

EMA Radar Report for Network Visibility 2024

Gigamon Vendor Profile

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Company Headquarters:

Santa Clara, California, USA

Company Website:

<https://www.gigamon.com/>

Name of Network Visibility Solution:

Gigamon Deep Observability Pipeline



Gigamon is a leading provider of network visibility solutions, historically offering a wide range of network packet broker (NPB) solutions designed to capture, filter, aggregate, and distribute network traffic to various monitoring and security tools. These core solutions offer advanced packet processing capabilities like deduplication, slicing, and timestamping, ensuring accurate and timely delivery of critical network data to optimize tools and improve network and application performance. More recently, the company began offering a more advanced deep observability pipeline which efficiently delivers network-derived intelligence (packets, flows, network/application metadata) to cloud, security, and observability tools, helping organizations to more efficiently and effectively secure and manage hybrid and multi-cloud infrastructure. All Gigamon solutions are designed to handle the increasing complexity and bandwidth demands of modern networks, empowering organizations to gain valuable insights to pinpoint issues, optimize performance, and proactively identify potential threats across on-premises, virtual, container, and private and public cloud workloads.



Deployment Cost-Efficiency

Deployment & Administration

Ease of Deployment	
Deployment Time & Flexibility	Outstanding
Deployment Disruption	Outstanding

Support and Services

Professional Services & Cust. Support	Outstanding
Staff Training	Solid

Ease of Administration

Administrative Overhead & Automation	Strong
Administrative Security & Update Impact	Strong

Reporting

Out-of-the-Box Reporting	Outstanding
Data Analytics & Accessibility	Outstanding

Cost Advantage

Cost Compared to Similar Vendors	\$\$
Licensing Model/Flexibility	Strong
Support and Training Costs	\$
Infrastructure Costs & Management Costs	\$\$

Product Strength

Functionality Value

Core Features	
Traffic Filtering	Outstanding
Packet Optimization	Strong
Traffic Analysis	Outstanding
Blind Spot Elimination	Outstanding
Scalability/Performance	Outstanding
Data Extraction for Third-Party Use	Outstanding

Configuration & Updates

Configurable for Business Needs	Strong
Updates do not Impact Core Functionality/Downtime	Strong

Management

Ease of Management	Outstanding
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Ease of Use

Roles Supported - Admin/Mgmt/Users	Strong
Reporting - Data Transparency	Strong
Reporting - Data Reliability	Strong

Architecture & Integration

Architecture	
Data Collection & Performance	Outstanding
Data Retention, Privacy & Protection	Outstanding

Integration

Data Feeds to Other Products	Outstanding
Data Ingestion from Other Products	Outstanding

