



# Flowmon Solution

Performance monitoring, visibility and security  
with a single solution

Michal Bohátka, Area Manager



**Flowmon**

Driving Network Visibility



is an international vendor devoted to innovative network traffic & performance & security monitoring



800+ customers  
35+ countries



First 100G probes  
in the world



Strong R&D  
background



European  
origin

### Customer references



Volkswagen



# Flowmon Global Presence



## CZECH REPUBLIC

Czech Republic, 2007. The heart of Europe and Flowmon's origin. Current HQ and main R&D center. With 700+ customer, presence in 35+ countries, Gartner recognition since 2010, inclusion in Magic Quadrant for NPMD, Flowmon is leading the way of network monitoring and security technology that is high performing, scalable and easy to use.

## NORTH AMERICA

With great experience we gained when working with customers in Canada, US and Mexico, we have decided to invest more in the local expansion starting in 2018.

2018

2009

## EUROPE

Expansion to other countries of CE was natural. DACH, Benelux, Eastern and Southern Europe, UKI, Scandinavia and Baltics followed. Today, we enjoy the status of the top selling and one of the fastest growing technology companies in Europe.

2012

## MIDDLE EAST

Success in Turkish datacenters opened the door for expansion in the region. Now we have operations and grow fast in other countries, including UAE and South Africa.

2011

## ASIA

First non-european market. Built from scratch and today's n.1 export country. A tremendous growth over the past years has solidified Flowmon's position as a preferred option for many enterprise, government, education, manufacturing and ISP customers.

2015

## AUSTRALIA AND APAC

Hunger for new technologies in the region has forced us to expand to these thriving countries and we are pleased to support our customers in South Korea, Vietnam, Singapore, Australia and India.

## LATIN AMERICA

Our success in Spain and Portugal has naturally led us to start new cooperations with channel partners in Latin America. So far we've left our footprint mainly in Mexico and the Caribbean.

2016



**Flowmon**  
Driving Network Visibility

Technology partner of  
premium vendors



vmware®



ixia



The only vendor recognized in both NetFlow related  
Gartner reports – network visibility & security

**Gartner**®

MAGIC QUADRANT

50™

Technology **Fast 50**

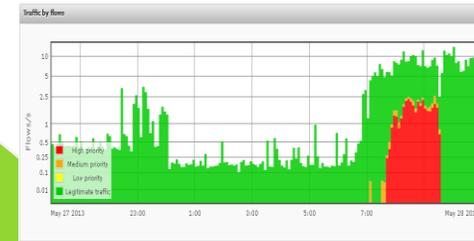
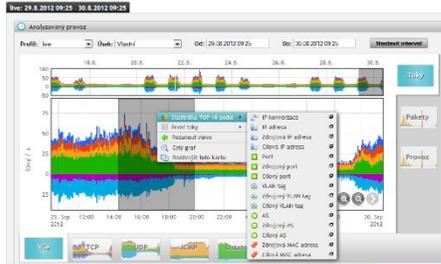
**Deloitte.**





**Flowmon**  
many tasks, single solution

# Technology Approaches



## Network Visibility & Security

Perimeter Security

Endpoint Security

**AN AVERAGE DAY**  
AT AN ENTERPRISE ORGANIZATION

Check Point

2015  
SECURITY  
REPORT

**EVERY 24 SECONDS**  
a host accesses a malicious website

The **DATA CENTER**  
Journal  
Where IT, Facilities and Design Meet

Attaining Network Visibility in the Era of Big Risk and Big Data

Jason Echols | May 29, 2013 | 1 Comment

**TIME Techland**  
News and reviews about gadgets, gear, apps and the web

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**SECURITY**  
DNSChanger: FBI Warns Infected Computers Will Lose Web, Email Access in July

