Network Optimization Strategies for ROI

Gigamon®

Summary Results | April 2022

EXECUTIVE OVERVIEW

Between March and April 2022, Gatepoint Research invited selected IT, Networking, Data Center and Infrastructure experts to participate in a survey themed *Network Optimization Strategies for ROI.* There have been 103 participants to date.
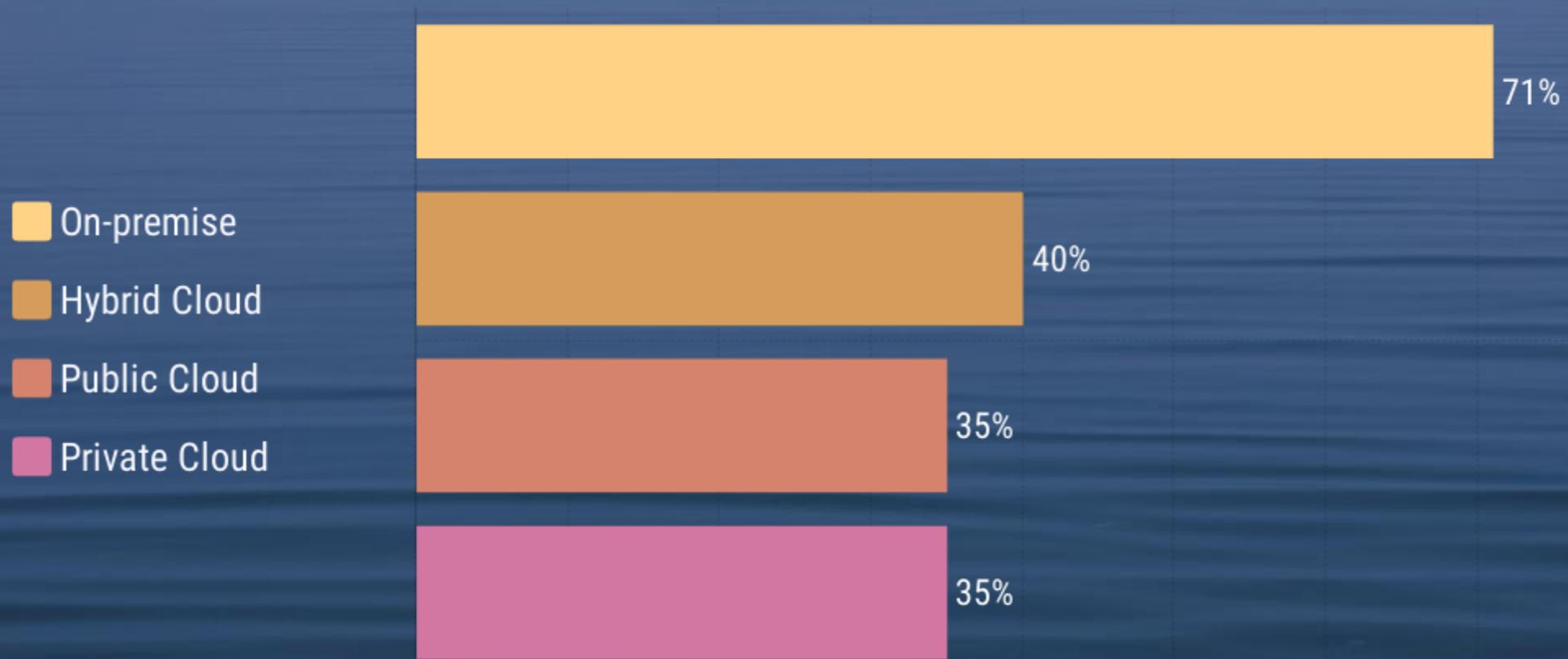
- Respondents represent executive management, senior decision-makers, and highly qualified subject matter experts: 7% hold the title CxO or are VPs, 15% are directors, 36% are managers, 36% are engineers, and 6% are analysts or architects.

