

Gigamon & Riverbed | Joint Value Proposition

Challenge	Gigamon + Riverbed
Many different sources of network data, both on-premises and in the cloud, are sometimes difficult for tools to access cost-effectively and reliably at volume	Gigamon simplifies access to cloud and on-premises network traffic data by providing a scalable, centralized source for all data, eliminating blind spots and providing accurate and contextual visibility for all tools, including Riverbed.
Fast-growing network traffic volumes may sometimes exceed the capacity of security tools, reducing their efficiency and ability to reliably access data.	Gigamon helps optimize Riverbed performance and save its processing power for detailed analysis and reporting by: • De-duplicating network traffic data • Load balancing traffic from high-bandwidth networks (up to 100 Gbps) across multiple Riverbed devices • Reducing the number of ports consumed on Riverbed devices • Identifying and filtering specific application traffic types to tune out noise and focus Riverbed on high-value activities
High-performance overhead and cost of decrypting SSL traffic for analysis can waste processing power and increase costs.	Gigamon performs centralized SSL decryption before network traffic is sent to Riverbed (and other tools) for analysis or optimization, saving resources.
Troubleshooting can often be a reactive task, requiring IT to manually gather data from disparate locations and contextualize it.	With Gigamon, customers can intelligently route high-fidelity streams of network traffic to Riverbed, accelerating network and application troubleshooting. With Riverbed's dynamic dashboards, cross-domain analytics can be used to more easily identify problem areas.
Native network traffic data does not always provide the context and detail required to perform advanced analysis.	Gigamon generates and sends rich application metadata that enables Riverbed to perform even more advanced analytics and increase customer value.

Combined Value

As network environments continue to grow and diversify, use cases such as public cloud services and remote work can come with increased data volumes, data quality issues and encrypted traffic challenges. This can make it difficult to get a holistic understanding of network and application of performance.

Riverbed combines infrastructure, application, user experience and network monitoring for a unified performance view.

Gigamon can help offload processing from Riverbed's solutions by delivering only relevant data. Together, the two solutions provide a single, easy-to-use source of network data that is pre-processed and optimized for the types of management and optimization functions that Riverbed performs.

Top 3 Customer Benefits

1. **Increased visibility** – Eliminate blind spots by accessing a comprehensive set of on-premises and cloud network traffic from a single source.
2. **Greater agility** – Make additions or changes to Riverbed product implementations quickly and easily without dependencies on underlying infrastructure changes.
3. **Improved ROI** – Future-proof Riverbed product (and other tool investments) by extending the useful life of existing platforms and making incremental product purchases as needed to address use case and scaling needs.

Top 3 Sales Plays

1. **Infrastructure Complexity / Data Volume** – Assist customers who need to give Riverbed tools complete access to network data due to complexity of overwhelming data volume.
2. **Encrypted Data Inspection, Including TLS 1.3** – Give Riverbed tools visibility into encrypted traffic without resource burden on each individual device.
3. **Ensuring Network Performance** – Give network teams the freedom to upgrade or change their network quickly to meet growing performance requirements without disrupting data access by Riverbed products.

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How It Works

Gigamon can direct optimized network traffic feeds to Riverbed tools as required, and Riverbed product can also access traffic data through Gigamon's REST APIs as depicted in the sample configurations.

Leveraging this data, Riverbed SteelCentral enables a new and proactive approach to network and application performance management.

The following Riverbed products integrate with the Gigamon Visibility and Analytics Fabric:

- SteelCentral AppResponse: Packet Analysis/NPM
- SteelCentral NetProfiler: Flow Analysis/NPM

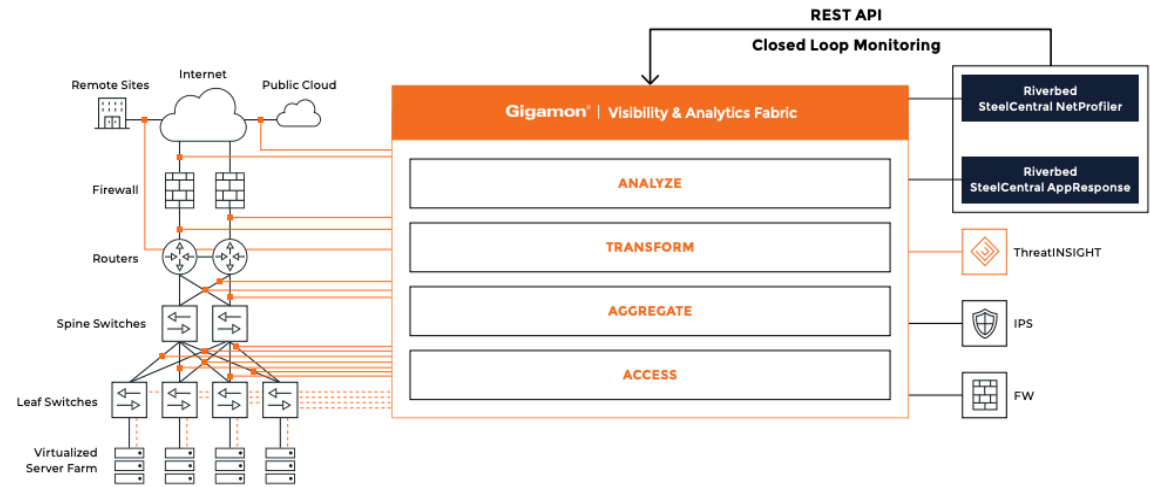


Figure 1: Gigamon manages traffic from across the network and delivers it to Riverbed SteelCentral solutions, efficiently and in the correct form.

Shared Customer Success Story Global Oil and Gas Leader

Challenge

A longtime Riverbed customer operating in 70+ countries was shifting to a cloud-first strategy but had difficulty monitoring the performance of cloud-based applications.

Considerations

One of the company's key requirements was to expand its cloud application performance management strategy including the end user experience.

Solution

The company added Riverbed user experience management and cloud network performance management capabilities alongside its existing investment in application performance management and network performance management, using Gigamon to achieve the necessary visibility.

Outcome

The company extended the value of its existing investment in Riverbed to its cloud infrastructure and created a new portal to make network visibility simpler and more scalable.

riverbed

Riverbed in Brief

The Riverbed Network and Application Performance Platform enables organizations to visualize, optimize, accelerate and remediate the performance of any network for any application. Riverbed capabilities include WAN optimization, network performance management, application acceleration and enterprise-grade SD-WAN.

Gigamon®

Gigamon in Brief

The Gigamon Visibility and Analytics Fabric captures all information-in-motion, from raw packets to apps, across physical, virtual and cloud infrastructure. All network data, processes it and sends it to the tools and teams who need it. Using a single integrated platform, digital teams can choose advanced capabilities for easing network burdens, analyzing applications, and detecting and responding to threats.