



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

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

LATIN AMERICA

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

2016

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.

2009

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

2015

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.

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.

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.

SEGA

AVG

KBC

ORIFLAME

SIEMENS

SLOVENSKA

Allianz

hp

T-Mobile

Raiffeisen BANK

KORICA MINOLTA

vodafone

TDK

Volkswagen

orange

Telefonica

GEANT

KIA

upc

e-on



Flowmon
Driving Network Visibility

Technology partner of
premium vendors



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

Gartner®

MAGIC QUADRANT

50™

Technology **Fast 50**

Deloitte.

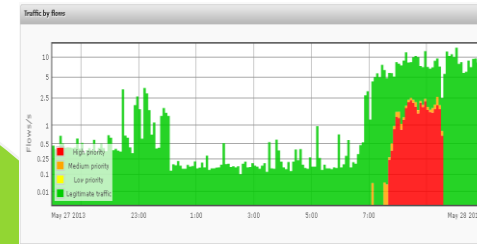
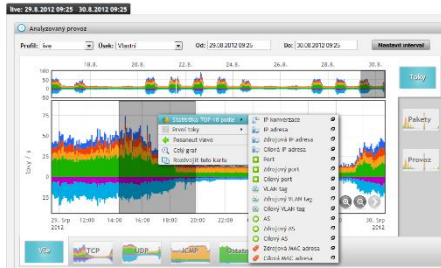




