

COUNT

APCON

ABSOLUTE
VISIBILITY

BANK

APCON

CERTAINTY

APCON magnifies data visibility and multiplies network security to remove risk.

The vast amounts of data pouring into your networks every second bring a new level of complexity when it comes to security and risk management. Deploying APCON solutions in your business-critical network magnifies network security, giving greater protection to your business and customers. We multiply the effectiveness and efficiency of existing high cost security and network performance monitoring tools, hence return on IT investment.

APCON solutions are already enabling enterprise, finance, service provider, and many other organisations globally to monitor much higher volumes of data whilst simultaneously dealing with much greater security threats, at lower cost.



ACCESS

Capture live network traffic in physical, virtual and public cloud environments.



OPTIMIZE

Transform network traffic to enhance consumption for security and network performance appliances.



DELIVER

Send optimized data to network and security operation centres, wherever they are located.

Understanding the challenges

We understand the complications facing you and your business. Every day APCON works with people who manage and protect the networks, and through our considerable experience we've developed a portfolio of scalable solutions that can help you to meet the challenge head on.

Challenge: Network Security

How can suspect data and potential data breaches be exposed earlier, more effectively and efficiently?

- Over four in ten UK businesses (43%) experienced a cyber security breach or attack in the last 12 months¹, with breaches costing the UK financial services sector more than 1.5% of revenue, and the associated costs increasing 7% per year.
- An ever-increasing number of network ingress and egress points, where issues can appear, or sensitive data leak.
- The network is a utility, the same as electricity – how long can your business survive with the disruption a breach causes?

Challenge: Data Visibility

How can network managers guarantee absolute visibility throughout a dispersed and virtual network?

- The vast expansion in data volume and speed, and the need to integrate networks as a result of mergers and acquisitions mean many organisations in the UK are struggling to maintain full and accurate visibility of ever growing complex networks unconstrained by traditional physical boundaries which extend into the cloud and other off-premise locations.

Challenge: Compliance

How can data be tracked, managed and remain visible at all times for network and security managers?

- With the introduction of GDPR in May 2018, came the more onerous requirements of the management of customers' personal data, plus a dramatic increase in fines for non-compliance. Greater data visibility and stronger network security form a vital part of the demonstratable compliance requirements.

Challenge: Return on Investment

How can existing data management and security tools be made to work harder for minimal investment?

- Ensuring each of the components that comprise your security and visibility posture are optimally utilised and deployed to maximise your return on your investment.

¹ UK Government's Security Breaches Survey, 2018

BRING

APCON

TOMORROW

APCON makes your network future-ready now to enable you to meet your visibility and security challenges with confidence.

APCON solutions are designed to work harder for minimal investment. Your network security starts with visibility, built on real time insight, enabling you to confidently meet the challenges of today's network environment.

The benefits of APCON solutions are clear to see:



SCALABILITY. REALISED

APCON's network visibility and security solutions are designed to scale with your network demands, while adding capacity to meet your requirements – without the need for expensive upgrades.



INTELLIGENCE. ENHANCED

APCON's traffic intelligence enables manipulation of the data stream to maximise tool investments – including packet deduplication, time stamping, packet slicing, protocol stripping and Deep Packet Inspection, keeping the data flowing, with optimum visibility.



CONFIDENCE. SECURED

APCON's fail-safe network security tool bypass solutions mean that you will be creating single points of failure by deploying in-band security tools, and you can balance the work between multiple tools, should resilience be paramount.



INFRASTRUCTURE. SIMPLIFIED

APCON's unified virtual and physical monitoring solution provides complete network visibility, including across cloud and virtual environments, using the existing monitoring tool farm and staff/ diagnostic processes – saving operating costs and time.



COSTS. MANAGED

The proven low total lifetime cost of ownership of an APCON solution means that it will typically pay for itself within a few years of the initial investment. You don't have to invest in expanding capacity and the performance of monitoring tools as APCON's features reduce the load put on them. You can begin making savings as soon as you build APCON into your network.



RESPONSIVENESS. COVERED

APCON's network visibility and security solutions are designed for businesses that demand reliable high availability solutions and ultimate flexibility and system compatibility.