Better network ROI means better performance, security and visibility at lower cost. Relentlessly optimizing the effectiveness of existing tools, reducing unnecessary network traffic, and closely tracking app bandwidth are key to this goal. How are organizations achieving it?

This survey asked respondents to report:

o Which types of network tools do they use? Are any overloaded?

o Where are their business-critical workloads? What would allow them to confidently move more into the cloud?

o What network issues keep them up at night?

o What will their organization focus on in the next 12 to 18 months?

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Where are your business-critical workloads?

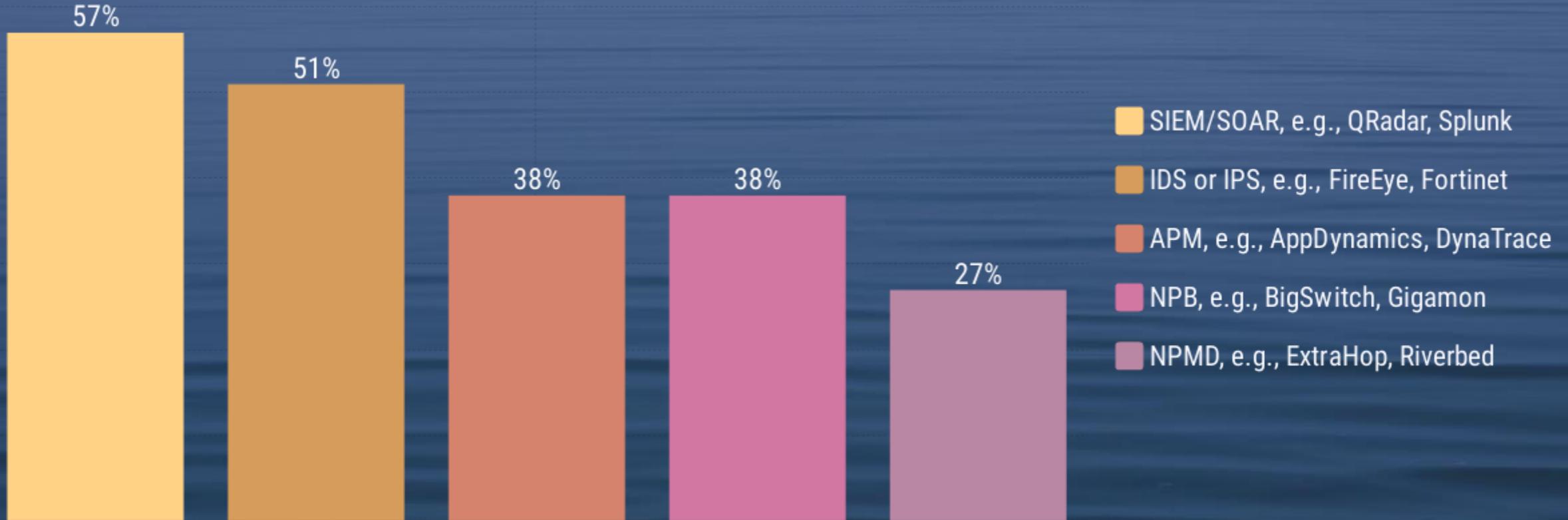|	
On-premise	71%
Hybrid Cloud	40%
Public Cloud	35%
Private Cloud	35%

The majority of survey participants report having at least some of their business-critical workloads on premise (71%), but they also position them across cloud servers. 40% use hybrid, and 35% use public or private clouds.

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What do you use to monitor network traffic?