By **MATT PECKHAM** @mattpeckham | April 23, 2012 | 8

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Driving Network Visibility

# Flowmon Portfolio

## Network Visibility



IT Operations



Security

Network Performance  
Monitoring and  
Diagnostics



NPMD

Application  
Performance  
Monitoring



APM

Network Behavior  
Analysis



NBA

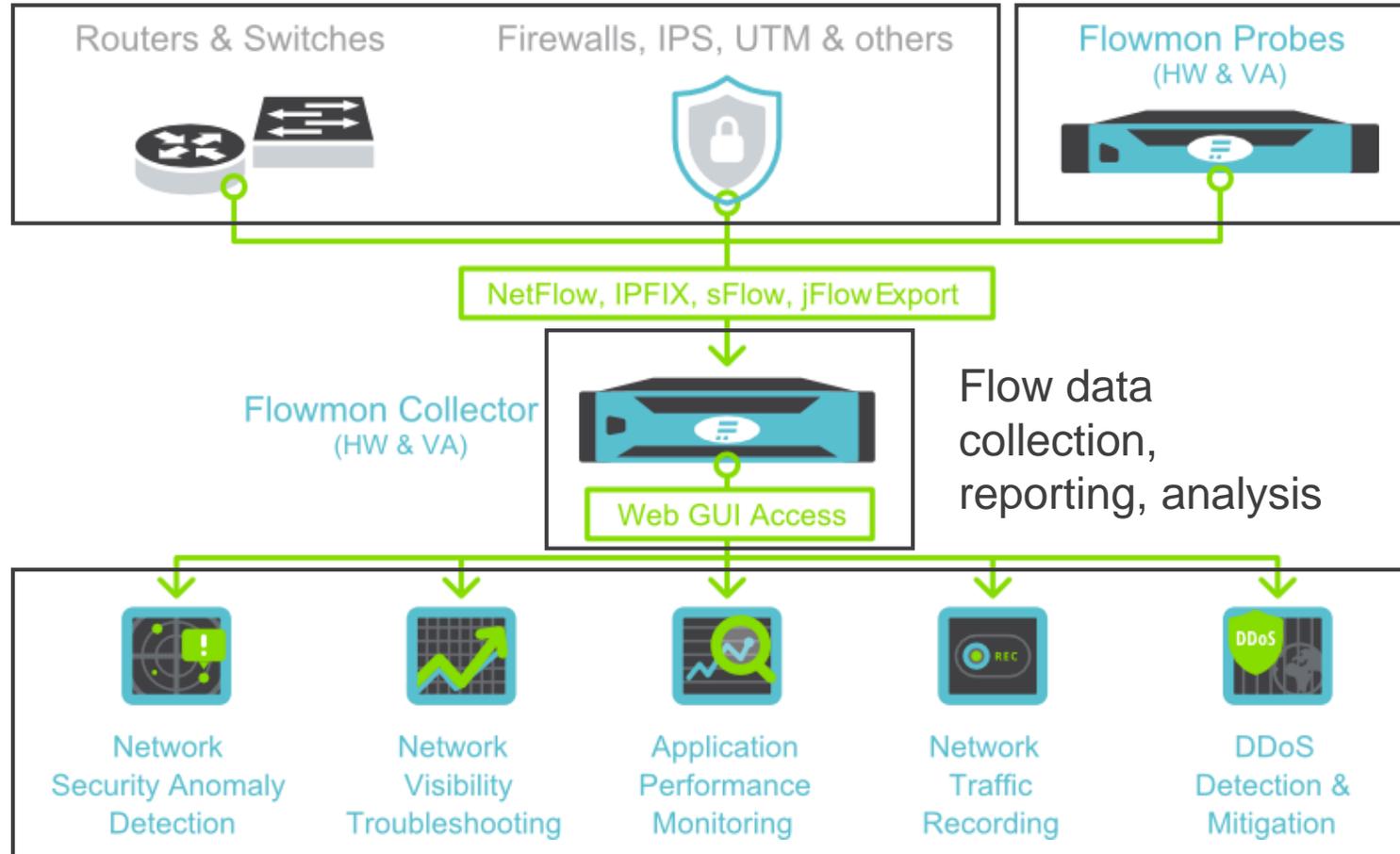
DDoS Detection &  
Mitigation Control



DDoS

# Flowmon Architecture

Flow export from already deployed devices



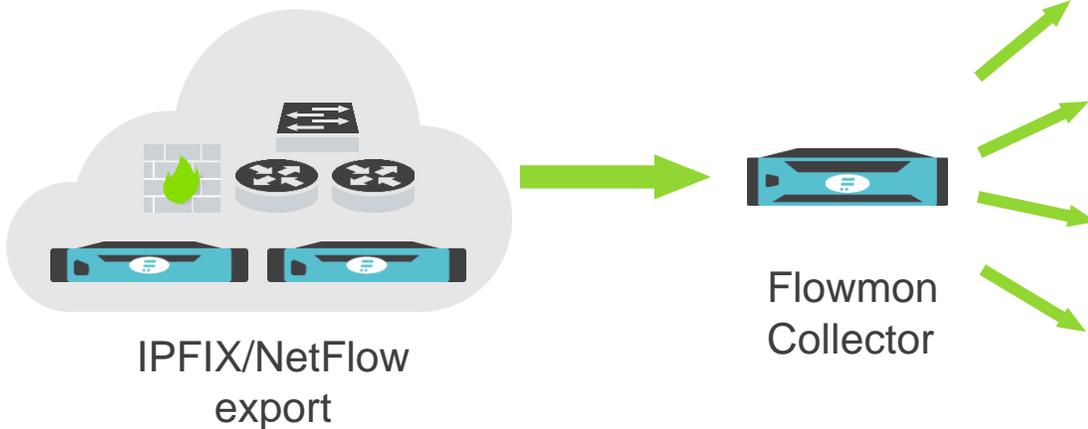
Flow data export + L7 monitoring

Flow data collection, reporting, analysis

Flowmon modules for advanced flow data analysis

# Flowmon Architecture

- Flowmon Probes & Collectors
- Flowmon extension modules
  - Flowmon Anomaly Detection System
  - Flowmon DDoS Defender
  - Flowmon Application Performance Monitoring
  - Flowmon Traffic Recorder



