Gigamon®

BEYOND VMWARE

Gaining Uninterrupted Visibility and Security with Gigamon

Ensuring Seamless Monitoring Across Evolving Virtual Environments

> Network and data observability tools can help enterprises identify underutilized resources and inefficiencies across VMware environments, providing actionable insights to help them take full advantage of current VMware licenses— and potentially lowering costs by circumventing the need to extend those licenses in the future.

ARTICLE by WILL TOWNSEND

Moor Insights

The Broadcom acquisition of VMware has created significant challenges for enterprises relying on its virtualization platform. Abrupt licensing changes and soaring costs are forcing difficult decisions: shrinking VMware deployments, postponing modernization, or even reconsidering virtualization strategies entirely. This impacts platform agility, hindering optimization of existing VMware environments and transitions to alternatives. Furthermore, cost-cutting measures like reducing the number of visibility and monitoring tools can create dangerous security blind spots, increasing the risk of undetected cyberthreats and compliance violations. For organizations prioritizing continuous workload visibility and security monitoring, these disruptions present a substantial threat to operational stability and resilience.

Gigamon addresses these pressing concerns by offering a comprehensive, cloud-agnostic monitoring solution that ensures uninterrupted visibility across virtual workloads—whether on VMware, Nutanix, or other virtualization platforms. This executive summary explores the transformational benefits of the Gigamon solution and why it is essential for enterprises to navigate the complexities of today's virtualized environments with caution.

Challenges with VMware's Evolving Landscape

1. Rising Costs and Restrictive Licensing

- VMware's new subscription model post-Broadcom acquisition has significantly increased licensing expenses while reducing flexibility.

- Enterprises are forced into bundled options that may not align with their needs, resulting in extraneous costs.

2. Visibility Gaps in East-West Traffic

- The Broadcom acquisition of VMware has led to cost increases and licensing challenges, forcing enterprises to reassess their VMware security stack. Scaling back visibility and monitoring tools, especially within ESXi instances, creates exploitable blind spots, increasing the risk of ransomware and compliance violations due to a lack of comprehensive traffic inspection.

- Reduced visibility exposes workloads to ransomware attacks and compliance risks.

3. Limited Platform Agility

- Broadcom's VMware restructuring impairs infrastructure agility, limits scalability and complicates migration efforts.

- The discontinuation of the NSX service insertion "punt" feature disrupts network security and monitoring consistency.

Gigamon Offers a Transformational Solution

Gigamon offers a vendor-neutral, cloud-agnostic deep observability pipeline that ensures continuous visibility into virtual workloads, even amidst VMware's evolving landscape. By efficiently delivering network intelligence to security and monitoring tools, Gigamon enables enterprises to gain complete hybrid cloud visibility, mitigating risks, reducing costs, and ensuring operational resilience.

1. Seamless, Uninterrupted Visibility

- The Gigamon GigaVUE Universal Cloud Tap (UCT-V) provides complete visibility into all lateral (East-West) network traffic, maintaining continuous monitoring regardless of platform changes.

- Unlike VMware's native solutions, Gigamon offers a steady and reliable approach to security and performance monitoring by optimizing and delivering relevant traffic data to security tools, ensuring no gaps in visibility.

2. Security-Driven Traffic Intelligence

- Unlike native VMware solutions, Gigamon provides comprehensive security and performance monitoring by delivering optimized network intelligence to security tools, eliminating visibility blind spots.

- For enterprises shifting away from VMware, the Gigamon solution solution provides continuous compliance and security threat detection, reducing the risk of ransomware attacks and ensuring that security remains intact as they transition to new platforms.

3. Cost Efficiency and Operational Flexibility

- Gigamon ensures enterprises are not locked into costly VMware licensing models.

- Organizations can migrate to Nutanix, OpenShift, or hybrid cloud setups while maintaining critical monitoring and security functions.

Conclusion

As enterprises grapple with the implications of VMware's evolving ecosystem, ensuring uninterrupted monitoring and security visibility is paramount. Gigamon provides a vendor neutral solution that transcends vendor lock-in, enabling enterprises to maintain control, security, and cost efficiency across their virtual environments. Whether staying with VMware, transitioning to Nutanix, or exploring hybrid cloud strategies, Gigamon ensures seamless traffic visibility, continuous compliance, and robust security monitoring.

With Gigamon, enterprises can confidently navigate their virtual infrastructure journey without disruptions, security gaps, or excessive costs. It's time to move beyond the constraints of VMware and embrace a more flexible, resilient, and secure approach to workload visibility.

About Gigamon

Gigamon® offers a deep observability pipeline that efficiently delivers network-derived intelligence to cloud, security, and observability tools. This helps eliminate security blind spots and reduce tool costs, enabling you to better secure and manage your hybrid cloud infrastructure. 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.

Gigamon®

Worldwide Headquarters
3300 Olcott Street, Santa Clara, CA 95054 USA
+1 (408) 831-4000 | gigamon.com