Flowmon

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

Home Gadgets Apps & Web News Reviews & Features Companies

SECURITY

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

By MATT PECKHAM @mattpeckham April 23, 2012 8

Flowmon
Driving Network Visibility

Flowmon Portfolio

Network Visibility



IT Operations



Security

Network Performance
Monitoring and
Diagnostics



NPMD

Application
Performance
Monitoring



APM

Network Behavior
Analysis



NBA

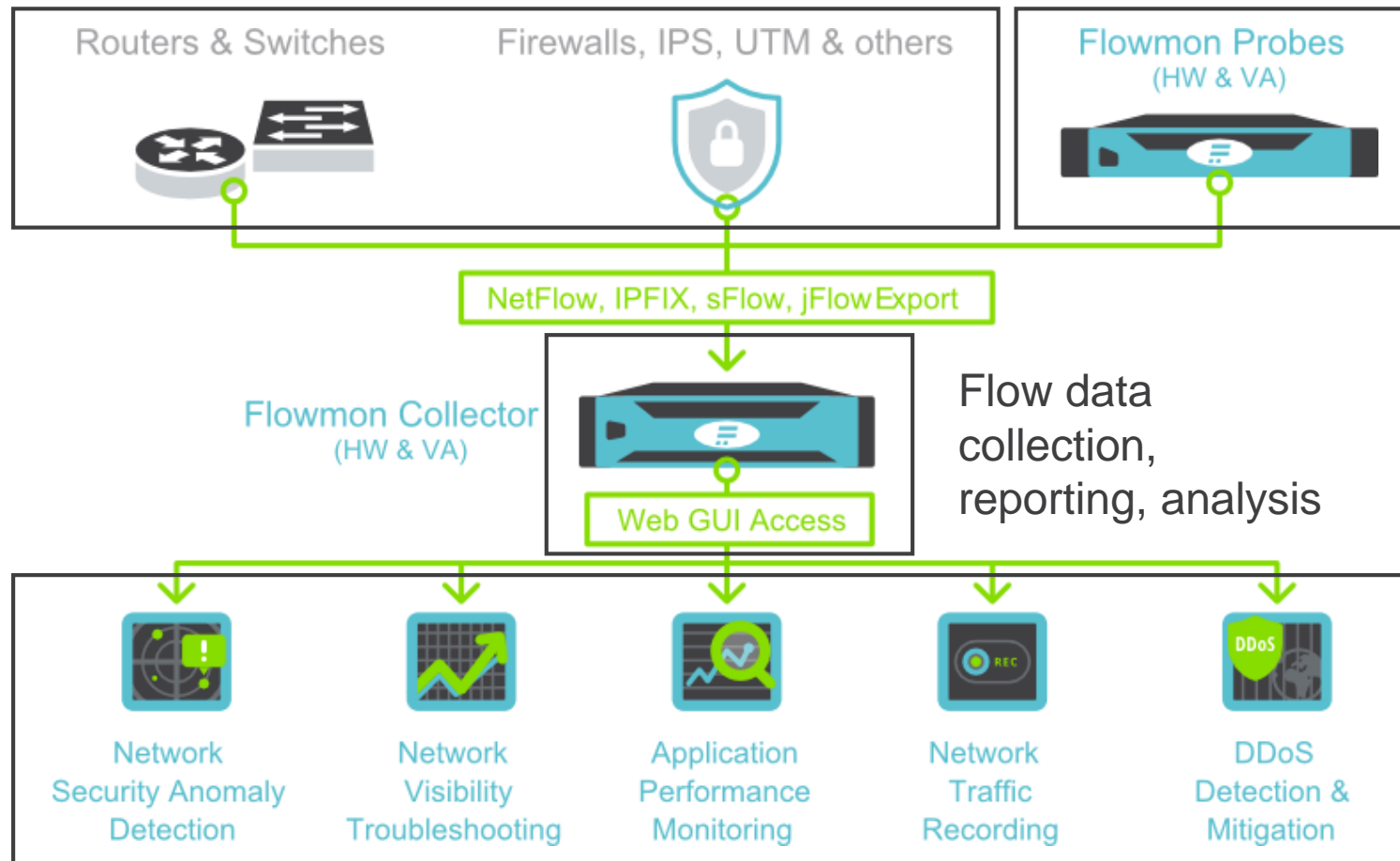
DDoS Detection &
Mitigation Control



DDoS