vmware®



Network Visibility  
Troubleshooting



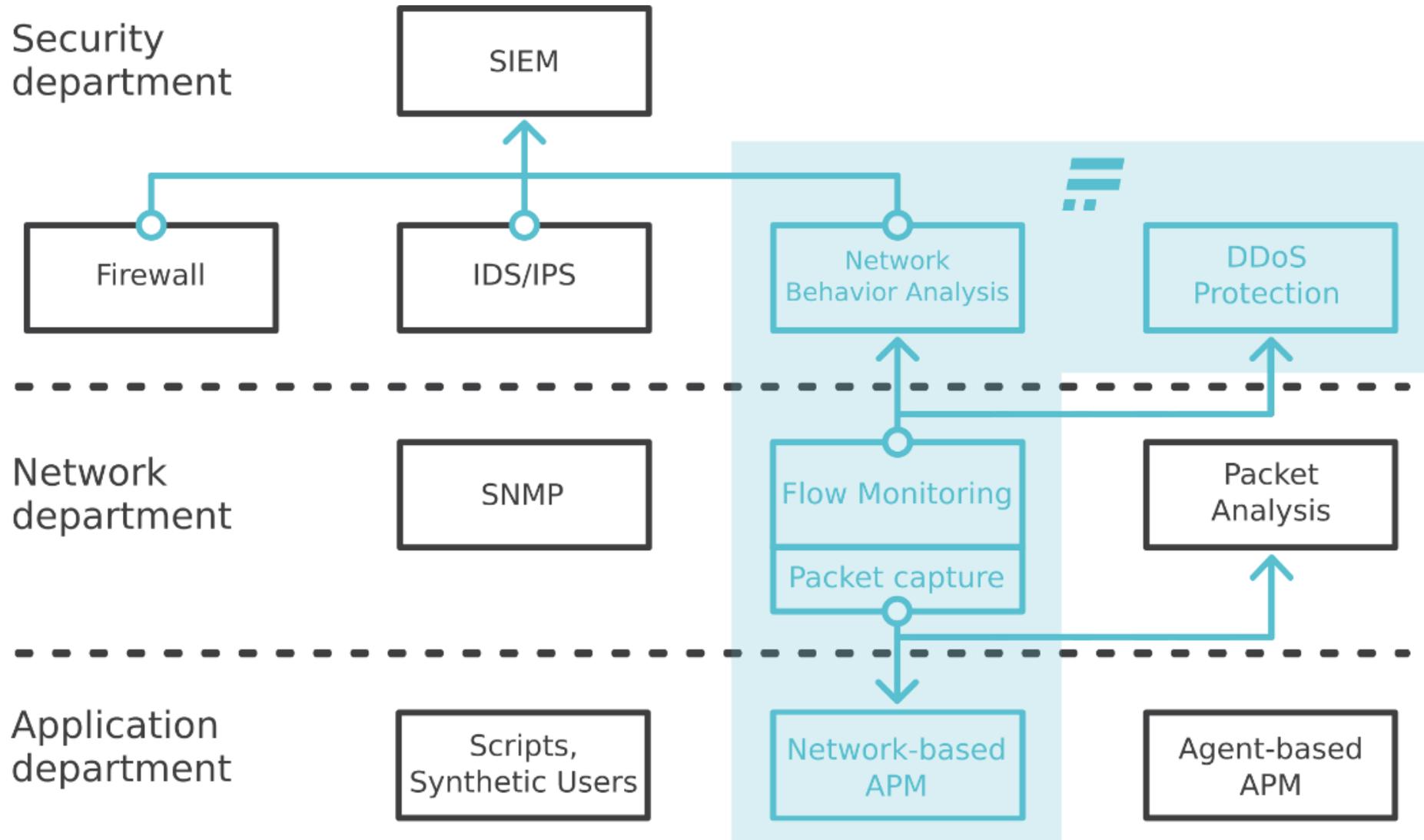
Network Security  
Anomaly Detection



Application Performance  
Monitoring



DDoS Protection



# MSP - Three levels of service

## Reporting and alerting



- Entry level
- Suitable for attack detection and alerting
- Or regular aggregated reports

