

**START SAVING NOW**

Save Millions with Gigamon

Extend the Life of Existing Tools

Reduce Traffic to Tools

Increase Team Productivity

Take Care of Your Budget

# How to Save Millions for the New Tomorrow

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**A guide to finding savings with  
mission-critical solutions that  
pay for themselves in months.**



**Gigamon®**

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# Save Millions with Gigamon

In today's landscape of severely constricted budgets and working with only a fraction of what's needed to meet digital transformation goals, doing more with less despite limited resources is imperative.

We're here to help you optimize and secure your entire hybrid network infrastructure so you can do more with less.

You don't have to choose between savings and innovation. You can do both.



## State & Local Gov't Saves \$1,000,000+ with Gigamon

A state & local government says it saw ROI with their investment in Gigamon solutions "immediately" and confirm they saved \$1,000,000 or more.

**TechValidate**  
by SurveyMonkey



## Company Confirms it Saved Over a Million Dollars with Gigamon

A large aerospace & defense company saved \$1,000,000+ using Gigamon solutions.

**TechValidate**  
by SurveyMonkey

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# Extend the Life of Existing Tools

**THE LONGER YOU CAN USE EXISTING TOOLS, THE MORE YOU'LL SAVE**

Replacing aging network and security tools can be costly. In addition, your existing tools can be quickly outpaced by newer technologies and faster networks causing reduced throughput and effectiveness.

With Gigamon, there's no need to upgrade now, or rip and replace the tools you've invested in. We can help you get more out of the tools you have in place so you can prioritize network traffic. Postponing new investments while increasing effectiveness and performance is winning combination.

**+**



**97%**  
of surveyed organizations rate Gigamon better than the competition in its ability to extend the life span of older tools

**Defer or avoid costly updates. Pocket the savings.**

**TechValidate**  
by SurveyMonkey



Gigamon products breathed life into our network infrastructure that would've needed replacing or upgrading in the very near future. The ability to break 100GB back down into 10GB was a lifesaver, too!"

– SECURITY ARCHITECT AT A LARGE ENTERPRISE  
MEDIA AND ENTERTAINMENT COMPANY

**TechValidate**  
by SurveyMonkey

## REAL SAVINGS WITH TOP GIGAMON SOLUTIONS



### Gigamon GigaSMART®

GigaSMART applications expand the capabilities of the Gigamon Visibility and Analytics Fabric™ to improve network visibility, traffic handling and tool efficiency.



### Gigamon Application Filtering Intelligence™

Enables you to focus only on high-value traffic, improving productivity and freeing up staff and potentially decreasing the need for more hiring



### Gigamon Inline Bypass

Take tools offline safely for maintenance and avoid costly interruptions or outages

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# Reduce Traffic to Tools

## RELIEVE TRAFFIC OVERLOAD AND POTENTIALLY DOUBLE TOOL CAPACITY

Overtaxed tools are inefficient tools. They are unable to perform intended functions and cost you money. In order to get ahead, there are two solutions:

- + Buy more tools, and end up spending more money
- + Let your existing tools do their job better and start saving money

Does saving money sound like the better option? Then you need a solution that can feed tools only the traffic that really matters. Nothing more. Nothing less. When your tools run more efficiently, you can start seeing **real** savings.

### How Gigamon Helps you Save

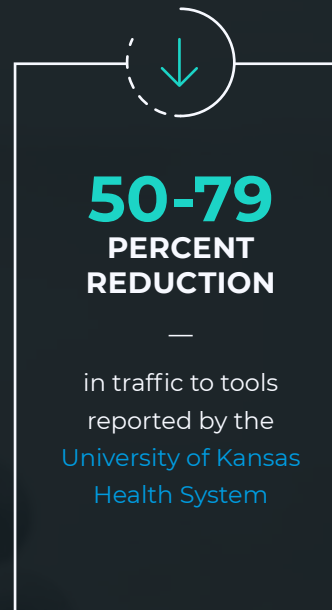
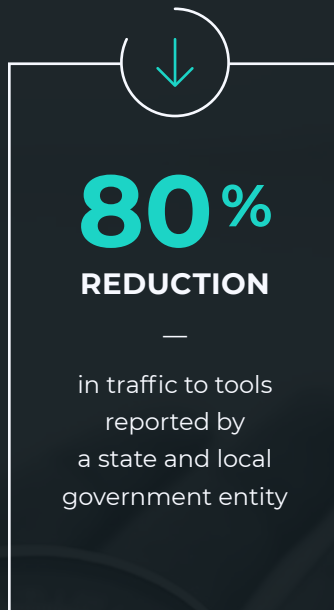
[Gigamon Application Filtering Intelligence](#) filters out low-risk and duplicate traffic from social media, video-conferencing platforms and other cloud-based SaaS services, which can all distract from what really matters.

If 50 percent of traffic sent to your tools is duplicated, having the benefit of [de-duplication](#) will nearly double the capacity of each tool.

Gigamon customers typically see an average of 54 percent reduction in duplicate traffic, increasing tool capacity and improving performance.

# The Word on the Street

HERE'S WHAT OUR CUSTOMERS REPORT WHEN THEY DEPLOY GIGAMON SOLUTIONS



It's all about right-sizing our tooling. We use data for APM and security purposes. With Gigamon we can right-size our tooling which prevents overpaying for appliances, resulting in savings of almost 50 percent on hardware and tooling.”