TECHNOLOGY. EVOLVED

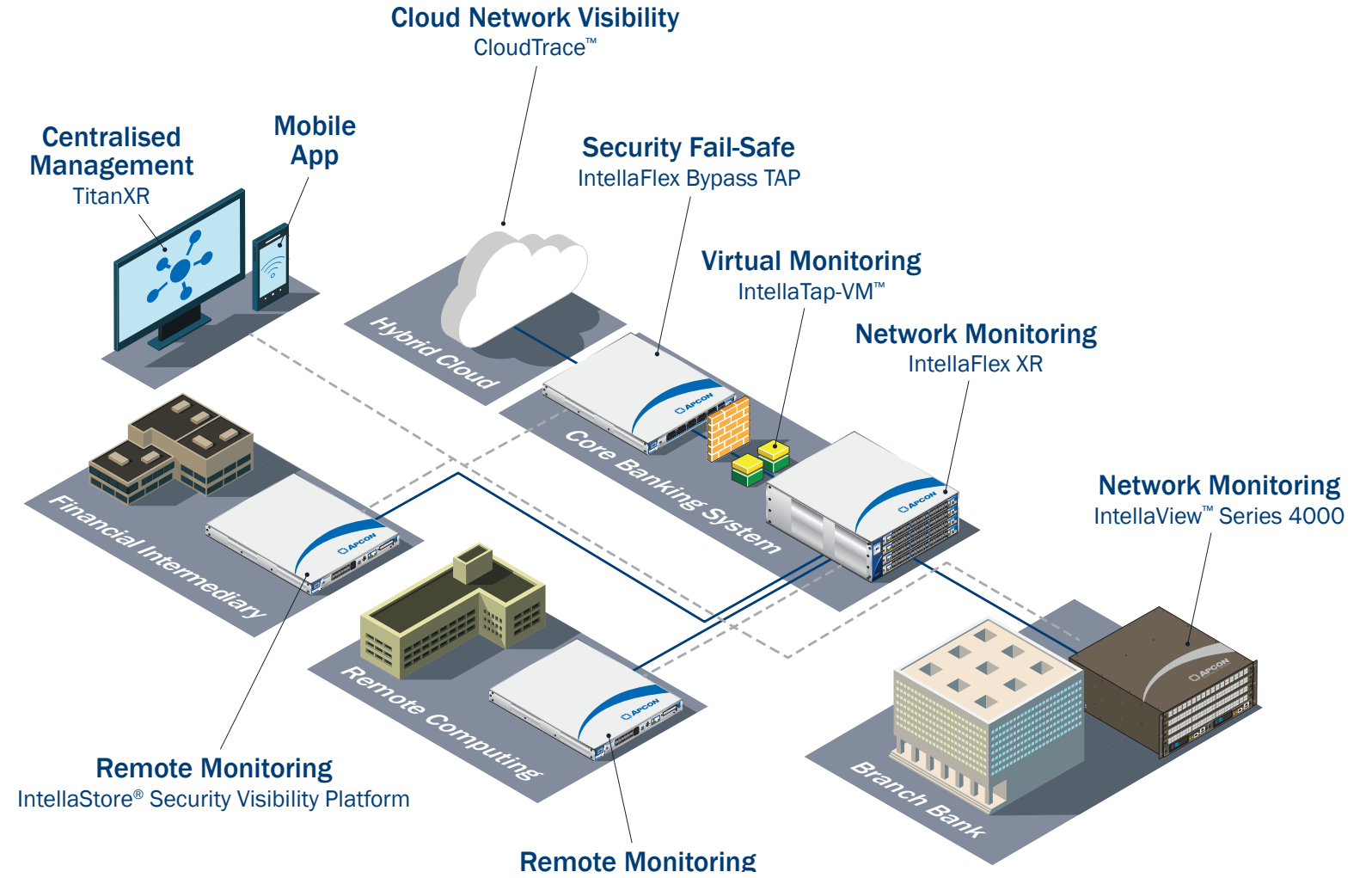
The IntellaStore family provides an all-in-one network performance and security visibility solution for midsize data centres and remote locations. Monitor real-time security and traffic utilisation: IntellaStore combines an advanced network visibility switch with on-demand traffic capture, analysers, performance and security monitoring applications built-in and ready to use.

Across the entire range our award-winning graphical user interface provides centralised management to build, save, view and recall device connections – no matter how your system advances.

Every module in the APCON range is compatible with every other one, only the chassis size changes to meet your capacity needs. There are no "fork-lift" upgrades where existing hardware needs to be replaced as system needs change – the APCON solution can simply expand to encompass the changes.

APCON solutions are already supporting global organisations

Founded in 1993, APCON solutions are helping Fortune 1000 companies, government and defence agencies to make their data networks run more effectively, efficiently and securely.



