

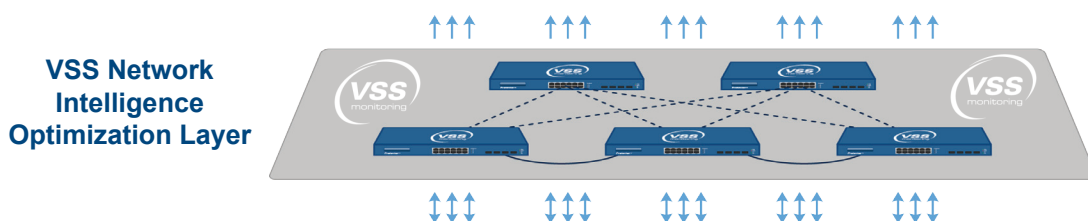
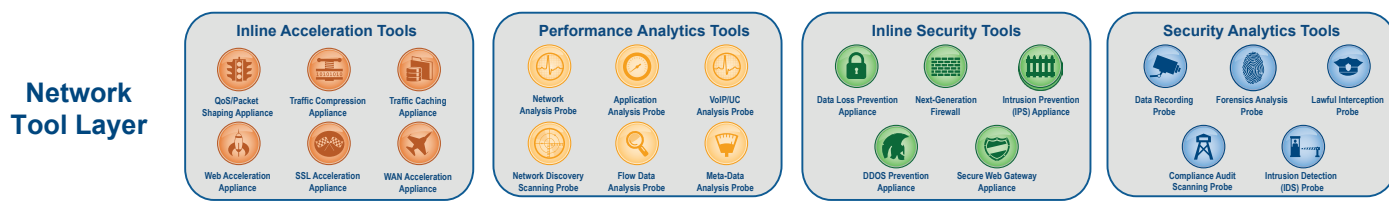


# VSS MONITORING CORPORATE BACKGROUNDER

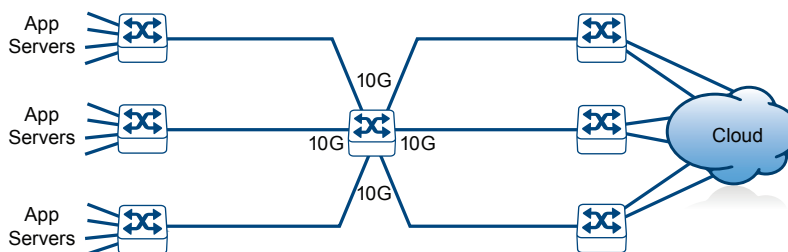
VSS Monitoring® is the world leader in network intelligence optimization, allowing IT professionals to optimize and scale connectivity between network switching and the universe of network monitoring, security and acceleration tools. VSS maximizes tool coverage, simplifies operations, and increases efficiencies – resulting in a superior ROI.

VSS Monitoring’s Network Intelligence Optimization Systems™ break the common practice of a 1:1 relationship between the network tools and a network link. Network tools are specialized and costly, limited in the types of traffic they can analyze or process. With the proliferation of 10 GigE and faster networks, tools can be overwhelmed. Critical packets are dropped, resulting in degraded security and performance.

By using a Network Intelligence Optimization System to abstract traffic from the network access points, then optimizing it for tool efficiency, each network intelligence tool gains access to any network link, in any part of the world, from the application to the packet level—an unprecedented level of link-level visibility and control.



## Switching/ Communications Layer



VSS’s Network Intelligence Optimization Systems collect a copy of traffic, aggregate flows and send them to the monitoring/security/acceleration tools. Optimization may include complex operations, such as filtering, slicing apart packets, and inspecting packet content (deep packet inspection) while maintaining session-awareness.

The ability to process traffic at the packet level at line rate is essential for time-sensitive applications such as video, voice over IP, and financial trades. Packet-level processing is also necessary for meeting privacy requirements such as regulations for safeguarding credit card and healthcare data. Unlike competitive device-based approaches, VSS uses a visionary systems-approach, deployed as a fault-tolerant mesh architecture, resulting in fail-safe operation, almost unlimited flexibility, ultra-low latency and very high scalability.

Based in Silicon Valley, VSS has grown profitably into the world market leader, with the largest and most knowledgeable team of customer support engineers and solution partners across the Americas, Asia and Europe.