Switched port analyzer (SPAN) ports — **44%**

Combination of SPAN ports and network packet brokers (NPB) — **38%**

Network terminal access points (TAPs) — **35%**

NPB — **24%**

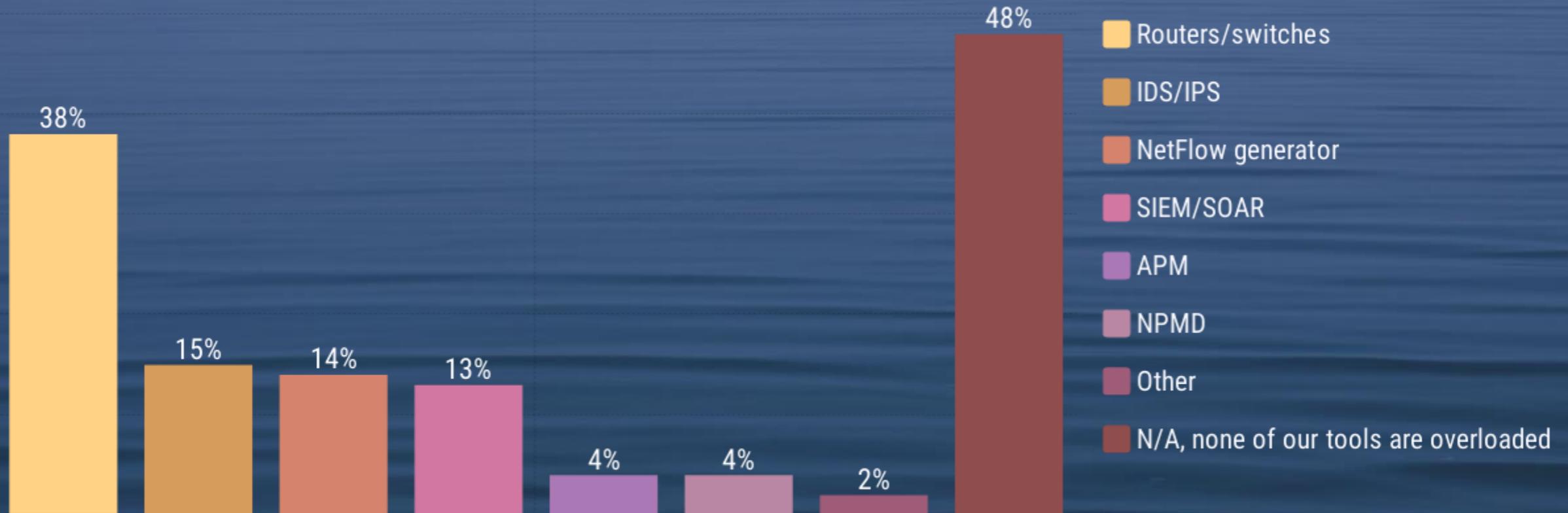Combination of TAPs and NPB — **23%**

The top three mechanisms by which responding organizations monitor their network traffic are SPAN ports (44%), a combination of SPAN ports and NPBs (38%), and TAPs (35%). Slightly less than a fourth are using NPBs alone, or a combination of TAPs and NPBs.

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Which types of network tools do you use?

