

Large Aerospace and Defense Company Sees Skyrocketing Savings, Benefits and Performance with Gigamon



We had a very challenging inline architecture, which was greatly simplified and enhanced by using Gigamon solutions. We were also able to gain a HUGE cost savings with tool reduction.”

SENIOR MANAGER

Large Aerospace and Defense Company

CHALLENGE

A large aerospace and defense company sought solutions to keep up with traffic, reduce tool sprawl, remedy SSL decryption issues and load balancing while keeping costs down.

SOLUTIONS

- + Gigamon [Visibility and Analytics Fabric™](#)
- + GigaSMART® [Deduplication module](#)
- + Gigamon [Application Filtering Intelligence](#)
- + Gigamon [Inline Bypass](#)

CUSTOMER BENEFITS

- + Reduced tool costs by 50 percent and saved more than \$1M
- + Increased storage availability from 7 to 35 days
- + Optimized tool utilization by traffic filtering
- + Centralized traffic decryption
- + Reduced manual tasks, enhancing staff efficiency

BIG SAVINGS, MANY BENEFITS

For any enterprise, saving money is always a necessity. So, achieving [savings of more than \\$1 million](#) is a game-changing win, and it's exactly what a prominent aerospace and defense company accomplished when it turned to Gigamon.

"We were able to gain a huge cost savings," said an IT professional at the organization, with the savings attributed to a combination of "ease of administration...storage savings [and] enhanced capabilities."

In addition to significant cost savings, the company experienced benefits across the board, from improving staff efficiency to increasing available storage, reducing tools costs by 50 percent and, according to the manager, seeing ROI payback "[immediately](#)."

THE MORE EFFICIENT THE TOOLS, THE MORE YOU SAVE

It goes without saying that overtaxed tools are inefficient tools, so it was critical for the company to find an advanced traffic intelligence solution that could filter out duplicate and low-risk traffic, such as from social media, video-conferencing platforms and other cloud-based services.

Using Gigamon let the company keep up with an overwhelming amount of traffic and reduce tool sprawl in the process. "By deduping traffic going to our full packet capture tools, we went from 7 to 35 days of storage. The advanced filtering capabilities allowed us to send less traffic to all of our other tools. We now only have one tool that is physically cabled inline to the network," [explained a company manager](#).

With the reduction in storage the company was able to significantly lower escalating costs with other vendors and ultimately better manage its traffic volume. In fact, the company reported a whopping [50 to 79 percent reduction in traffic](#) to its toolset.

THE FINE BALANCE OF SSL DECRYPTION

Issues with SSL decryption also dogged the company's infrastructure. What you're able to actually see in traffic obviously correlates to how secure your network is, so eliminating blind spots would be a massive boost to the company's security posture.

Many companies grapple with the conundrum of decryption: Too little decryption and bad actors have a safe hiding spot; too much and you may overstep privacy regulations. The company needed scalable visibility into SSL/TLS traffic and with Gigamon it found the "most complete visibility solution" with "protection from blind spots including within encrypted traffic."

LOAD BALANCING

Working with an infrastructure in which tools were overwhelmed by too much traffic, load balancing was essential. Gigamon solutions work to scale network infrastructure and divide traffic among two or more tools, alleviating the traffic-volume burden and redistributing traffic to remaining tools in case of failure.

"Gigamon allowed us to load balance other inline tools, which [allowed us to spend half as much](#) on those tools," said the company manager.

MAXIMUM PERFORMANCE IN TIMES OF CHANGE

The company also reports that Gigamon helped with its VPN concentrators, which were affected by the COVID-19 pandemic. Throughout the pandemic, many enterprises have had to pivot, adapt and think on their feet — not only to meet the demands of business continuity but also to stay secure. With the sudden switch to a work-from-home environment, networks were strained to their limit with overloaded VPN concentrators. The results for many were a cascade of unforeseen consequences, such as increased vulnerabilities and an unsustainable load on the infrastructure.

Gigamon de-duplication capabilities remove packets and filter out irrelevant traffic before it even goes to monitoring tools, so fewer NetOps team members are needed to monitor the network. With this reduction in manual tasks, the company also realized [enhanced staff efficiency](#).

Further, the company reported that Gigamon helped to “maximize network visibility, security and performance” throughout the COVID-19 situation, specifically helping the company deal with overloaded VPN concentrators and network and security tools.

WINNING SOLUTIONS

When asked to rate Gigamon features and capabilities as compared to the competition, the company consistently ranked Gigamon best in class for:

- + Filtering, slicing and de-duplication
- + Storage cost savings
- + TLS decryption
- + Inline bypass



Gigamon gave us ease of administration, tremendous cost savings, storage savings, and many other enhanced capabilities.”

And after initially gravitating to Gigamon in search of a robust architecture and network detection-and-response capabilities, the company ultimately transformed its “very challenging inline architecture” to a streamlined and “greatly simplified” infrastructure with Gigamon.

And knowing that the organization has the best-in-class tools available allows it to rest easy.

ABOUT GIGAMON

Gigamon is the first company to deliver unified network visibility and analytics on all data-in-transit, from raw packets to apps, across physical, virtual and cloud infrastructure. We aggregate, transform and analyze network traffic to solve for critical performance and security needs, including rapid threat detection and response, freeing your organization to drive digital innovation. In short, we enable you to run fast, stay secure and innovate. Gigamon has been awarded over 75 technology patents and enjoys industry-leading customer satisfaction with more than 3,000 organizations, including 80 percent of the Fortune 100. Headquartered in Silicon Valley, Gigamon operates globally. For the full story on how Gigamon can help you, please visit www.gigamon.com.

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