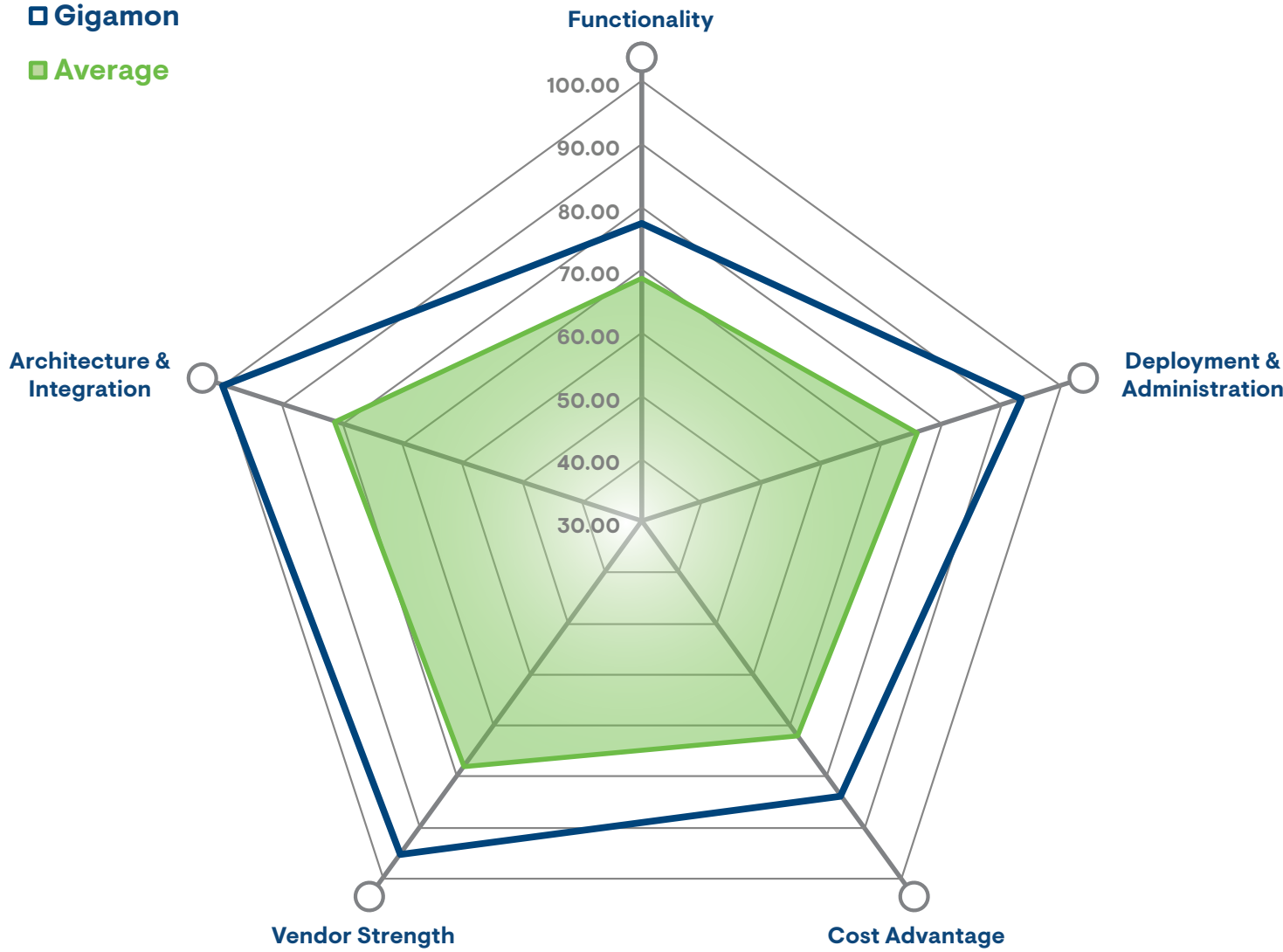
Vendor Lock-In

Historical Data Import	Outstanding
Data Export/Portability	Outstanding

Vendor Strength

Industry Vision (Thought Leadership)	Outstanding
Product Vision	Strong
Strategy	Outstanding
Financial Strength	Outstanding
Research & Development	Outstanding
Partnerships and Channel	Outstanding
Community Support & Open Source	Outstanding





Functionality Value

Gigamon excels in functionality value, scoring 77.33, reflecting its comprehensive suite of features designed to enhance network visibility and performance. The solution provides exceptional traffic filtering capabilities, packet optimization, and robust traffic analysis, which are crucial for maintaining efficient network operations. Gigamon offers advanced functionalities, such as blind spot elimination and strong scalability, position it as a leader in the field, catering effectively to the needs of large enterprises and public sector organizations. Compared to the competition, Gigamon stands out with its superior data extraction options for third-party use, making it a favored choice for organizations seeking to leverage their data comprehensively. However, there is still potential for further enhancement in management features and ease of use, which could attract even more users looking for intuitive interfaces and streamlined operations.

Deployment and Administration

In the deployment and administration category, Gigamon achieves a strong score of 93.33, indicative of its user-friendly installation processes and administrative tools. The solution is designed to facilitate quick deployment with minimal disruption, which is particularly advantageous for organizations with tight operational timelines. Gigamon also offers robust support and training services, ensuring that users can maximize their system's capabilities post-deployment. While it performs well compared to competitors, there are areas for improvement in automation and ongoing administrative overhead, where more advanced features could reduce operational complexities. Enhancing these aspects will allow Gigamon to provide an even more seamless user experience, solidifying its reputation as a reliable solution for network management.

Cost Advantage

Gigamon scores 83.75 in the cost advantage category, reflecting a competitive pricing and licensing strategy that appeals to a wide range of organizations. The solution offers a balanced approach to cost versus functionality, allowing enterprises to access high-quality network visibility tools without breaking the bank. Gigamon licensing models and support costs are considered favorable, making it an attractive option for budget-conscious businesses. However, there remains room for improvement in terms of flexibility in pricing options, which could further enhance Gigamon's market appeal. By refining its cost structures and exploring new models, Gigamon can capture a broader customer base and strengthen its position in a competitive landscape.

Architecture and Integration

Scoring 100.00 in architecture and integration, Gigamon showcases a robust and scalable framework that supports seamless integration with various network components and third-party applications. Its architecture is designed to facilitate effective data collection and performance monitoring across multiple environments, including hybrid cloud infrastructures, enabling organizations to achieve comprehensive network visibility. Gigamon capabilities in data feeds and ingestion from other products are particularly noteworthy, allowing for a cohesive ecosystem that enhances overall operational efficiency. To maintain its competitive edge, Gigamon should continue to innovate its integration features and ensure compatibility with emerging technologies, further solidifying its status as a leader in network management solutions.

Vendor Strength

With a vendor strength score of 95.24, Gigamon established itself as a formidable player in the networking industry. The company's commitment to innovation is evident in its substantial investments in research and development, allowing it to stay ahead of market trends and customer demands. Gigamon benefits from strong partnerships and channel relationships that enhance its market presence and distribution capabilities, setting it apart from their competitors. While the company's community support initiatives are commendable, expanding these efforts could further bolster customer loyalty and brand reputation. By focusing on enhancing community engagement and leveraging its strategic partnerships, Gigamon can strengthen its overall vendor position, ensuring long-term success in a rapidly evolving market.



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