57% — SIEM/SOAR, e.g., QRadar, Splunk
51% — IDS or IPS, e.g., FireEye, Fortinet
38% — APM, e.g., AppDynamics, DynaTrace
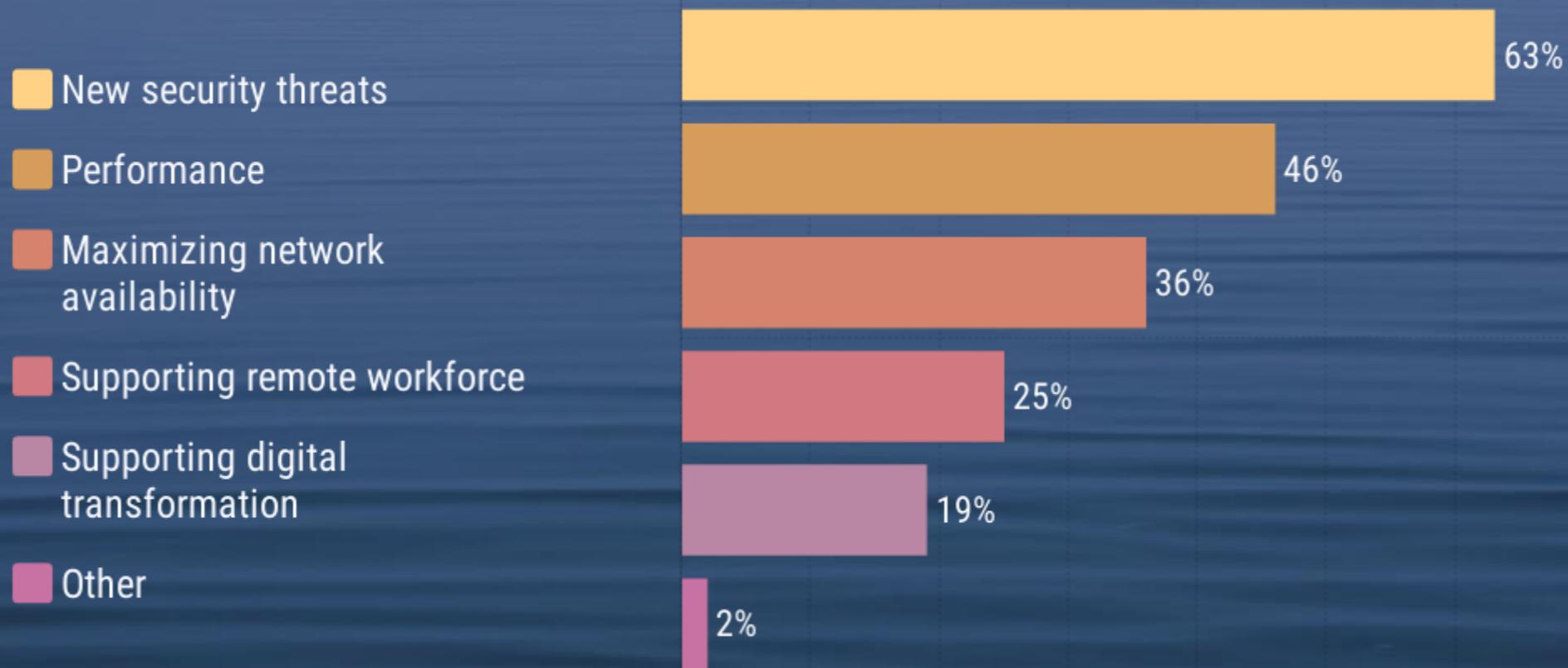38% — NPB, e.g., BigSwitch, Gigamon
27% — NPMD, e.g., ExtraHop, Riverbed

More than half of those surveyed use SIEM/SOAR (57%) or IDS/IPS (51%).
APM and NPB have been deployed by 38%, and 27% use an NPMD.

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Which of your network tools overloaded?

Legend:
- Routers/switches
- IDS/IPS
- NetFlow generator
- SIEM/SOAR
- APM
- NPMD
- Other
- N/A, none of our tools are overloaded

Bar values: 38%, 15%, 14%, 13%, 4%, 4%, 2%, 48%

*Just over half of respondents frankly admit to their network tools being overloaded, especially routers and switches, say 38%.*

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What network issues keep you up at night?