TURNING

APCON

ABSOLUTE VISIBILITY

Case Study

Customer:

Fortune 500 financial services

Challenges:

- Overloaded security, NPM, APM tools
- Elimination of duplicate packets
- Increased efficiency and cost effectiveness of existing tools
- No virtual network traffic monitoring
- Scalable network monitoring

Solution:

- IntellaFlex XR Network Visibility Solution
- TitanXR Management Software

Benefits:

- Reduced network monitoring costs
- Eliminated duplicate packets
- Increased security and network monitoring tool efficiency
- Expanded network visibility
- Improved scalability and reliability
- Integrated physical and virtual traffic monitoring

Global financial corporation upgrades network and security monitoring to reduce costs and improve performance

The financial industry remains a target for cyber threats with the potential rewards being high for persistent attackers. With these threats top of mind, another global financial services organisation selected APCON's network visibility solutions to update its existing architecture to meet the needs of today's demanding networks.

The Customer

The customer is an American worldwide banking and financial services corporation that operates in 35 countries with over 50,000 employees. With investments of high-net-worth individuals at stake, the IT department needed to make sure its network security was up to date. After a thorough network assessment and solution comparison of other network monitoring vendors which included SDN solutions, this customer turned to APCON to update and add additional network monitoring capability to improve network visibility and security performance.

Scalable Environment

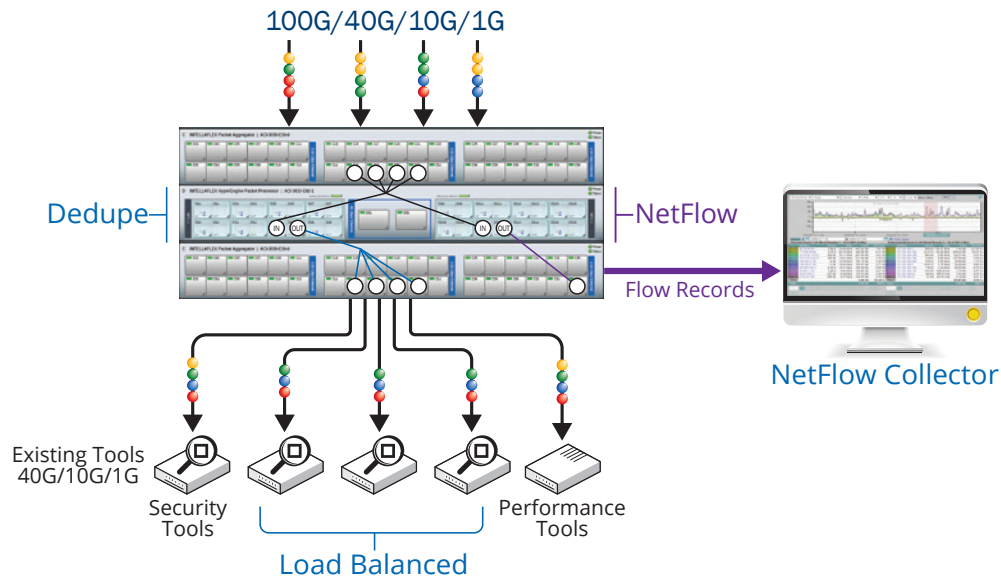
With significant growth in data centre traffic due to e-commerce, streaming media, and IoT connected devices, the bank needed the latest generation of network visibility equipment with scalability and high-port density to solve today's needs and for future growth. The IT team opted to deploy APCON's IntellaFlex XR network visibility and security systems with Multi-Function and HyperEngine blades. With this combination, the solution's unmatched scalability, enterprise-class design, and advanced features fulfilled that network and security visibility requirement.

The IntellaFlex XR is designed for scalable, high-capacity, reliable data aggregation and filtering, which increases tool efficiency and lowers enterprise monitoring costs.

When combined with APCON's Multi-Function blade, the monitoring solution provides high-port density and flexibility – offering 36 ports of 1G/10G Ethernet per blade with packet deduplication, protocol stripping, packet slicing and time stamping available and selectable on every port.

The IT team also implemented APCON's HyperEngine blade, which adds up to 200 Gbps of high-performance packet processing features to IntellaFlex XR monitoring systems. Traffic sources can be aggregated to the HyperEngine Packet Processor to perform advanced processing including deduplication, NetFlow generation, protocol header stripping, deep packet inspection or tunnel termination for virtual network monitoring.

Since implementation, the IntellaFlex XR solution's high-port density and processing features has enabled the company to connect more network monitoring and security devices, protecting traffic flowing through the data centre and providing 100% network visibility.



