

# Large International Enterprise Retail Company

## Introduction

This case study of a large enterprise retail company is based on a June 2020 survey of Gigamon customers by TechValidate, a 3rd-party research service. The profiled company asked to have their name blinded to protect their confidentiality.

“The Gigamon platform helps reduce the cost and sprawl of our tools while optimizing their effectiveness.”

“Gigamon was able to help us maximize network visibility, security, and/or performance during the current COVID-19 situation.”

## Challenges

The business challenges that led the profiled company to evaluate and ultimately select Gigamon:

- Top reasons the organization invested in Gigamon solutions:
  - Most complete visibility solution
  - Robust and superior architecture
  - Single source of visibility across physical, virtual, and cloud environments
- Invested in Gigamon solutions because they needed to remedy the following challenges:
  - Reliable access to data
  - Tools being overwhelmed with too much traffic
  - Reducing tool sprawl
  - Troubleshooting network data
- Considered the following vendor before selecting Gigamon:
  - Ixia

## Use Case

The key features and functionalities of Gigamon that the surveyed company uses:

- Rates the following Gigamon features and benefits as compared to the competition:
  - Filtering, slicing, and dedup capabilities: significantly better
  - Storage cost savings: significantly better

## Results

The surveyed company achieved the following results with Gigamon:

- Achieve the following ROI after using Gigamon solutions:
  - Maximized network visibility and performance monitoring
  - Optimized tool utilization by traffic filtering
  - Reduced storage costs with better management of traffic volume
  - Lowered escalating costs with other vendors or tools
  - Accelerated threat prevention, detection, and response time
  - Enhanced staff efficiency by reducing manual tasks
- Saw ROI with their investment in Gigamon solutions within 6 – 12 months.
- Reduced traffic to their tool set by 25 – 49% after using Gigamon.
- Saved \$200,000 to \$500,000 using Gigamon solutions over time.
- Gigamon helped with the following during the COVID-19 situation:
  - Overloaded network and security tools

### Company Profile

The company featured in this case study asked to have its name publicly blinded because publicly endorsing vendors is against their policies.

TechValidate stands behind the authenticity of this data.

Company Size:  
**Large Enterprise**

Industry:  
**Retail**

### About Gigamon

We enable your organization to run fast, stay secure and innovate. We are the first company to deliver unified network visibility and analytics on all data-in-transit. Across your physical, virtual and cloud infrastructure, we aggregate, transform and analyze your network traffic to meet your critical performance, rapid threat detection and response needs, freeing your organization to drive digital innovation.