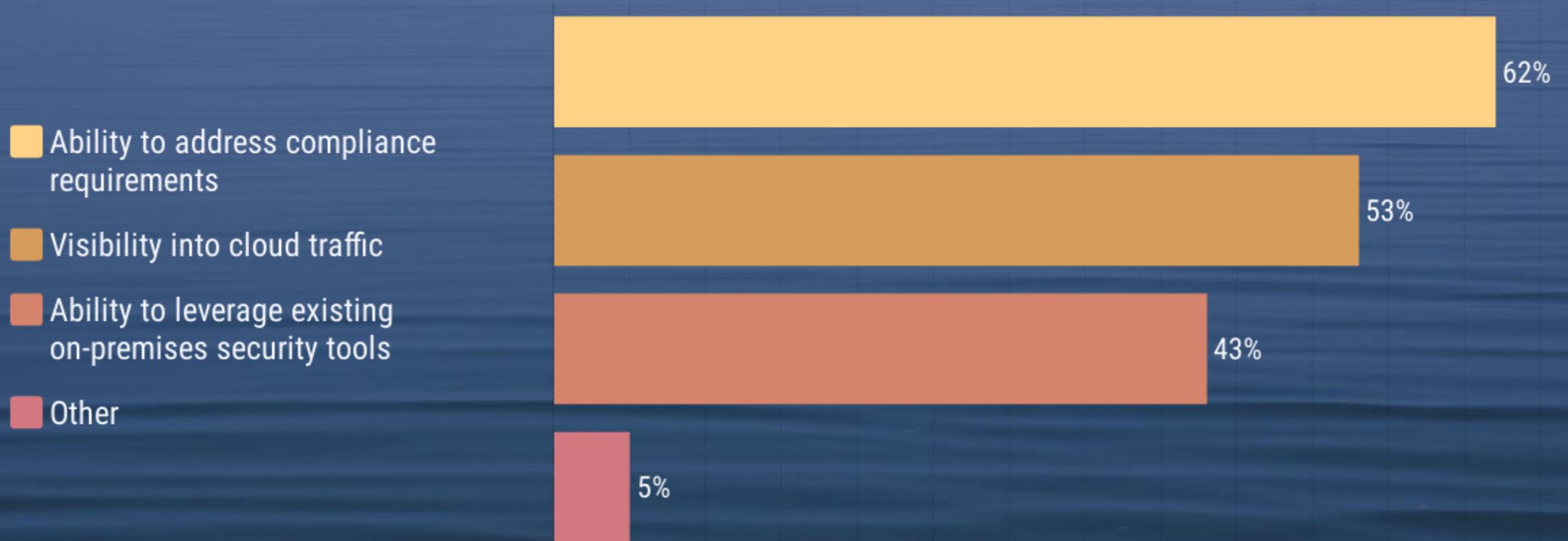| Issue	Percentage
New security threats	63%
Performance	46%
Maximizing network availability	36%
Supporting remote workforce	25%
Supporting digital transformation	19%
Other	2%

The most commonly cited network nightmare scenario: new security threats, disturbing the sleep of just under two thirds of survey takers. 46% are also plagued by performance issues.

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Do you need visibility into encrypted traffic?

