#)
- + Gigamon [Inline Bypass](#)
- + Gigamon [ThreatINSIGHT™](#)

## CUSTOMER BENEFITS

- + Reduction in traffic to toolset by 25 to 49 percent
- + ROI payback within 12 months
- + Savings of \$200,000 to \$500,000
- + Maximized network visibility and performance monitoring
- + Decreased tool sprawl, reducing costs and optimizing tool efficacy

## WHEN FINANCIAL SERVICES PLACES A TALL ORDER, GIGAMON DELIVERS

If any industry is better poised to anticipate and protect against threats or attacks, it's financial services. Extra vigilance is essential for obvious reasons: 1) people's money is at stake and 2) banks and other financial organizations are the custodians of millions upon millions of customer records, all filled with sensitive, high-value personal data. Throw in the challenges created by COVID-19 and the industry needs the very best solutions to protect customer interests while providing high-quality experiences.

If this sounds like a tall order, it is. But it's one that Gigamon successfully fulfills daily for seven out of the ten top global banks. After sifting through solutions from a host of competitors, Sun Life Financial chose Gigamon and didn't look back. When asked, Ross Thompson, Senior Network Engineer at Sun Life, ranked Gigamon solutions from "significantly better" to "best in class" across the board, calling Gigamon a "solid and full-featured platform."

### GETTING TO "YES"

Among the laundry list of issues Sun Life Financial hoped to remedy using Gigamon, reduction in tool sprawl and the subsequent decrease in costs were priorities. Tool sprawl directly correlates to an increase in security and management challenges. Too many tools creates an added layer of complexity and therefore more staff and costs. When asked if the Gigamon platform wiped this one off the list, Ross Thompson answered a resounding, "Yes!"

In fact, Gigamon solutions took Sun Life Financial far beyond "Yes." Not only are fewer tools needed, but Gigamon optimizes the effectiveness of existing tools, further reducing the need for more spending and giving overall savings a big boost. For Sun Life Financial, Ross Thompson puts that savings estimate at a massive **\$200,000 to \$500,000!** No small change there.

## ADDING UP THE ROI — IN JUST 12 MONTHS

When tools work more efficiently and you're saving money, guess what? That's not just ROI, it's terrific ROI. It's also exactly what Ross Thompson and his team experienced within 12 months of deploying Gigamon.

Gigamon solutions centralize many capabilities, including SSL decryption — another key issue for Sun Life Financial. Centralizing SSL/TLS decryption frees up tool resources for their intended purpose, such as securing the network, making tools more effective and eliminating the need to purchase yet another tool. And of course, fewer tools means fewer staff needed to monitor them.

And those "tools overwhelmed with too much traffic" Ross Thompson cited as a crucial problem for Sun Life Financial? Solved. Sun Life Financial saw a significant **25 to 49 percent reduction** in traffic to tool set.

By filtering out low-risk traffic and duplicates — such as from social media, cloud-based SaaS services and video-conferencing platforms — [Gigamon Application Filtering Intelligence](#) gave the team at Sun Life Financial the much-needed room to focus on only high-priority traffic. To put this in perspective, if 50 percent of traffic is duplicate, having the ability to de-duplicate will nearly double tool capacity.

### VISIBILITY? DONE.

Visibility is critical even in "normal" times but with the unprecedented networking climate of today, the need for visibility is in maximum overdrive. One little blind spot can be not only a day-ruining headache, but also a potential catastrophe. With millions working from home, VPNs clogged and vulnerable and a new attack force ready to exploit weaknesses in an instant, visibility simply cannot be underestimated.

Citing Gigamon as the “most complete visibility solution,” Sun Life Financial experienced a veritable cascade of benefits once it deployed Gigamon solutions:

- + **DONE:** Achieved real-time visibility into all data for improved security
- + **DONE:** Enabled teams to discover threats hidden even in encrypted traffic
- + **DONE:** Eliminated blind spots and simplified management across physical, virtual and cloud environments

Bottom line: Maximizing visibility gave Sun Life Financial security, time, money and fewer headaches.

## A RESILIENT, AGILE FUTURE

In Gigamon, Sun Life Financial found robust, superior tools to meet the challenges of today by maximizing team alignment, network analysis and visibility with improved ROI and big savings. For any organization navigating these uncertain times, Gigamon has a solution to help you come out even more secure, resilient and agile.

## ABOUT GIGAMON

Gigamon is the first company to deliver unified network visibility and analytics on all data-in-transit, from raw packets to apps, across physical, virtual and cloud infrastructure. We aggregate, transform and analyze network traffic to solve for critical performance and security needs, including rapid threat detection and response, freeing your organization to drive digital innovation. In short, we enable you to run fast, stay secure and innovate. Gigamon has been awarded over 75 technology patents and enjoys industry-leading customer satisfaction with more than 3,000 organizations, including 80 percent of the Fortune 100. Headquartered in Silicon Valley, Gigamon operates globally. For the full story on how Gigamon can help you, please visit [www.gigamon.com](http://www.gigamon.com).

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