

**Gigamon<sup>®</sup>**

**Without Gigamon,  
unseen threats can  
lurk in your midst.**

Deep observability exposes previously  
unseen threats.



Today's modern cloud-first organizations are continuing to invest in advancing digital transformation initiatives to heighten business agility, while ensuring security and containing cost and complexity.

**89%**

of organizations are embracing a multi-cloud strategy<sup>1</sup>

**43%**

are now making use of multiple public and multiple private cloud instances<sup>1</sup>

Unfortunately, IT must contend with an ever-more dangerous threat landscape, increasing application performance expectations, and escalating cost and complexity that can limit the organization's ability to realize the full transformational promise of the cloud.

<sup>1</sup> Flexera State of the Cloud 2022

<sup>2</sup> Neustar International Security Council (NISC) study 2022



**72%**

experienced between one and 10 cyber incidents in the past 12-months<sup>2</sup>



# Today's business imperatives and opportunities

## Imperatives:

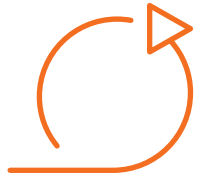
- Cloud-based digital transformation remains a top business imperative, but IT is often perceived as unresponsive to business needs which can result in some line of business teams going it alone.
- Further, IT must contend with security and compliance mandates which often leads to a tradeoff between business needs and efficiency.
- Finally, ever increasing cloud, tools, and staffing needs make containing cost and complexity virtually impossible.

## Opportunity:

At Gigamon our mission is to empower your organization with hybrid cloud network-derived intelligence and insights so you can run fast, stay secure, and accelerate innovation. We are steadfastly committed to enabling you to achieve the full agility of a resilient digital infrastructure and ultimately the full transformational promise of the cloud.

IT leaders are faced with three key challenges:

- Deliver business agility
- Ensure cloud security
- Contain cost



## Deliver Business Agility

While cloud-based digital transformation remains a top business priority, it can become a daunting challenge when tooling adds new layers of complexity to the task of securing and managing hybrid cloud infrastructure. The average F1000 organization can have multiple instances of 20+ tools.



## Ensure Cloud Security

On-prem-cloud, cloud-cloud, containers, and encrypted traffic all create security blind spots across hybrid cloud infrastructure, making Zero Trust difficult to implement in today's complex and ever-changing IT environments.



## Contain Cost

With today's macro-economic headwinds, 81 percent of IT leaders are being told to cut or maintain cloud costs. This is incredibly difficult as network traffic continues to grow, driving up data center and cloud tooling costs.

# An Emerging Requirement for Deep Observability

So where do IT organizations turn to enhance business agility, ensure cloud security, and contain hybrid cloud cost and complexity?

Deep observability defines a new frontier — amplifying the power of your existing cloud, security, and observability tools with actionable network-derived intelligence and insights that enable you to eliminate security and performance blind spots and achieve new levels of efficiency.

This powerful combination empowers IT organizations to proactively mitigate security and compliance risk, deliver superior digital experiences, and ease the operational complexity of managing hybrid and multi-cloud infrastructure.



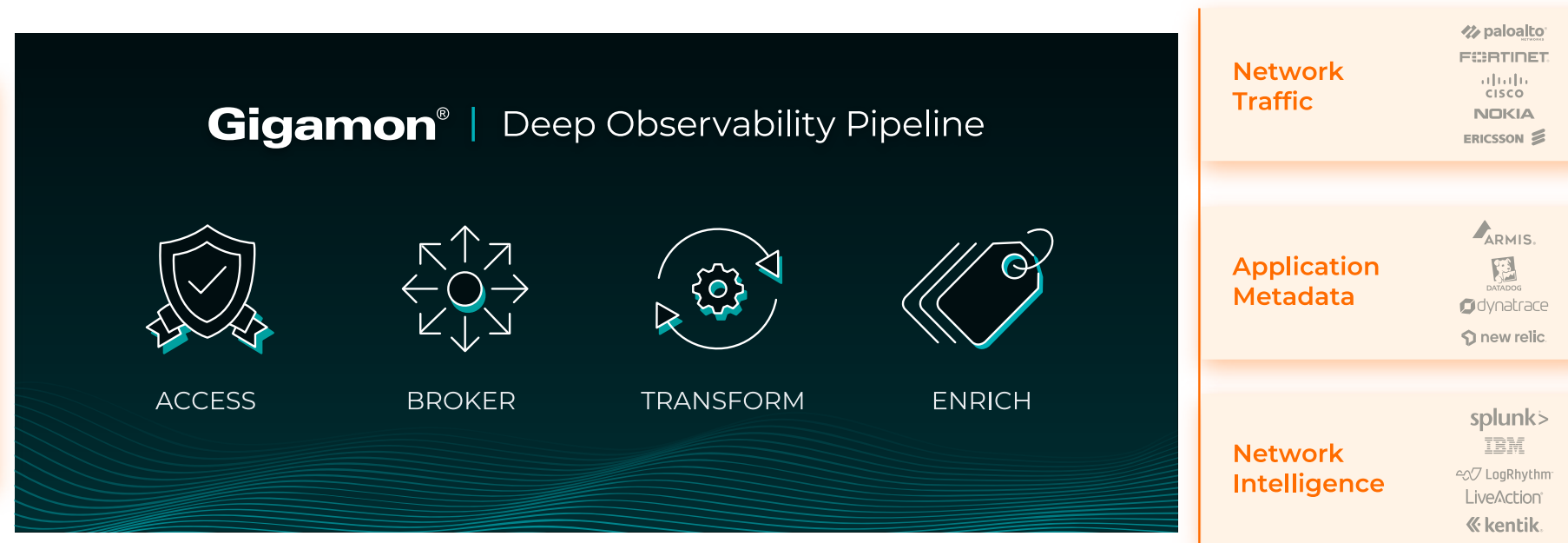
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# A Purpose-Built Deep Observability Pipeline

