

Nominee: Fluke Networks

Nomination title: Visual TruView - A Unified Application and Network Performance Monitoring and Troubleshooting Appliance that Solves Problems FAST

What are your product's / solution's key distinguishing features and/or USP?

Visual TruView is a single appliance solution that successfully unifies performance monitoring and troubleshooting capabilities in global, regional or local network and application 24/7. Features highlights include: Single, intuitive UI - Displays through a highly customizable dashboard, guided workflows, and centralized administration. Automated application/server/site discovery - Easy to deploy and administer, without consuming a full time equivalent. End-user experience base lining and monitoring - TruView tracks “normal” to easily illustrate bad performance. Automated N-Tier Transaction Analysis – Automatically correlate transaction level performance across multiple application tiers within a multi-tiered application environment. Complete visibility into network traffic – What is consuming vital WAN resources, and how does this effect application and VoIP delivery. Comprehensive VoIP/Video monitoring and troubleshooting – Report on performance by individual user or site, and see how different services are cohabitating on your infrastructure. QoS/CoS monitoring and reporting - Quickly see the result of engineering efforts to manage data. High volume packet archival at 10Gbps line rate. Automated nTier transaction analysis.

What tangible impact has your product/solution had on the market and your customers?

- Solving network and application performance problems fast
 - Saving time for IT Teams to isolate root cause of the problem
 - Enhancing collaboration between different IT departments
 - True cost savings/ value through amalgamation of multiple systems into one single solution
- What are the major differentiators between your product/solution and those of your primary competitors?
- TruView is the first solution to truly integrate the separate disciplines of network and application performance monitoring, element managers and Stream to Disc (S2D) with up to 10G performance,1 so engineers never have to waste time performing “swivel chair” correlations across multiple tool sets.
 - Visual TruView has 2.5 times more analytical processing power than any competing solution.
 - TruView features a single, correlated dashboard that makes it easy for engineers to drill down to individual or group of flows, packets or transactions of any user, site or period of time in just a few clicks.
 - Automatic identification and configuration of applications and networks, so set up takes just 15 minutes or less to set up.

Please supply any supportive quotes and/or case study materials to demonstrate the value of this product/solution to your customers/partners.

With today’s increased need for visibility into network performance and the true cause of issues is clearly a driver for today’s IT pros worldwide, technology analyst firm Gartner says: “The

consequence of this evolution is that the network is placed in a highly visible position in the context of IT operations. When an application fails, it is a natural assumption to blame the network, justifiably or not. To redress this perception, the network operations staff needs to recognize the strategic value in real user experience monitoring on a constant basis, identifying underutilized resources and optimizing their infrastructures where possible.”

--- Leading industry analyst firm Enterprise Management Associates (EMA), says: In the world of application-aware network performance management solutions, Visual TruView is unique in the degree to which the solution unifies such a broad set of performance management data and functions. This results in a number of advantages over the alternatives that require deploying multiple products:

- Reduced MTTR – Visual TruView’s integrated data presentations and facilitated workflows mean earlier recognition of issues, faster isolation and troubleshooting, and accelerated mitigation, which means shorter periods of outage/degradation and reduced business impact.
- Lower total cost of ownership – By delivering the equivalent of multiple tools in a single solution, Visual TruView simplifies administrative overhead and eliminates the need for tools integration, both of which can be resource intensive and a barrier to success.
- Improved collaboration – Since Visual TruView brings so many forms of network and application performance data into a single integrated platform, reports and dashboards are naturally more inclusive and informative, making cross-domain teaming more effective and allowing everyone to focus on service impact rather than defending their own turf.

Visual TruView represents a fully converged solution for application-aware network performance management, delivered via a simple, unified appliance, and incorporating a spectrum of functionality that can serve as a viable alternative to traditional multi-product, best of breed tooling strategies. More specifically, Visual TruView offers live packet inspection, packet stream-to-disk, NetFlow/IPFIX collection, device monitoring, geographic site mapping, reports, and dashboards, all from a single multi-function platform. The product can be deployed as an individual appliance or as part of a distributed configuration for larger managed environments. Visual TruView represents the first of its kind, delivering end-to-end network and application performance management in a truly unified manner.

Why nominee should win

- TruView is the first solution to truly integrate the separate disciplines of network and application performance monitoring, element managers and Stream to Disc (S2D) with up to 10G performance,¹ so engineers never have to waste time performing “swivel chair “ correlations across multiple tool sets.
- Visual TruView has 2.5 times more analytical processing power than any competing solution.
- TruView features a single, correlated dashboard that makes it easy for engineers to drill down to individual or group of flows, packets or transactions of any user, site or period of time in just a few clicks.
- Automatic identification and configuration of applications and networks, so set up takes just 15 minutes or less to set up.