



The Distributed Difference Value Proposition

Network Monitoring Landscape

For many years, organizations have struggled with the deployment of monitoring tools. Initial implementations prove difficult for engineering, security, and operations personnel due to the high complexity and costs involved in deployment. In many cases there are simply too many tools to utilize inherent SPAN or mirror ports for traffic capture. Additionally, many tools have very few input ports or can only process limited amounts of traffic per port or chassis.

Engineering, operations, and security personnel desire as many points of visibility as possible, but this must be tempered with the budgets involved. Often times the costs of monitoring tools prevent the tools from being deployed. The total cost of tool deployment involves:

- Initial engineering
- Servers, software, hardware appliances, and traffic capture devices
- Shipping
- Installation
- Maintenance

Ongoing maintenance of the tool over its lifespan can range from 10 to 25% per year. This adds to the difficulty in proving a return on investment for IT Managers and CxO's. VSS Monitoring provides the tools capable of reducing costs and helping IT Managers prove an effective return on investment for management.

Benefits

Lower Mean Time To Repair and Increase Application Availability

In late 2008, the Aberdeen Group published a study entitled The Value of Network Visibility. This study showed that best in class organizations were 70% more likely to utilize a distributed traffic capture system. Best in class organizations achieved up to 120% improvement in application availability over their laggard counterparts. In addition, best in class organizations achieved a 54% lower mean time to repair. Most impressively, though, those same organizations were able to resolve 85% of issues before users reported any failure.

Reduced Costs

VSS provides a real return-on-investment with a proven model based upon hard-costs through capital and operational budget savings. VSS has case studies pointing to an overall savings of up to 80% versus using simple taps to perform traffic replication. We work with our customers and partners to provide the right solution for each implementation. VSS Monitoring has the largest product offering in the traffic capture market, permitting users to purchase as few or as many ports required to complete the intended project without spending unnecessary funds to purchase expensive, chassis-based network access devices. Table 1 and Table 2 to the right provide an example case⁽¹⁾ of the savings produced by using the VSS Distributed Traffic Capture System.

Increased Monitoring Tool Scale

VSS Monitoring offers a line of devices dedicated to providing users who wish to aggregate and filter traffic from multiple sources. These devices alleviate the overhead normally required by monitoring and security appliances to perform inline filtering and freeing them up to perform their intended purposes. This means that tools that were originally designed to perform signaling analysis (e.g. H.323, SIP, H.248, SCCP, or NCS), media analysis (RTP, RTCP, RTCP-XR, or RTCP-HR), or video analysis (MPEG2-TS, HTTP Streaming, etc) can now monitor only the traffic of interest. Filtering and selective aggregation virtually eliminate the need for costly hardware capture cards with embedded network processors and allow users to purchase commercial, off-the-shelf platforms for these purposes, thus lowering the costs to the end-user and increasing the scalability of the tools being used.

Filtering and selective aggregation are at the heart of VSS Monitoring's Distributed Traffic Capture System. Gigabit products such as the V 8.8 offer both copper and fiber variants with selectable Input/Output monitor ports for increased port density. VSS also offers 10 Gigabit products like the V 2.16 and V 4.24 that have an attractive entry-price and do not force users into purchasing expensive chassis-based solutions that require cards each time users wish to expand. Users can purchase only as many ports and the units may be "daisy-chained" together to increase scalability beyond the ports in a single unit. Additionally, due to the focus on rack-density, VSS has incorporated newer, LC-type connectors to lower the footprint of each unit to a single rack unit.

Increased Points of Visibility

Many organizations find themselves in a position with too many tools and not enough SPAN ports to utilize for monitoring, security, forensics, and sniffing tools. These organizations need a way to replicate all traffic or the traffic of interest to their tools. VSS provides replication capabilities in every Distributed Tap we offer. The capability is supplemented by the ability to choose which monitor ports receive any particular network port, thus eliminating the need for more than one device to perform tapping, aggregation, and distribution of traffic.

(1) See Telecommunications Company Case Study

(2) Decommissioning of legacy switched voice monitoring system took place in Year 4

Year	1	2	3	4	5
Capital Costs	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000
Operational Costs	\$217,000	\$217,000	\$217,000	\$85,000	\$85,000
Costs	\$317,000	\$317,000	\$317,000	\$185,000	\$185,000
Total Cost for 5 Years					\$1,321,000

Table 1 - Costs for Monitoring Tools without the VSS Monitoring's Distributed Traffic Capture System™

Year	1	2	3	4 ⁽²⁾	5
Capital Costs	\$0	\$100,000	\$100,000	\$100,000	\$100,000
Operational Costs	\$51,000	\$51,000	\$51,000	\$183,000	\$183,000
Costs	\$51,000	\$151,000	\$151,000	\$283,000	\$283,000
Grand Total Savings for 5 Years					\$919,000

Table 2 - Savings Resulting from VSS Monitoring's Distributed Traffic Capture System



Network Visibility. Optimized.

USA
(Corporate HQ)
+ 1 650 697 8770 phone
+ 1 650 697 8779 fax
38 Adrian Court
Burlingame, CA 94010
USA

Japan
+ 81 422 26-8831 phone
+ 81 422 26-8832 fax
T's Loft 3F, 1-1-9,
Nishikubo, Musashino,
Tokyo, 180-0013
Japan

China
+ 86 10 6563-7771 phone
+ 86 10 6563-7775 fax
C519, 5 Floor,
CBD International Tower
16 Yong'An Dong Li,
Beijing, 100022 China

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.

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