## Access to a shared collector

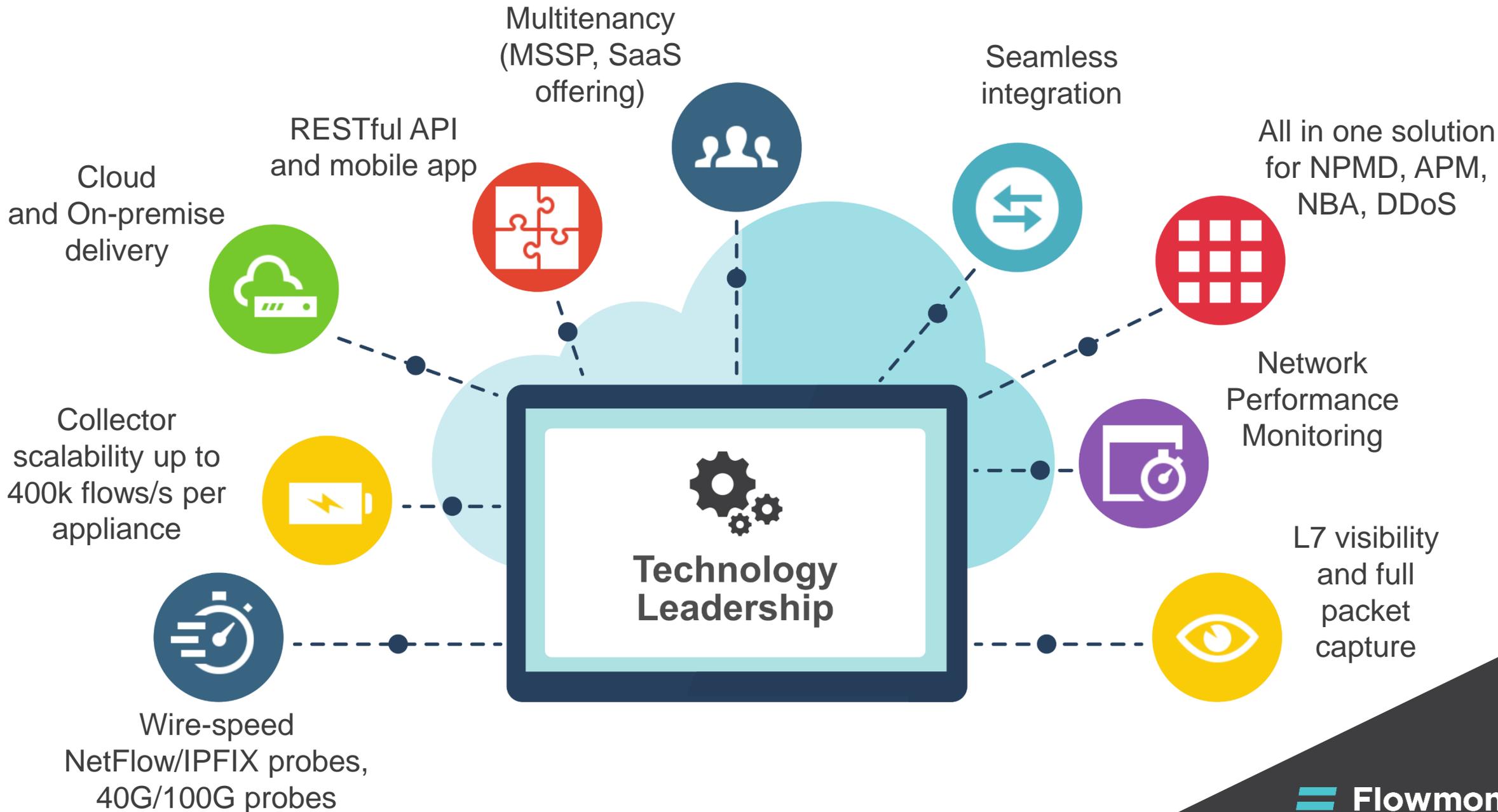


- Requires more system resources and management
- Customers can analyze their data
- The offered service could be more expensive

## Tenant-dedicated collector



- Customer has full control, however the ISP is still the only system Admin
- With virtual subscription licenses in “pay-as-you-grow” model





## All-in-one Package

*forensics, detection,  
reporting - added value  
across all IT operations*



## Transparent Licensing and Effective Pricing

*perpetual and subscription  
licensing per appliance  
capacity - HW or SW or cloud*



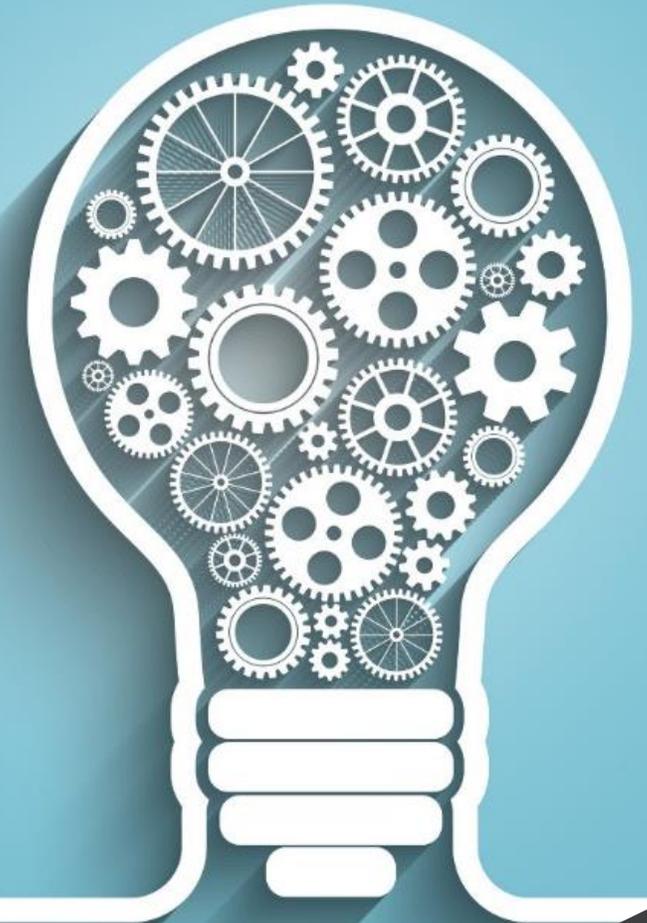
## Outstanding User- friendliness

*agentless, non-intrusive,  
easy and quick deployment,  
intuitive GUI, great time-to-  
value*



## Ultimate Scalability and Performance

*deployments in networks from 50  
to 50 million users, world's first  
100G probes, the most powerful  
collectors*



# Customer Landscape

ISP/Telco



*"Ensuring of IT security is now easier and more affordable for our customers."*  
Jiri Sedláč, Security Director at O2 IT Services

Enterprise



*"We can identify the causes of network issues easier than ever before."*  
Masahiro Sato, Operations Network Engineer at SEGA

SMB



Retail, online, public, utilities, manufacturers, healthcare and education



Give your engineers the power to support your business

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ensure reliability and security of your business critical services

---



interconnect all your IT people and technologies

---



with a single and professional solution.

