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# GIGAMON COMPANY OVERVIEW

## Our Value Proposition

Gigamon offers a deep observability pipeline that harnesses actionable network-derived intelligence and insights to amplify the power of your cloud, security, and observability tools.

This powerful combination enables you to assure security and compliance governance, speed root-cause analysis of performance bottlenecks, and lower the operation overhead associated with managing your hybrid and multi-cloud IT infrastructure.

## The Shift to Multi-Cloud Propels Digital Transformation to a New Level

Today's modern cloud-first organizations are continuing to invest in advancing their digital transformation initiatives to fuel business agility while ensuring security and containing cost. Nearly every organization is moving to the cloud and embracing a multi-cloud strategy to maintain a competitive edge. A multi-cloud strategy provides organizations an architecture that supports modern application requirements to quickly respond to changing business needs, proactively mitigate exposure to cyber threats, and take digital transformation to a whole new level.

### Emerging Challenges

But, like any new level, challenges arise, and at the top of the list is security and ensuring you're not exposed to emerging threats that could negatively impact your organization or business.

**89%**

**of enterprises are embracing multi-cloud environments**

**43%**

**are now making use of multiple public and private cloud instances**

**72%**

**of organizations experienced between one and ten cyber incidents in the past year**

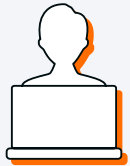
To maintain a competitive edge in today's hyper-connected and competitive world, IT organizations must simultaneously contend with an ever more sophisticated threat landscape, insatiable application performance expectations, and escalating cost and complexity that can collectively stifle business agility.

We uniquely understand these challenges, and 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 call this deep observability, and we are steadfastly committed to enabling you to achieve the full agility of a resilient digital infrastructure and the full transformational promise of the cloud to accelerate the velocity of your digital transformation initiatives.



**4,200+**

CUSTOMERS



**> 1000**

EMPLOYEES



**18**

OFFICES GLOBALLY

## A New Frontier: Deep Observability

[Deep observability](#) defines a new frontier — supercharging your cloud, security, and observability tools with real-time network-derived intelligence and insights so you can eliminate security and performance blind spots, proactively mitigate security and compliance risk, deliver a superior digital experience, and manage your hybrid and multi-cloud IT infrastructure on your terms with greater ease, efficiency, and effectiveness.



## A Purpose-Built Deep Observability Pipeline

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 proactively mitigate security and compliance risk, deliver a superior digital experience, and contain the runaway cost and complexity associated with managing your hybrid and multi-cloud infrastructure.

## Architected to Extend the Value of Observability

This powerful combination enables you to ensure security and compliance governance, speed root-cause analysis of performance bottlenecks, and lower the operational overhead associated with managing hybrid and multi-cloud IT infrastructure.

### Key capabilities include:

- **Advanced security forensics** with lateral threat detection based on immutable packet source data to ensure the security, compliance, and integrity of information in motion
- **In-depth application visibility** captures known and unknown events to assure consistent, high-quality digital experiences for users and IoT devices
- **Operational agility** helps identify and eliminate security and performance blind spots, break down silos, and contain runaway complexity and cost



Gigamon's visibility solution gives us complete visibility into our virtual health data hosting infrastructure. And thanks to the de-duplication function, we are able to relieve and optimize the operation of our monitoring probe.

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**FRÉDÉRIC Le GUILLOU**

CTIO, Cegedim



## Compelling Business Outcomes

The Gigamon Deep Observability Pipeline enables your organization to realize the full transformational promise of the cloud. It delivers tangible business benefits across three dimensions:

- **Enhance business agility** by accelerating cloud migration and re-platforming projects through a common tools stack
- **Ensure cloud security** by eliminating blind spots and detecting vulnerabilities across North-South, East-West container, and encrypted traffic
- **Contain hybrid cloud cost and complexity** by simplifying monitoring and compliance by providing access to all network traffic across any hybrid or multi-cloud infrastructure

## Why Gigamon?

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

This allows you to shift to a proactive security posture by pinpointing threats and anomalies to mitigate exposure to risk and expedite troubleshooting.



With over 140 patents, Gigamon is the market leader in deep observability, providing greater visibility, assured security, and compliance governance through its deep observability pipeline offering. Gigamon earns the 2023 Global Company of the Year Award in network observability for the cyber security industry.