42%

58%

■ Yes 42%

■ No 58%
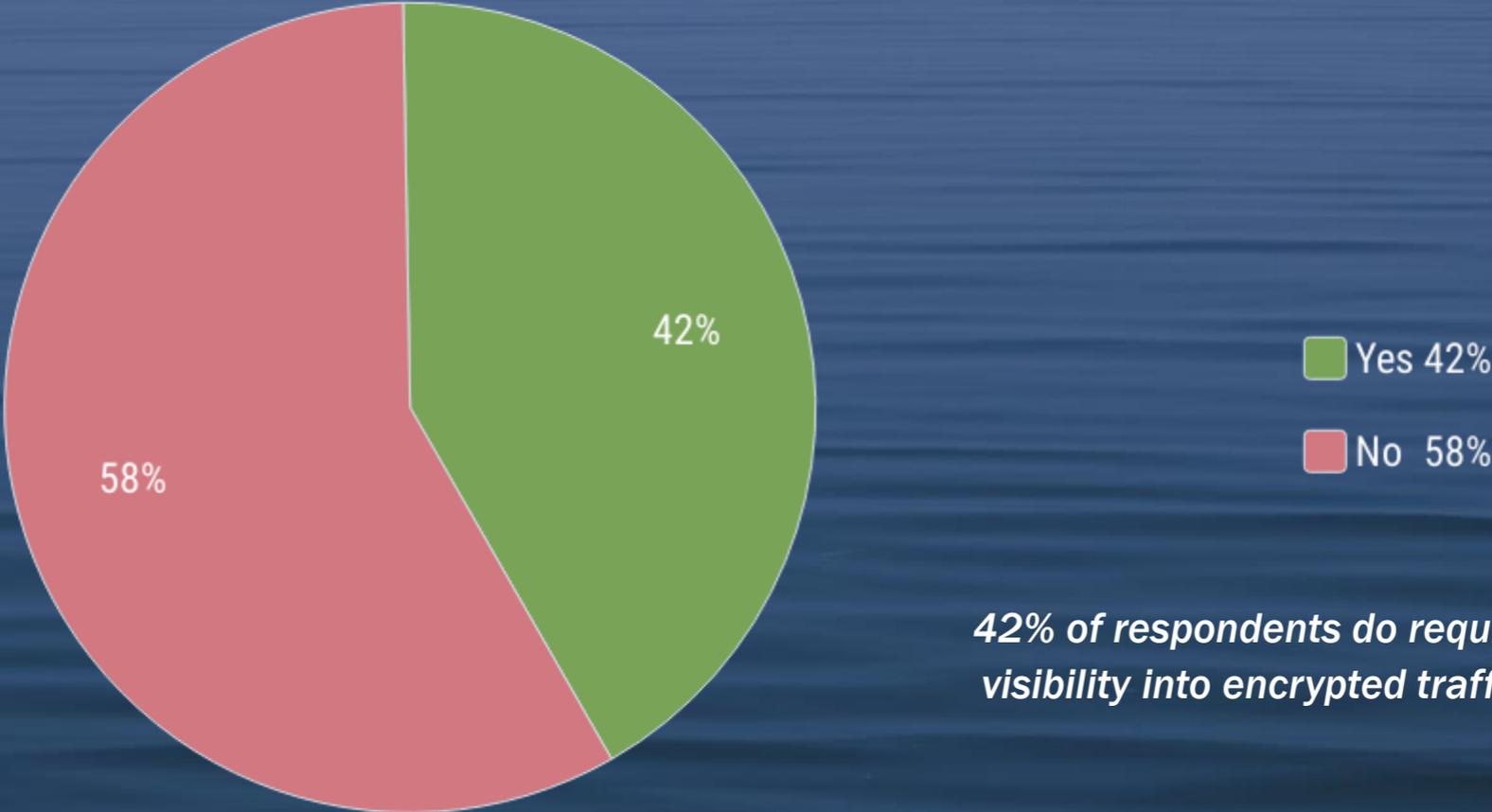
42% of respondents do require visibility into encrypted traffic.

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What would it take for you to feel confident about moving (more) business-critical workloads to the cloud?

- Ability to address compliance requirements — 62%
- Visibility into cloud traffic — 53%
- Ability to leverage existing on-premises security tools — 43%
- Other — 5%

Most respondents need to be able to confidently address compliance requirements before moving more workloads to the cloud. Just over half also require cloud traffic visibility. 43% need to be able to use existing on-premise security tools.

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What will your organization focus on in the next 12 to 18 months?

Legend:
- Faster troubleshooting
- High-priority apps
- Reducing future tool spend
- False positive reduction
- Reducing tool sprawl
- Dynamic flow automation
- Centralized TLS decryption
- Other