— MONITORING ANALYST FROM A MULTI-NATIONAL ENERGY COMPANY

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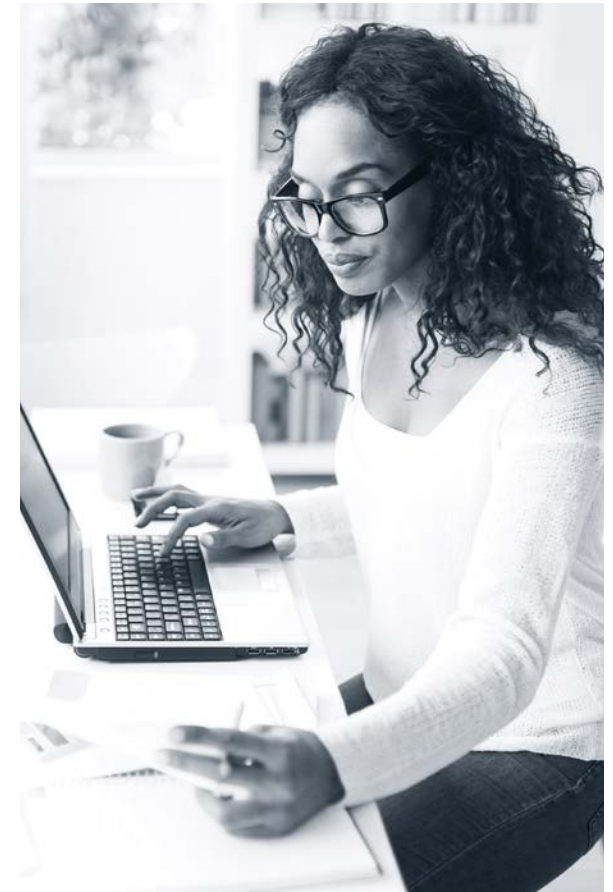
# Increase Team Productivity

According to the [CyberEdge 2020 Cyberthreat Defense Report](#), 85 percent of companies surveyed reported understaffed InfoSec teams.

Gigamon solutions potentially eliminate the need for more hiring by optimizing staff and improving productivity overall.

Five ways Gigamon tools will vastly improve team productivity and efficiency:

- 1 REDUCE THE NUMBER OF TOOLS AND APPLIANCES**  
Fewer tools mean fewer staff to monitor and operate them. According to [ESG research](#), customers reported a 66 percent decrease in tools needed, while increasing network data visibility by 75 percent.



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- 2 FOCUS ONLY ON HIGH-VALUE TRAFFIC**  
[Gigamon Application Filtering Intelligence](#) gives teams visibility into traffic across systems, including multi-cloud environments, improving productivity and freeing up staff to concentrate only on what matters most.
- 3 DO MORE, FASTER**  
Use the [Gigamon Visibility and Analytics Fabric™](#) and give teams critical visibility into all data and automated end-to-end capabilities to save time.
- 4 GAIN A 100 PERCENT INCREASE IN NETFLOW**  
Automatically generate full-fidelity NetFlow intelligence with the [GigaSMART®](#) NetFlow module.
- 5 STAY A STEP AHEAD OF ATTACKERS**  
[Gigamon ThreatINSIGHT™](#) gives teams the powerful analytics capabilities they need to proactively prioritize, mitigate and hunt down threats and remove productivity-draining alert fatigue.





As the biggest utility company in Malaysia, we were able to save \$1,000,000+ and saw ROI in 1 to 6 months using Gigamon solutions.”

– AZRIL RAHIM, SENIOR MANAGER, TENAGA NASIONAL BERHAD

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## REAL ROI FOR REAL IMPACT

Third-party economic analysis shows that Gigamon customers can benefit from both significant cost savings and operational benefits. More is always better.



### ESG Analyzed the Economic Benefits of Gigamon



**50 percent reduced** hardware and tooling costs



**70 percent reduction** in false positives



ESG has carefully studied the impact that adopting the Gigamon platform has on companies and found businesses are more likely to achieve their goals when utilizing the cost efficiency, manageability, security and flexibility that Gigamon provides.”

Source: Enterprise Strategy Group, “Analyzing the Economic Benefits of Gigamon”, March 2019

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# Why Gigamon

Gigamon offers market-leading visibility and analytics solutions to support the security, performance and digital transformation goals for the world's leading organizations:



**7 of the Top 10**  
Global Banks



**8 of the Top 10**  
Largest Tech Companies



**8 of the Top 10**  
Mobile Phone  
Network Operators



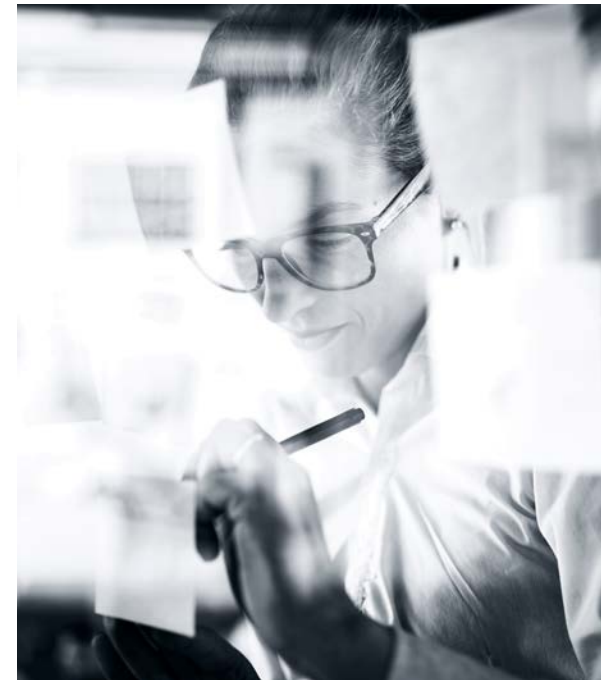
**8 of the Top 10**  
Healthcare Providers  
of the Fortune 500



**83 of the**  
Fortune 100



**10 of the Top 10**  
Federal Agencies



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