Data Center  
Virtual and IaaS  
Workloads



DATA CENTERS  
Cisco, Juniper & Arista

vmware®

NUTANIX

openstack.

aws

Microsoft  
Azure

Google Cloud

ORACLE®  
CLOUD

Any Environment

The Gigamon Deep Observability Pipeline, based on the GigaVUE Cloud Suite, amplifies the power of your cloud, security, and observability tools with actionable network-derived intelligence and insights to eliminate security and performance blind spots, enabling you to:

- Enhance business agility
- Ensure cloud security
- Contain cost and complexity



## Enhance Business Agility

Accelerate cloud migration and re-platforming projects through a common tools stack that provides platform flexibility with native support for any cloud, any platform, and any tool. A simple cloud-licensing model enables Gigamon to be redeployed as needed.



## Ensure Cloud Security

Eliminate blind spots and detect vulnerabilities in all North-South, East-West, container, and encrypted traffic with the foundational visibility required for architecting Zero Trust. Deliver high-fidelity traffic and metadata to fortify security and observability tool effectiveness.



## Contain Hybrid Cloud Cost and Complexity

Simplify monitoring, security, and compliance by providing access to all traffic across hybrid cloud platforms, eliminating irrelevant traffic to tools to achieve dramatic savings on tool, bandwidth, and data movement costs, by as much as 50 percent.

Inf\*orma\*ion is  
m\*ss\*ng fr\*m  
yo\*r log d\*ta.

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# Going Beyond MELT-based Approaches

Gigamon goes beyond current monitoring approaches that rely exclusively on metrics, events, logs, and traces (MELT). Gigamon extends the value of cloud, security, and observability tools with actionable network intelligence and insights derived from packets, flows, and application metadata to deliver defense in depth and complete performance management across hybrid and multi-cloud infrastructure.

## **The Result:**

Large IT organizations can shift to a proactive security posture by pinpointing threats and anomalies to mitigate exposure to risk and expedite troubleshooting.





## Customer Quote

“We brought Gigamon in to augment traffic mirroring in our existing environment, which was a challenge. GigaVUE lets us achieve the cloud visibility we need, supported by a team that is highly responsive.”

**CHIEF ARCHITECT  
LOCKHEED MARTIN**



## Partner Quote

“Using AWS with the Gigamon Deep Observability Pipeline, customers can gain the visibility they need across their hybrid – or pure cloud – infrastructure to be confident in its security, performance, and scalability.”

**PRINCIPAL SOLUTION  
ARCHITECT, AWS**



## Analyst Quote

“The number of complexities across multi-cloud environments has exploded in recent years, and security threats are growing exponentially. Deep observability is quickly becoming a core component to intelligent, automated, and secure network management across all organizations.”

**FOUNDER  
650 GROUP**



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# The Market Leader in Deep Observability



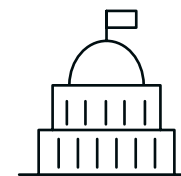
According to market intelligence firm the 650 Group, Gigamon is the market leader in deep observability, commanding nearly 70 percent market share in 2022.

**Gigamon serves the world's most demanding organizations:**



**4,200+**

CUSTOMERS  
WORLDWIDE



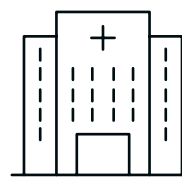
**10/10**

TOP U.S. FEDERAL  
AGENCIES



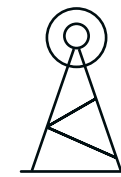
**83/100**

FORTUNE 100  
COMPANIES



**8/10**

TOP HEALTHCARE  
PROVIDERS



**9/10**

TOP MOBILE  
NETWORK OPERATORS



**7/10**

TOP GLOBAL  
BANKS

# Final Thoughts

At Gigamon our mission is to empower your organization with hybrid cloud network-derived intelligence and insights so you can run fast, stay secure, and accelerate innovation. We are steadfastly committed to enabling you to achieve the full agility of a resilient digital infrastructure and ultimately the full transformational promise of the cloud.

Let Gigamon supercharge your cloud, security, and observability tools today by giving them something they don't have: **actionable network-derived intelligence and insights.**

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**Gigamon**<sup>®</sup>

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Learn more about  
deep observability