Bar values: 57%, 49%, 38%, 26%, 25%, 23%, 12%, 7%
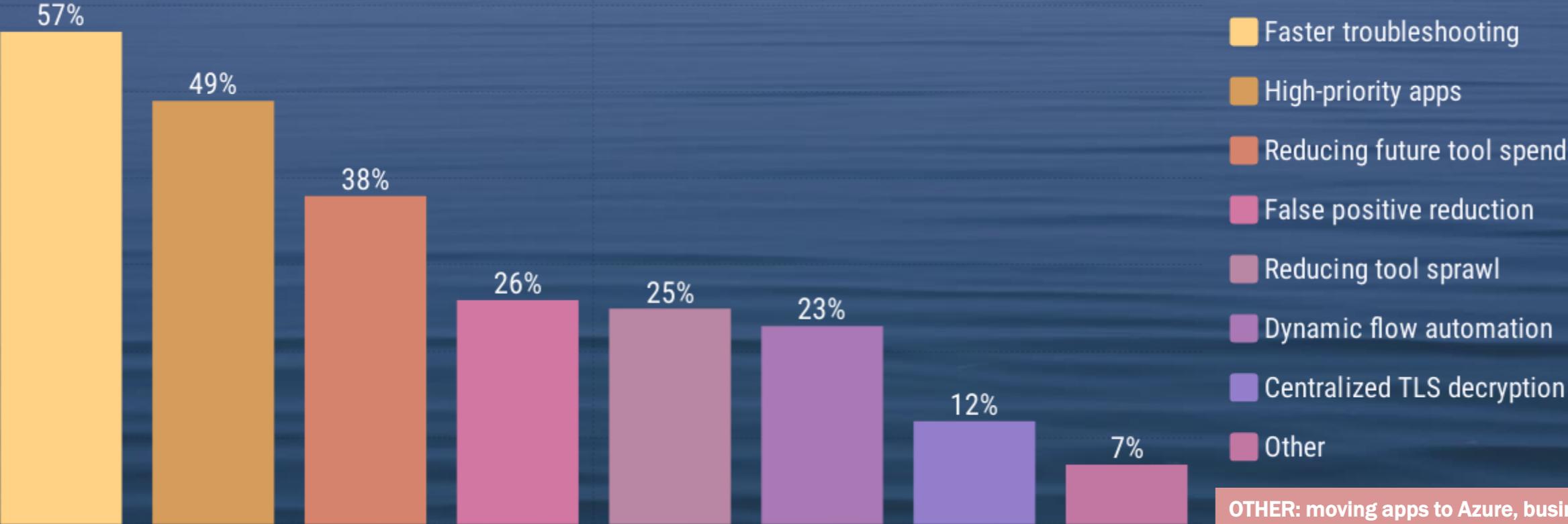
OTHER: moving apps to Azure, business continuity, cloud migration & enablement, documentation of all cloud environment access, secure ops, better correlation for network detected security events

By a significant margin, two priorities garner the lion's share of attention by survey takers in the near future: faster troubleshooting (57%), and high priority apps (49%).
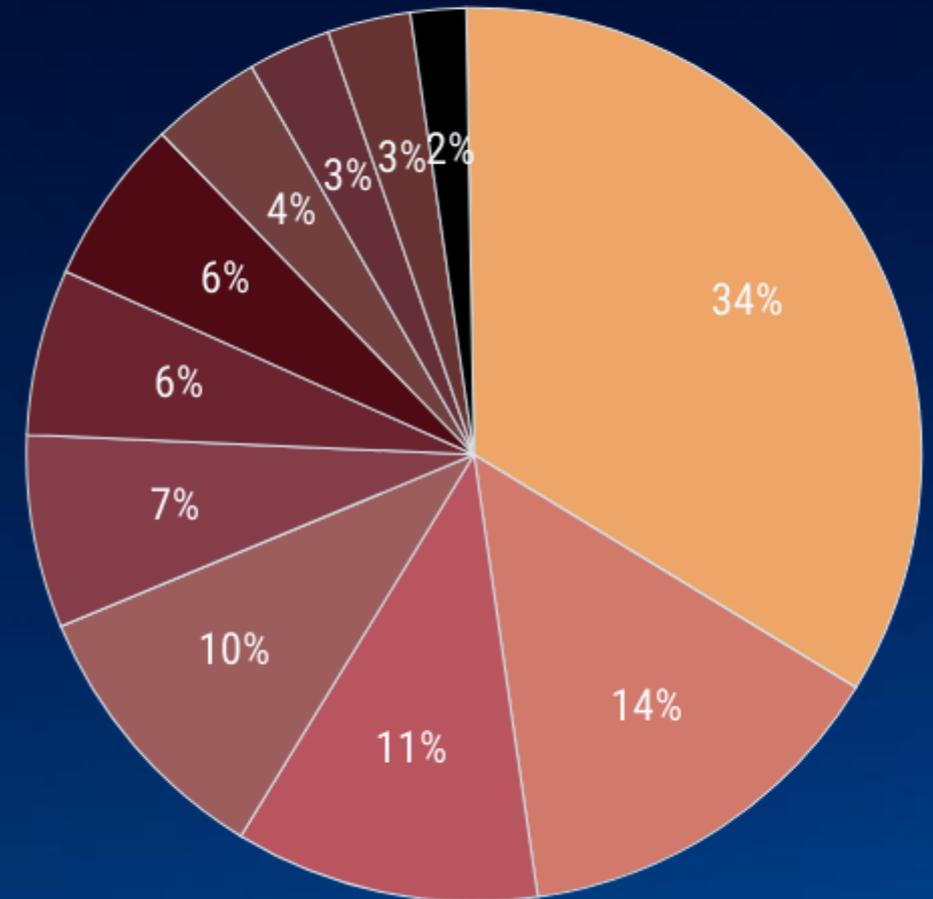
JOB LEVEL