Process packets from multiple ports to remove duplicates, directing traffic of interest to security and performance tools

Seeing Only What is Necessary

The IT team saw a major benefit in implementing APCON's deduplication feature on both the Multi-Function and HyperEngine blades. The monitoring tools were struggling to analyse all packets efficiently due to duplicate packets from their network's high-volume of traffic. The most pervasive issue was the network's data records, which were becoming loaded with duplicates and affecting their lookback time window. The overload caused skewed reports and eventually led to unnecessary purchases of expensive redundant tools.

With the deduplication feature, traffic entering any port in the system can be processed and each succeeding packet is then compared to prior packets received. If a packet is deemed to be a duplicate, it is discarded. By eliminating these unnecessary packets, the IT team was able to optimise the monitoring tools and troubleshoot problems faster, increasing network application efficiency and performance.

Virtualisation Monitoring

Another concern for the IT team was gaining visibility into virtual network traffic. The client had a virtualised environment and being able to selectively look at east-

west virtual machine traffic on demand was required. By activating the high-performance HyperEngine Generic Routing Encapsulation termination features, the company is able to terminate tunnelled traffic from their VM environment, de-encapsulate the traffic and apply proper filters before passing traffic to the network and security tools.

Centralised Network Monitoring

With the large port count and high density of network visibility systems, the IT team needed a user-friendly graphical interface. They found APCON's intuitive and easy-to-use graphical interface, WebXR, met their requirements. The IT team also implemented TitanXR, APCON's multi-system management software with the same GUI as WebXR. It provides management capability that simplifies the day-to-day operations of an APCON visibility solution that comprises of APCON equipment in multiple locations.

TitanXR allows IT teams to remotely manage their entire monitoring infrastructure from a single screen with point-and-click access to all APCON systems from a central console. It provides custom dashboards, giving a graphical summary of a system's performance and network statistics.

In addition, the trunking capabilities of TitanXR allows users to view and create trunk links in multi-system environments and view trunk utilisation and over-subscription levels. An IT team can use these configurations to aggregate traffic across a single trunk that interconnects systems.

With APCON's network visibility solution in place, the corporation's engineers are already saving time with a comprehensive view of what is occurring on their network.

Reducing Network Monitoring Costs

Security of customer data was a critical component to this banking and financial services corporation's network monitoring architecture, but so were controlling costs. They needed a solution that accomplished both requirements. After Conducting an in-depth cost analysis and comparing multiple monitoring solutions, APCON's network visibility solution proved to have the industry's lowest 5-year cost of ownership. APCON also had the most advanced monitoring features that allowed the IT team to meet today's requirements and plan for tomorrow all while reducing deployment costs.

Looking Ahead

As technology advances so do company networks. This was the case for this world-renowned banking and financial services corporation. They needed a network monitoring upgrade and fast. With APCON's scalable, high-density and interoperable solution, the corporation was able to implement a more resilient network visibility architecture for their security and monitoring tools. The IT team now has better control and knowledge of what is traveling through their network since adding the necessary and valuable layer to the network security posture.

Although the financial industry has a challenging network landscape, this customer is confident that APCON has provided the right network visibility solution, allowing their IT team to see what is occurring on their network to secure their assets presently and in the future.

If you are thinking about updating your data centre by adding or augmenting the toolset you already possess, you can contact the APCON sales team at uksales@apcon.com to learn how our solutions can improve your network visibility and security.



The APCON Difference

APCON leverages its proprietary IP and deep expertise to provide flexible, focused solutions across:

- Government
- Healthcare
- Higher Education
- Financial Services
- Manufacturing
- Telecommunications

APCON solutions provide the flexibility and means to gain visibility to their data more efficiently, resulting in savings across the board – including time, resources and maintenance.



Service and Support

APCON's professional services team of certified engineers have years of experience optimizing network visibility strategies for businesses across the globe. In addition to providing installation assistance of existing analysis tools, this team proudly provides around the clock troubleshooting services and support.





About APCON

Founded in 1993, APCON has been delivering network visibility innovations for the last 25 years. APCON's in-house staff manages product design and development, manufacturing, quality assurance and final testing, customer training and long-term servicing of its solutions – whether for a system with a single switch or a global installation that spans across multiple geographical or cloud locations.

If you are planning to update your network monitoring and security, contact uksales@apcon.com for tips and best practices to magnify network visibility and security.



APCON, Inc. • apcon.com • +1 503-682-4050 • uksales@apcon.com

© 2018 APCON, Inc. All Rights Reserved.  @APCON  company/APCON