Flowmon Architecture

Flow export from
already deployed
devices

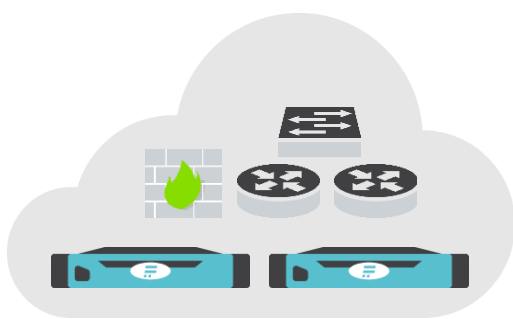


Flow data export +
L7 monitoring

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



IPFIX/NetFlow
export



Flowmon
Collector



Network Visibility
Troubleshooting



Network Security
Anomaly Detection



Application Performance
Monitoring

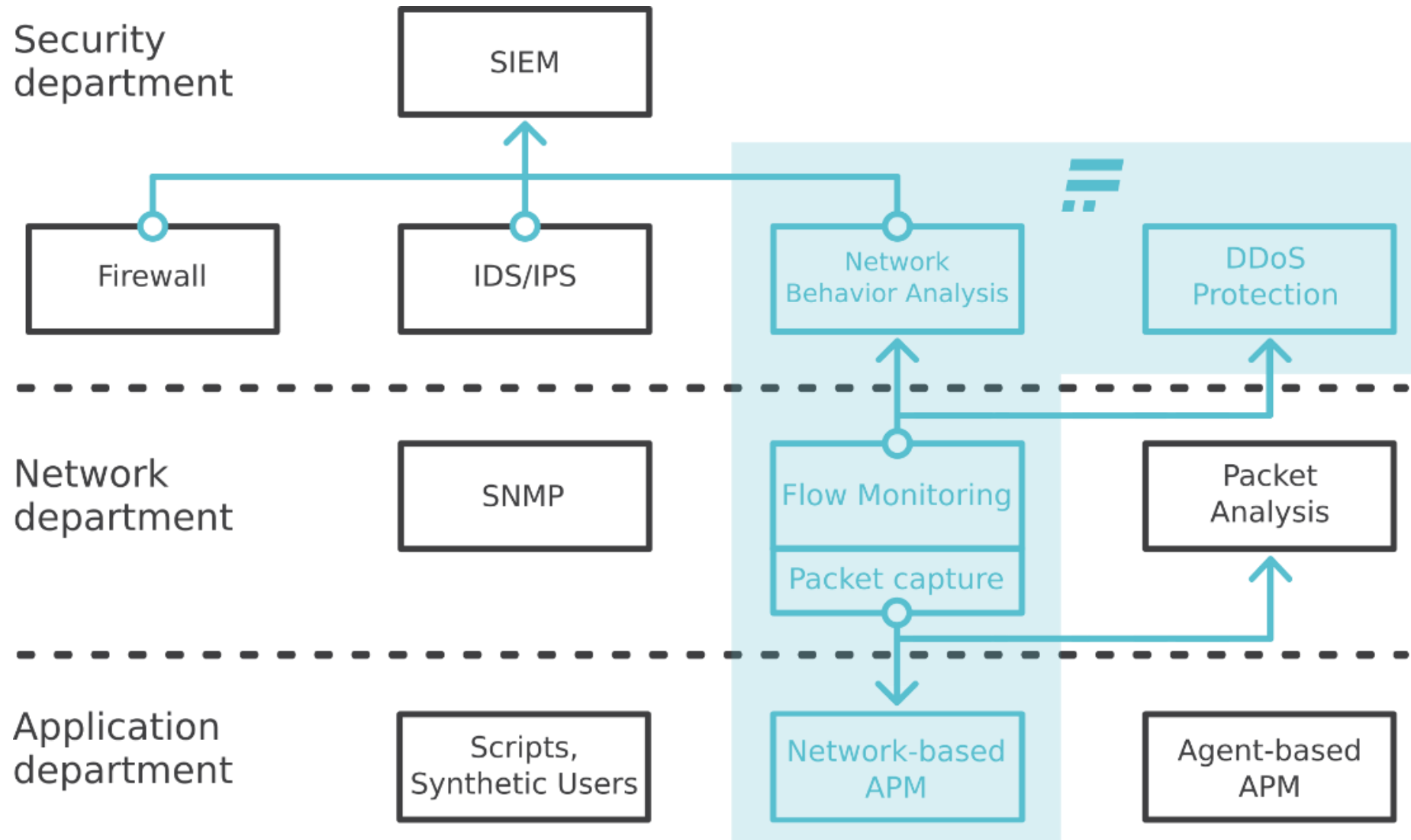


DDoS Protection



vmware®





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

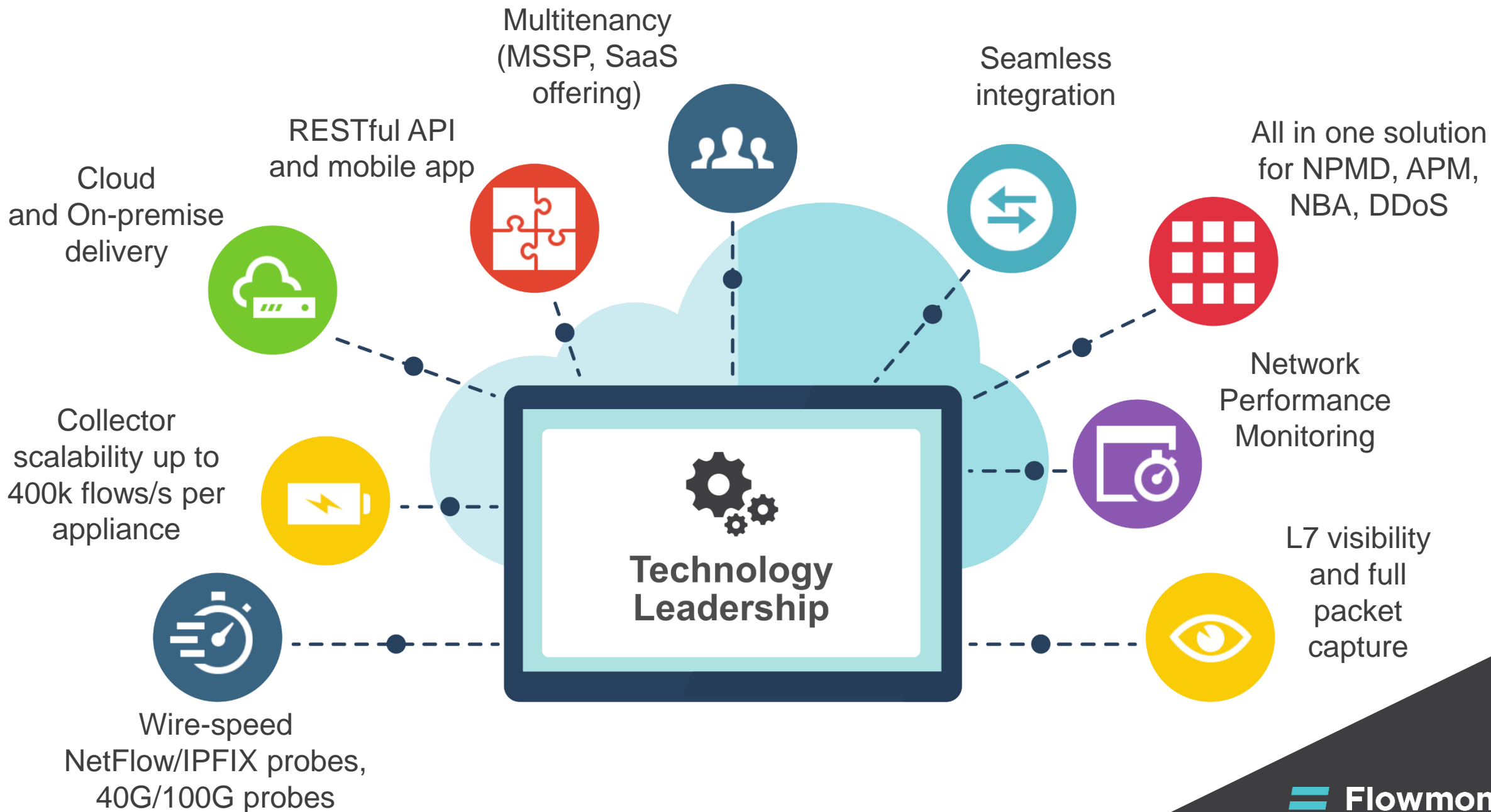


- Requires more system resources and management