<b>Founded</b>	2003. Founders have extensive experience in network tools, switching, and distributed systems.
<b>Offices</b>	San Mateo, CA (USA)   London   Paris   Milan   Tel Aviv   Beijing   Singapore   Tokyo
<b>Sales</b>	<ul style="list-style-type: none"> <li>▪ Worldwide channel partners via distributors, VARs and systems integrators</li> <li>▪ Worldwide: partner alliances with leading network intelligence tool vendors</li> <li>▪ Worldwide: partner alliances with leading network switching vendors</li> </ul>
<b>Executive Management</b>	<p>Terence M. Breslin, CEO and President</p> <p>David Kucharczyk, Chief Technical Officer</p> <p>James McNicholas, Chief Financial Officer</p> <p>Rob Markovich, Senior Vice President, Worldwide Sales &amp; Marketing</p> <p>Dave Butler, Vice President, Worldwide Sales</p> <p>Peter Vinsel, Vice President, Engineering</p>
<b>Target Markets</b>	Telecommunications carriers, mobile operators, cable MSOs, large enterprises and governments worldwide.
<b>Value Proposition</b>	<ul style="list-style-type: none"> <li>▪ Increased ROI and productivity of existing network intelligence tool infrastructure</li> <li>▪ Total network monitoring visibility, and proactive network security control</li> </ul> <p>Validated by Aberdeen Group research, enterprises deploying Network Intelligence Optimization achieved:</p> <ul style="list-style-type: none"> <li>▪ 120% higher application availability</li> <li>▪ 5% greater end-user protection from application performance issues</li> <li>▪ 60% lower labor costs for network &amp; security management (\$146 vs. \$253 per user annually)</li> </ul> <p>...over companies without one. (<i>The Value of Network and Application Visibility</i>, Aberdeen Group, September 2008)</p> <p>VSS Network Intelligence Optimization Systems combine high-level intelligence and a systems architecture, making them the industry's most capable:</p> <ul style="list-style-type: none"> <li>▪ Reduces overall tool deployment and maintenance costs by up to 80%</li> <li>▪ Centralizes management for highly distributed WANs</li> <li>▪ Reduces incident response time via immediate management access to all capture points</li> <li>▪ Leverages legacy 1GigE tool infrastructure for use with 10 GigE networks</li> <li>▪ 100% network invisible, untouched and real-time pass-through of true copies of network traffic</li> </ul>
<b>Technology Innovation</b>	<p>VSS has pioneered Network Intelligence Optimization Systems across several areas of innovation:</p> <ul style="list-style-type: none"> <li>▪ <b>Fail-Safe Monitoring.</b> <i>Benefit:</i> Higher network and tool availability. Innovations: LinkSafe™, vAssure™, PowerSafe™, N+N Tool Failover.</li> <li>▪ <b>Advance Traffic Grooming.</b> <i>Benefit:</i> Higher tool efficiency. Innovations: Selective Aggregation, Hardware-based L2-7 Filtering, Session-Aware Load Balancing, vSlice™, Protocol Stripping, GTP &amp; MPLS Balancing, Deep Packet Inspection.</li> </ul>

## Technology Innovation

(continued)

- **Link-Level Visibility.** *Benefit:* Increase visibility. Innovations: Packet Optimization™, Microburst Protection™, vCapacity™.
- **System Intelligence.** *Benefit:* Industry leading scalability. Innovations: vStack+™, any-to-any routing, multi-link bandwidth, auto-health check, self-healing redundancy, full management plus API.

## Products

The industry-leading VSS Network Intelligence Optimization System comprises:

- **Distributed Series™** for passive tool optimization up to 10G, to tap inline to network links or connect to SPAN ports for capturing, grooming, and pre-analyzing traffic for network monitoring tools.
- **Protector Series™** for active/inline tool optimization up to 10G, to manage network access, load balancing, and fail-over of active/inline network intelligence appliances (e.g. intrusion prevention systems, proxy servers, and WAN accelerators).
- **Finder Series™** adds DPI-based content matching and filtering up to 10G, finding “needles in the haystack” within the system’s captured traffic before passing to forensics, security or storage tools.
- **TAP Series™** includes basic network TAPs, TAP and SPAN switches, regeneration TAPs, and SPAN port aggregators. These products offer basic tap functions, but lack the intelligent traffic processing of the Distributed Series products.

## Selected Customers

Over 1,000 customers worldwide have deployed VSS systems including:

AT&T, Sprint, Eschelon, T-Mobile, Vodafone, Polska Telefonia, PTK CenterTel, e-Plus, C&W, O2, TeliaSonera, China Mobile, Beijing Telecom, New Zealand Telecom, SEB, OMX, Citrix Online, Dow Jones, MMC, Phorm, Intercontinental Exchange, London Stock Exchange, FAA, U.S. Army, U.S. Navy, U.S. Air Force, U.S. Department of Energy, NASA, FBI, Northrop Grumman, Lockheed Martin, BAE Systems, Sun Microsystems, Best Buy, Tickets.com, Brinker International, Williams-Sonoma, Magnetic North Software.

