Gigamon Company Overview

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Our Value Proposition

Gigamon offers a deep observability pipeline that efficiently delivers network-derived intelligence and insights to your cloud, security, and observability tools.

This helps you to eliminate security blind spots, optimize network traffic, and reduce tool cost and complexity so you can better secure and manage your hybrid cloud infrastructure.

[1] Marr, B. (2024, February 20). The 10 biggest cloud computing trends in 2024 Everyone must be ready for now. Forbes.

[2] Hybrid Cloud Security: Closing the Cybersecurity Preparedness Gap, Gigamon, 2024.

The Shift to Multi-Cloud Architecture Continues to Accelerate

A multi-cloud strategy provides an architecture that supports modern application requirements, enabling you to quickly respond to changing business needs, proactively mitigate exposure to cyber threats, and confidently advance your digital transformation initiatives. *Forbes* magazine predicts the number of large organizations with a multi-cloud strategy will rise to 85 percent in 2024.[1] Advanced multi and hybrid cloud infrastructure solutions are also expected to increase in popularity as organizations seek to balance business agility with cyber security.

Staying Ahead of Emerging Cyber Threats

With increasing cloud adoption also comes increasing cost and complexity in securing and managing your hybrid cloud infrastructure.

Most security tools inspect north-south traffic but often neglect lateral movement — which can lead to devastating consequences for your organization. Given that 95 percent of all web traffic is encrypted, organizations that lack visibility into encrypted traffic are exposed to hidden threats their existing security tools can't see. Threat actors are increasingly cloaking malware within encrypted traffic to breach an organization's infrastructure in search of proprietary assets and intellectual property.

83%

of IT and Security leaders cite cloud complexity as increasing cyber risk.[2]

70%

of CISOs don't believe their existing solutions can effectively detect breaches.[2]

54%

of organizations feel "strongly prepared" to respond to unauthorized access to their hybrid cloud environments.[2]

A proactive security posture requires that your cloud, security, and observability tools work in concert and as efficiently as possible to detect and remediate emerging cyber threats and protect your organization from ransomware, insider threats, and data exfiltration. Gigamon uniquely understands this challenge, and our overarching purpose as an organization is to protect the hybrid networks and data of the largest, most complex organizations on the planet. The Gigamon Deep Observability Pipeline is the one solution singularly focused on eliminating lateral blind spots, while doubling the effectiveness of your existing security and observability tools to boost your cloud operations agility and reduce on-prem and public cloud costs.

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A New Frontier: Deep Observability

Traditional and native cloud tools that gain visibility exclusively through metric, event, log, and trace (MELT) data are limited in what they can identify and how deeply or broadly they can monitor today's complex infrastructure. The Gigamon Deep Observability Pipeline goes beyond traditional observability approaches by extracting intelligence directly from network traffic and efficiently delivering it to your tools in real time. With this network-derived intelligence, your tools can detect previously hidden threats and help mitigate the cost and severity of an attack, empowering you to better secure and manage your hybrid cloud infrastructure.

A Purpose-Built Deep Observability Pipeline

The Gigamon Deep Observability Pipeline, based on the GigaVUE Cloud Suite,™ efficiently delivers the network telemetry you need to eliminate security blind spots, mitigate regulatory and compliance risk, and reduce tool costs and complexity.

Deep observability delivered major benefits in 2024, breaking down silos across NetOps, SecOps, and CloudOps. As AI adoption expands, deep observability provides the visibility needed to enhance security, optimize performance, and reduce cost and complexity—maximizing the return on AI investments.
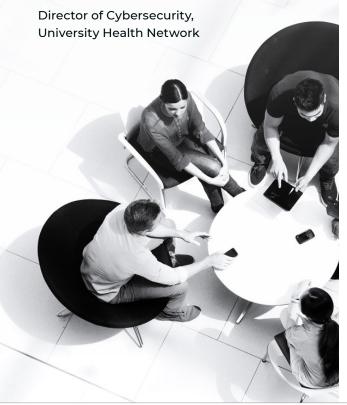
Gigamon Precryption® technology earned the 2024 Global InfoSec Innovator Award for Best Solution, Cloud Security Monitoring.

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Compelling Business Outcomes

The Gigamon Deep Observability Pipeline delivers tangible business outcomes across five dimensions:

Eliminate Security Blind Spots

Eliminate dangerous blind spots by efficiently delivering all relevant network traffic to tools and observability dashboards. Gigamon optimizes tools' performance and effectiveness by eliminating the redundancy of each tool accessing and decrypting network traffic.

Gain the Complete Picture with Deep Observability

While network packets can provide valuable security, performance, and troubleshooting intelligence, not all tools can ingest raw packet data. For SIEMs and observability tools, Gigamon efficiently delivers network and application metadata, bringing the complete picture into focus..

Align Teams and Resources

Gigamon not only enhances security and business performance, but also aligns your NetOps, InfoSec, CloudOps, and Compliance teams around a common view of the single source of truth within any organization — network data.