- Customers can analyze their data
- The offered service could be more expensive

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*



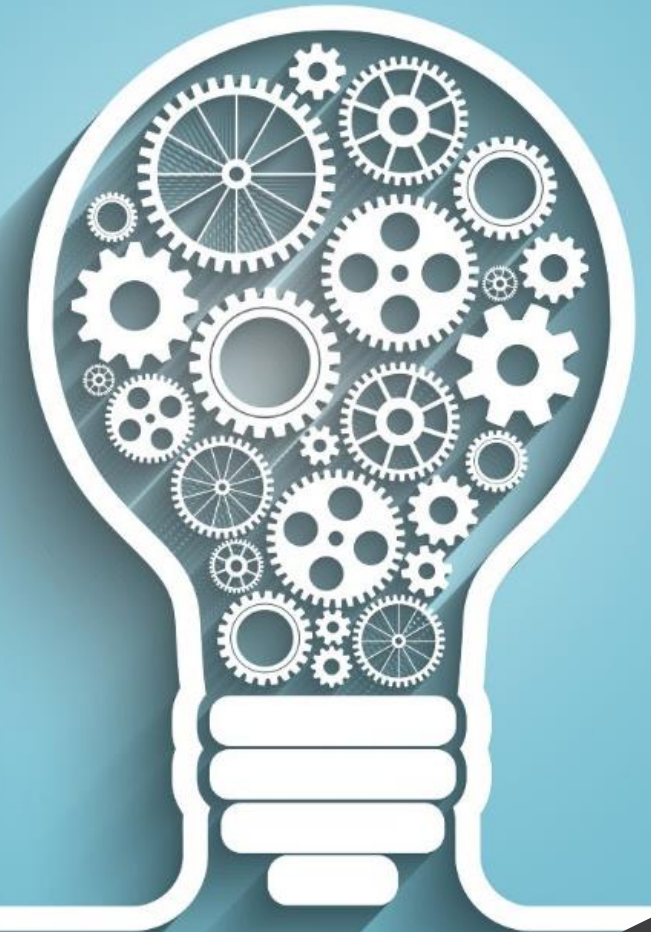
Outstanding User- friendliness

*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 Sedlák, 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



ensure reliability and security of your business critical services



interconnect all your IT people and technologies



with a single and professional solution.



Thank you😊

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