

## ***Frost & Sullivan* Recognizes Gigamon for Rapid Growth in World Monitoring Market**

Palo Alto, Calif. — Monday, April 7, 2008 — Based on its recent analysis of the World Monitoring Market, *Frost & Sullivan* recognizes Gigamon Systems™ (Gigamon) with the 2008 Global Frost & Sullivan Emerging Company of the Year Award for strategically positioning itself to become a significant data access equipment manufacturer within the global monitoring market.

Gigamon has earned significant revenues and growth since shipping its first product in 2005 by solving real problems and saving money for large telecom and enterprise network managers. Gigamon offers a new best practice for deploying multiple monitoring tools by creating the Data Access Network which unobtrusively links test and monitoring tools to the traffic in the networks.

“By enabling the non-intrusive and comprehensive monitoring of mission critical data networks, Gigamon has succeeded in serving its telecommunications and enterprise clients while reducing the overall complexity typically associated with monitoring and security,” says *Frost & Sullivan* Research Analyst Juan Rosales. “Furthermore, the partnerships that Gigamon has developed with a variety of tool vendors have led to a significant increase in year-over-year revenues while sustaining an annual growth rate in excess of 30 percent.”

The company delivers the GigaVUE™ Data Access Switch. The modular GigaVUE switch is an out-of-band intelligent data access networking (DAN) switch used by large telecom and enterprise networks. This switch addresses the issue of “too many tools and not enough ports” by providing dynamic connectivity for “out-of-band” monitoring tools such as intrusion detection systems, sniffers, voice over Internet Protocol (VoIP) analyzers, application monitors, and data recorders.

The company has already released its second generation product, the GigaVUE-420, which is a significant upgrade to the company’s original GigaVUE-MP platform with the added capability to house four 10-gigabit ports and twenty 1-gigabit ports. The GigaVUE-420™ is a backward-compatible technology based largely on feedback from Gigamon’s customers. With optional GigaTAP modules, it is now possible to tap up to eight gigabit links in one chassis, making the GigaVUE-420 the highest density-tapping solution currently available on the market.

“In terms of customer satisfaction, the most vital attributes of the GigaVUE-MP and GigaVUE-420 solutions include their any-to-any, many-to-many, and any-to-many cross connection capabilities, as well as their packet filtering and load balancing features,” notes *Frost & Sullivan* Industry Analyst Jessy Cavazos. “These resources assist end-users by mapping specific traffic flows to designated monitoring tools.”

Despite these advanced features, Gigamon’s clients still consider the scalability and expandability of these products to be one of their most important characteristics. Over 65% of Gigamon’s customers place repeat orders to expand their Gigamon Data Access Network, which is a testament to their satisfaction. The average Gigamon customer has expanded their DAN (Data Access Network) to about 80 ports; many after starting with only 4. When end-users purchase a GigaVUE™, they are confident about buying into the future, both in terms of capital expenditure and training.

Gigamon prides itself on successfully relieving a variety of complexity-related concerns faced by its customers and has rapidly developed a customer base of more than 250 clients worldwide. The company also places a significant emphasis on establishing partnerships with various tool vendors, and the company currently works in conjunction with over 30 vendors such as Agilent Technologies, Tektronix, EMC, OpNet, Wild Packets, Anritsu, Compuware, Network Instruments, and Coradant.

“Although Gigamon has only been shipping its products for less than three years, the company has achieved several milestones in a relatively short period of time,” says Rosales. “Within its first ten months of existence, Gigamon successfully moved its hundredth unit, and fueled mostly by word of mouth, the shipment of the company’s thousandth unit occurred by the end of 2007.”

While Gigamon’s penetration in the United States is still relatively shallow the company believes that there is considerable room for growth in this arena. It also routinely garners approximately 20 percent of its revenues from Asia and Europe, and this figure is expected to increase as these geographic markets continue to grow and Gigamon begins to focus in these markets.

For strategically setting itself on a path of continued success over the next few years, Gigamon is the worthy recipient of the 2008 Frost & Sullivan Emerging Company of the Year Award in the World Monitoring Market.

Each year *Frost & Sullivan* presents this Award to the company that has emerged as a significant participant within its industry in terms of outstanding management, superior market growth, exceptional customer service and the ability to combine technology and successful strategic initiatives. The Award recognizes the recipient’s exceptional know-how to take advantage of market changes through the execution of innovative strategies within the existing competitive landscape.

*Frost & Sullivan* Best Practices Awards recognize companies in a variety of regional and global markets for demonstrating outstanding achievement and superior performance in areas such as leadership, technological innovation, customer service, and strategic product development. Industry analysts compare market participants and measure performance through in-depth interviews, analysis, and extensive secondary research in order to identify best practices in the industry.

### **About Gigamon Systems**

Founded in 2003 by six veterans of network monitoring and telecommunications equipment companies, Gigamon Systems is the inventor and leading provider of Data-Access Switches. Its flagship product, GigaVUE, can multicast packets from one span or tap to many tools to solve the span port sharing problem. It also can aggregate and intelligently filter packets from many spans or taps to one or multiple tools to solve the problem of monitoring flows across complex mesh topologies and virtual networks. GigaVUE facilitates unobtrusive parallel tool deployment with network-wide coverage, significantly reducing customers’ capital budgets and yielding immediate ROI benefits.

For more information about Gigamon and their award winning solutions, visit <http://www.gigamon.com> or call 408-263-2022.

### **About Frost & Sullivan**

*Frost & Sullivan*, the Global Growth Consulting Company, partners with clients to accelerate their growth. The company’s Growth Partnership Services, Growth Consulting and Career Best Practices empower clients to create a growth-focused culture that generates, evaluates and implements effective growth strategies. *Frost & Sullivan* employs over 45 years of experience in partnering with Global 1000 companies, emerging businesses and the investment community from more than 30 offices on six continents. For more information about *Frost & Sullivan*’s Growth Partnerships, visit <http://www.awards.frost.com>.

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