## Corporate Milestones

- 2005**
  - Launches to market with a 30+ product range.
- 2006**
  - Ships industry’s 1st NIO system, pioneers high-density aggregation, SPAN/inline options
  - Introduces industry’s 1st I/O mapping and high-density gigabit aggregation.
- 2007**
  - Ships industry’s 1st low-density NIO system with layer 2-4 filtering.
  - Opens Tokyo, Japan office and launches Japanese-language Website.
- 2008**
  - Launches fully flexible, high-density Network Intelligence Optimization System with OSI layers 2-4 filtering. Awarded for capability, scalability, value and ease of use.
  - Ships industry’s highest-density network intelligence optimization device, the VSS 16x8 Distributed vNode™, with 24 ports.
  - Ships industry’s first 10 GigE network intelligence optimization device, the VSS 4x24 Distributed Filter vNode™
- 2009**
  - Opens Beijing, China office and launches Chinese-language Website.
  - Pioneers IntelliScale™ architecture and vStack+™ technology, allowing creation of a low-latency, fault-tolerant, system, scaling to a worldwide WAN.
  - Adds Packet Optimization™, with ingress port time and port stamping for high-performance, real-time networks, e.g. financial trading.

## Corporate Milestones

(continued)

- 2010**
- Introduces vSlice™ conditional packet slicing, the industry’s most precise technology for network intelligence optimization, improves monitoring efficiency and compliance.
  - Launches VSS Information Assurance Suite™ with the Protector Series™ and Finder Series™
  - Introduces 4G/LTE monitoring product initiative and Optimizer 2016 LTE vNode™
  - Secures \$20 million market-expansion financing, led by Battery Ventures.
  - Wins Product of the Year Award from 4G Wireless Evolution for Optimizer 2016 LTE.
  - Joins the Network Intelligence Alliance.
  - Signed global supplier agreements with Nokia Siemens Networks and Alcatel-Lucent.
- 2011**
- Launches Network Intelligence Partnership Initiative; announces strategic alliances with Bluecoat, Cisco, Extreme, McAfee, Netronome, Sourcefire, and WildPackets.
  - Launches vStack+ over IP™ to extend Network Tool Optimization across WAN cloud services.
  - Named as Top 50 Fastest Growing Private Company in Silicon Valley by Silicon Valley Business Journal.

## Corporate Differentiation

VSS has pioneered a visionary systems-based approach to Network Intelligence Optimization that sets itself apart in the industry. VSS systems use a patented, resilient, module architecture – the Intelliscale™ architecture – that scales to any size network.

The Intelliscale architecture incorporated in VSS systems provides customers:

- 1. Flexibility** – highly modular system design for plug-n-play expansion
- 2. Completeness** – network intelligence optimization across analytic, inline security, and acceleration tools.
- 3. Reliability** – Self-healing fault tolerance, built-in at multiple levels of the system

## Market Opportunity

VSS has pioneered a billion dollar market opportunity.

In 2011 alone, leading communications service providers, large enterprises, and governments will purchase an estimated \$13B worldwide in the growing universe of network intelligence tools – comprising performance analytics, security analytics, inline acceleration, and inline security. The outlay for these critical tools represents roughly 20% of their total IP network infrastructure spend.

VSS Network Intelligence Optimization Systems increase the ROI of the strategic tool investment by 2-3x. Billions of dollars would be saved if VSS systems were deployed across all projected tool deployments. VSS estimates that less than 20% of worldwide tool deployments are currently optimized.



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VSS Monitoring, Inc. is the world's leading innovator of Distributed Traffic Capture Systems™ and network taps, focused on meeting the rapidly evolving requirements of security and performance conscious network professionals. Distributed Traffic Capture Systems herald a new architecture of network monitoring, one which fundamentally improves its capability and price-performance.

VSS, Distributed Traffic Capture System, vAssure, LinkSafe, vStack+, 16x8 Distributed Tap, 4x24 Distributed Filter Tap, vSlice, Packet Optimization, Information Assurance Suite, Protector Series, ObjectFinder, and Optimizer 2016 LTE are trademarks or registered trademarks of VSS Monitoring, Inc. in the United States and other countries. Any other trademarks contained herein are the property of their respective owners.