Build Customer Trust, Mitigate Business and Technical Risk

Minimize business, regulatory, and technical risk by deploying the Gigamon Deep Observability Pipeline to build trust with your customers and partners. Gigamon is a trusted vendor to thousands of customers, including all 10 of the largest US federal agencies, and nine of the top ten global service providers.

Save Operational Costs

By optimizing and improving signal-to-noise ratio of network traffic ingestion, Gigamon customers typically realize a 50-60 percent savings on tools spend and can defer in-year new capacity purchases. Gigamon also eliminates cloud gateway and load balancing services, reducing cloud traffic acquisition costs from 0.75 cents to 0.04 cents per gigabyte.

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Gigamon was named on the 2024 CRN Security 100 list, which recognizes channel-friendly cybersecurity vendors across a number of market segments.

The Power of Partnerships

Gigamon has an established and growing ecosystem of technology alliance partners focused on maximizing the return on customer investments. Industry leading partners span a range of market and technology segments, including:

- **Security and Vulnerability Management**
- **Network Performance Management**
- **Observability**
- **Cloud**
- **Service Provide**r

Serving the World's Most Security Conscious Organizations and Businesses

Gigamon has served more than 4,000 customers worldwide that include:

10/10
TOP U.S. FEDERAL AGENCIES

83/100
FORTUNE 100 COMPANIES

8/10
TOP HEALTHCARE PROVIDERS

7/10
TOP GLOBAL BANKS

9/10
TOP MOBILE NETWORK OPERATIONS

4.8/5.0
CUSTOMER SATISFACTION

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> Cloud visibility is extremely important to us, and Gigamon allows us to understand our traffic and potential threats and gives us the ability to be proactive with any threat intelligence we get.

WADDAAH KEIRBECK
Global Chief Technology Officer, Corpay

> With Precryption technology, Gigamon is 10 years ahead of the security industry with technology that detects previously concealed threat activity in a highly efficient manner that allows us to shift away from monolithic firewall architectures and complex decryption standards toward an efficient distributed model where our servers handle the processing without compromising performance."

MICHAEL TROFI
Founder and CISO, Trofi Security

A Complete Industry Leading Portfolio

Gigamon has a proven track record of delivering innovation and leading key markets forward. We have a comprehensive portfolio of market-leading products that span:

Data Center Visibility

Gigamon is the de facto market leader in network performance monitoring equipment. We offer a broad range of products that are tailored to your unique data center management requirements and allow you to:

- **Prioritize network traffic** going to tools to increase effectiveness and performance
- **Offload computationally intensive tasks** with centralized TLS/SSL decryption and high-quality net-flow
- **Redistribute and prioritize network traffic** to gain high availability without overbuying tools

Zero Trust Security Framework

As your organization shifts toward a "work from anywhere, work anytime" model, moving toward a Zero Trust security architecture is the first line of defense in mitigating exposure to cyber threats and risk. Moving from perimeter-based controls to distributed controls across the network and your hybrid cloud infrastructure allows you to gain deep observability into all information in motion on the network. Gigamon serves as a foundational cornerstone for Zero Trust, enabling you to:

- **Gain pervasive visibility** across physical, virtual, and cloud networks
- **Establish strong defenses** against unauthorized lateral (East-West) movement across the network
- **Protect against privilege escalation** by preventing adversaries from gaining unauthorized access
- **Eliminate blind spots** by testing across the entire network, physical, and cloud infrastructure

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VÜE | Gigamon® Community

Quickly find answers to your technical questions and connect with other Gigamon users. Collectively share use cases and deployment best practices to assure you maximize the return on your Gigamon investments.

community.gigamon.com

Unparalleled Service and Support

Gigamon offers a broad range of service and support programs designed to help you confidently deploy and maintain your Gigamon solutions. The global services team is at the ready to meet your business requirements with a wide array of services to support you through the entire solution lifecycle, from design and deployment to technical support and ongoing maintenance.

Services include:

- **Technical support programs** for tiered hardware and perpetual software licenses

- **Technical support programs** for subscription and term software licensed products

- **Education services** to boost your Gigamon product expertise, including certifications

- **Professional services** providing expertise that spans design, deployment, and maintenance

- **Full-time dedicated on-site or remote engineer** through the Resident Services Engineer (RSE) program

Gigamon®

150+
PATENTS

2004
FOUNDED

4,000+
CUSTOMERS

1,000+
EMPLOYEES

18
OFFICES GLOBALLY

One Gigamon

We are focused as a single force, more than 1,000 strong and growing, dedicated to supporting and assisting you in achieving success in your unique transformational journey. This is built on a core set of beliefs:

Employees First
Our employees are a powerful asset; they are collectively valued, engaged, and empowered for success.

Innovation
We combine the delivery of market-leading products with the nurturing of innovation in all we do.

Trust
We trust in our business, in each other, in our partners, and in the collective team that represents Gigamon.

Collaboration
We believe collaboration empowers the success of our company, our partners, and our customers.

Authenticity
Our employees make a commitment to one another to give and receive feedback in a timely manner and in the spirit in which it's intended.

Great Place To Work®
Certified
JUL 2024-JUL 2025
USA ™

Get Gigamon and Get Deep Observability.

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