Respondents represent a full spectrum of positions and expertise in their organization.

▢	CxO or VP	7%
▢	Director	15%
▢	Manager	36%
▢	Engineer	36%
▢	Analyst/Architect	6%

Analyst
Architect

CxO
VP

Director

Manager

Engineer
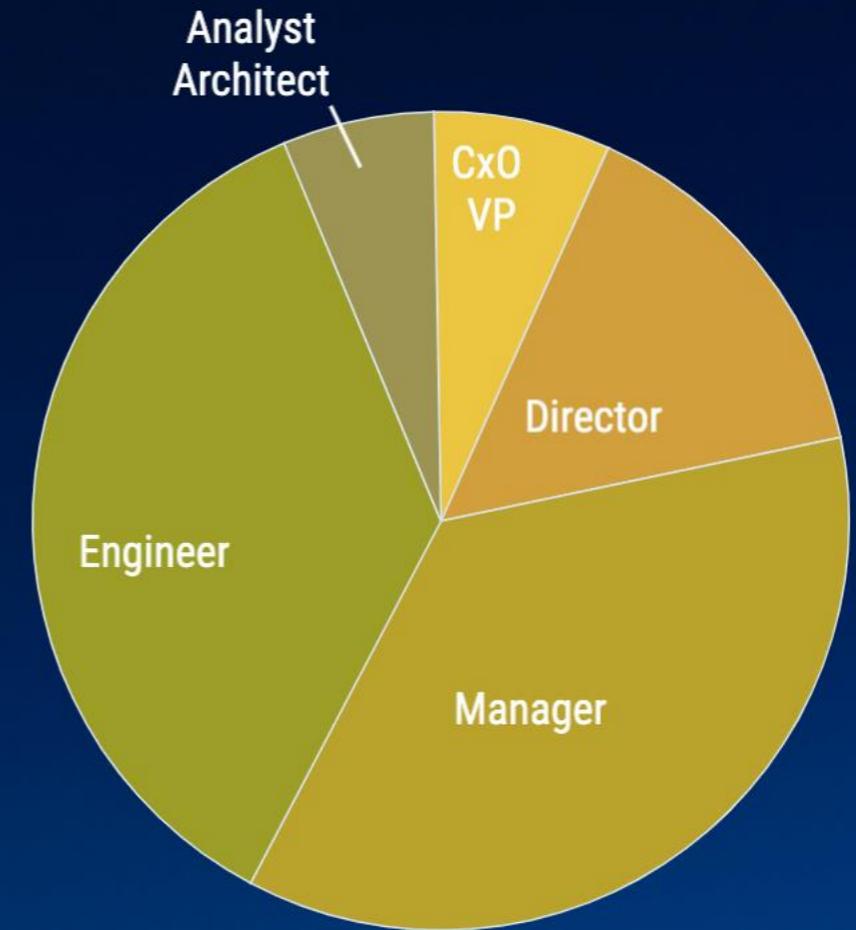
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