## The Power of Partnerships

Gigamon has an established and growing technology [partner ecosystem](#) that includes industry-leading vendors from across the following market segments:

- Security and vulnerability management
- Network performance management
- Observability
- Cloud
- Service Provider



**GEORGIA EDELL**  
Consultant

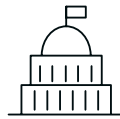
## Serving the World's Most Demanding Enterprises

Gigamon serves more than 4,200+ customers worldwide that include:



According to market intelligence firm the 650 Group, Gigamon is the market leader in deep observability, commanding 71 percent market share in 2022.

Market intelligence firm the 650 Group projects revenue to reach \$470M in 2023 and forecasts it to reach \$2B by 2027.



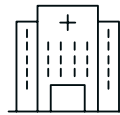
**10/10**

Top U.S. federal agencies



**83/100**

Fortune 100 Companies



**8/10**

Top healthcare providers



**9/10**

Top mobile network operations



**7/10**

Top global banks



**4.8/5.0**

Customer satisfaction



Gigamon delivers the deep observability we need, enabling us to leverage a variety of monitoring tools, both on-prem or in AWS, consistently, across multiple sites, said a Five9 senior cloud architect. Being able to leverage a single pane of glass with the fabric manager — to be able to do that across our different regions to different data centers is very appealing.

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**SENIOR CLOUD ARCHITECT**  
Five9

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, provided by a team that is highly responsive.

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**MATTHEW A.**  
Chief Architect, Computer Incident and Response Team (CIRT), Senior Staff, Lockheed Martin

## A Complete Industry Leading Portfolio

Gigamon has a proven track record of delivering innovation and leading key markets forward. We have a comprehensive portfolio of market-leading products that span:

### Data Center Visibility

Gigamon is the de facto market leader in network performance monitoring equipment. We offer a broad range of products that are tailored to your unique data center management requirements and allow you to:

- **Prioritize network traffic** going to tools to increase effectiveness and performance
- **Offload computationally intensive tasks** with centralized [SSL/TLS decryption](#) and high-quality net-flow
- **Redistribute and prioritize network traffic** to gain high availability without overbuying tools

### Zero-Trust Security Framework

As your organization shifts toward a “work from anywhere, work anytime” model, moving toward a Zero Trust security architecture is the first line of defense in mitigating exposure to cyber threats and risk. Moving from perimeter-based controls to distributed controls across the network and your hybrid cloud infrastructure allows you to gain deep observability into all information in motion on the network. Gigamon serves as a foundational cornerstone for Zero Trust, enabling you to:

- **Gain pervasive visibility** across physical, virtual, and cloud networks
- **Establish strong defenses** against unauthorized lateral (East-West) movement across the network
- **Protect against privilege escalation** by preventing adversaries from gaining unauthorized access
- **Eliminate blind spots** by testing across the entire network, physical, and cloud infrastructure

Quickly find answers to your technical questions and connect with other Gigamon users to collectively share use cases and deployment best practices to assure you maximize the return on your Gigamon investments.

[community.gigamon.com](https://community.gigamon.com)



## Unparalleled Service and Support

Gigamon offers a broad range of [service and support](#) programs designed to help you confidently deploy and maintain your Gigamon solutions. The global services team is at the ready to meet your business requirements with a wide array of services to support you through the entire solution lifecycle, from design and deployment to technical support and ongoing maintenance.

### Services include:

- **Tiered hardware and perpetual software licenses technical [support programs](#)**
- **Subscription and term software licensed product technical support programs**
- **[Education services](#)** to boost your Gigamon product expertise, including certifications
- **[Professional services](#)** providing expertise that spans design, deployment, and maintenance
- **Full-time dedicated on-site or remote engineer** through the Resident Services Engineer (RSE) program



**140+**

**PATENTS**



**2004**

**FOUNDED**

## One Gigamon

We are focused as a single force, more than 1,000 strong and growing, dedicated to supporting and assisting you in achieving success in your unique transformational journey. This is built on a core set of beliefs:



### **Employees First**

Our employees are a powerful asset; they are collectively valued, engaged, and empowered for success.

### **Innovation**

We combine the delivery of market-leading products with the nurturing of innovation in all we do.

### **Trust**

We trust in our business, in each other, in our partners, and in the collective team that represents Gigamon.

### **Collaboration**

We believe collaboration empowers the success of our company, our partners, and our customers.

### **Authenticity**

Our employees make a commitment to one another to give and receive feedback in a timely manner and in the spirit in which it's intended.

**Get Gigamon. Get Deep Observability. And See Everything.**