



# NETSCOUT®

Guardians of the Connected World

---

Patrick Haas

Key Account Manager DACH

[patrick.haas@netscout.com](mailto:patrick.haas@netscout.com)

+49 171 2321121

---

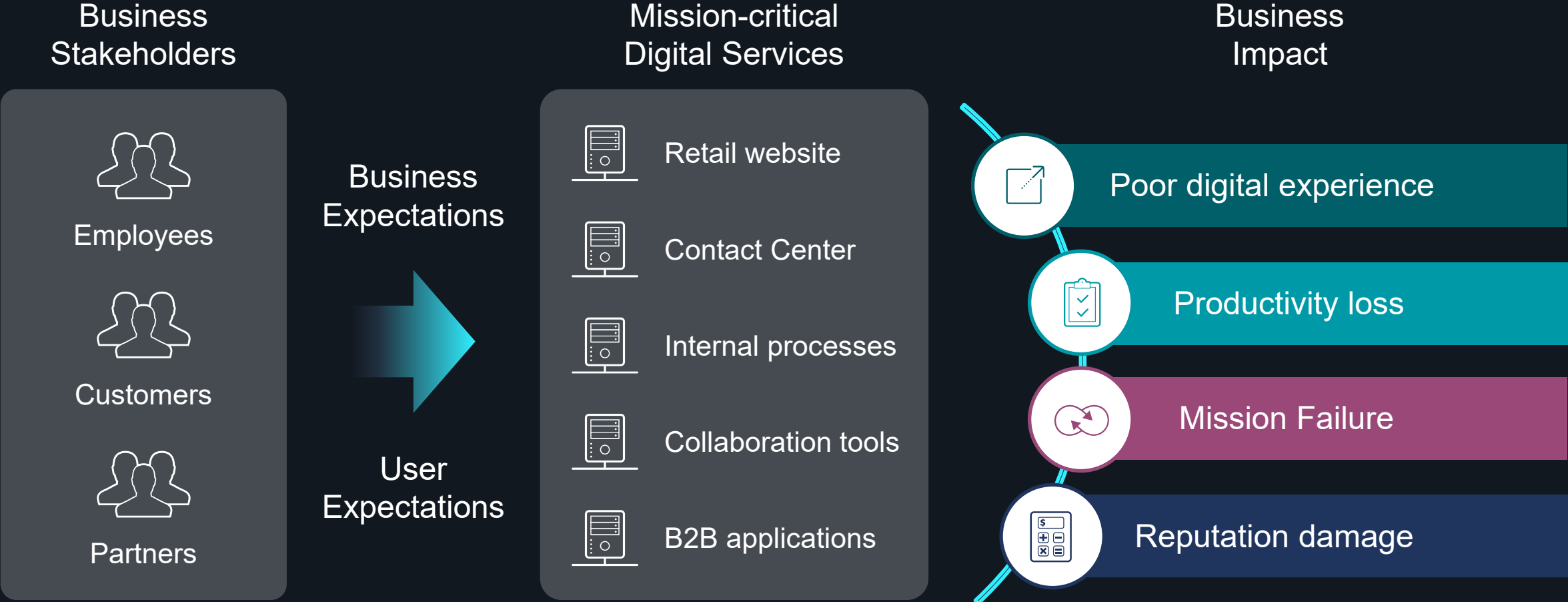
Christian Syrbe

Chief Solution Architect

[christian.syrbe@netscout.com](mailto:christian.syrbe@netscout.com)

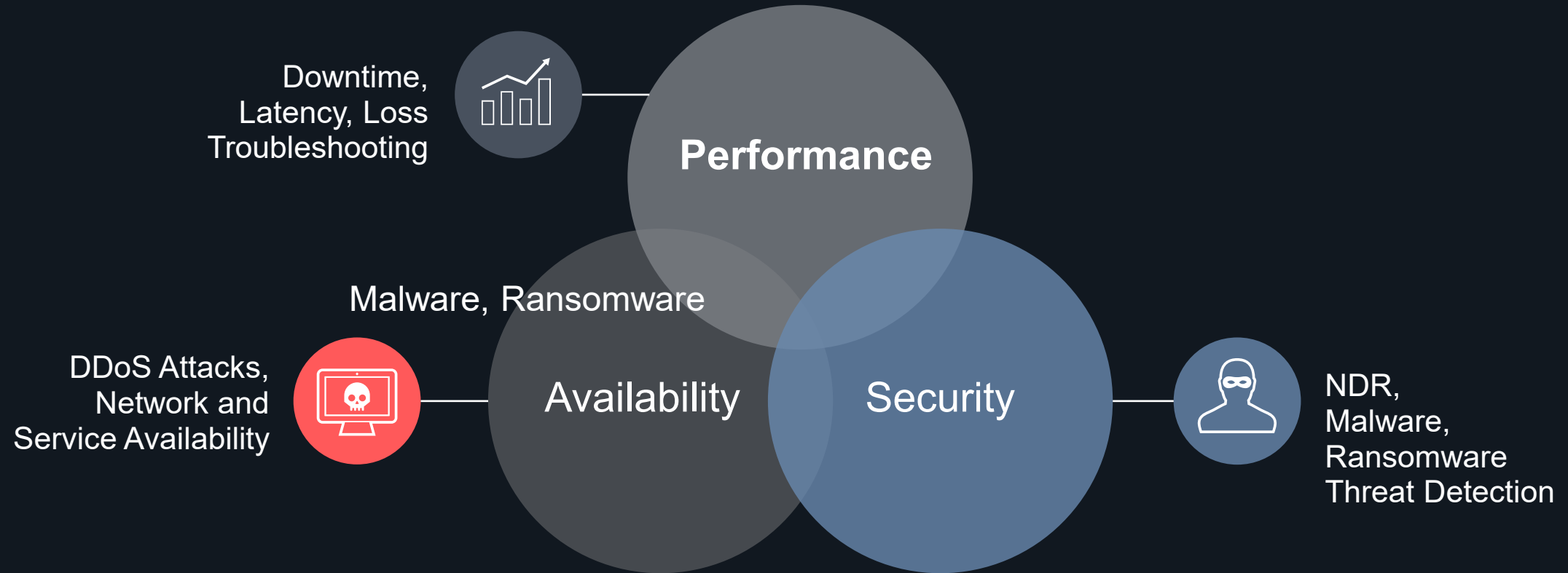
+49 151 11600043

# When Digital Services Stop, Your Business Stops



# The New Challenge and Opportunity

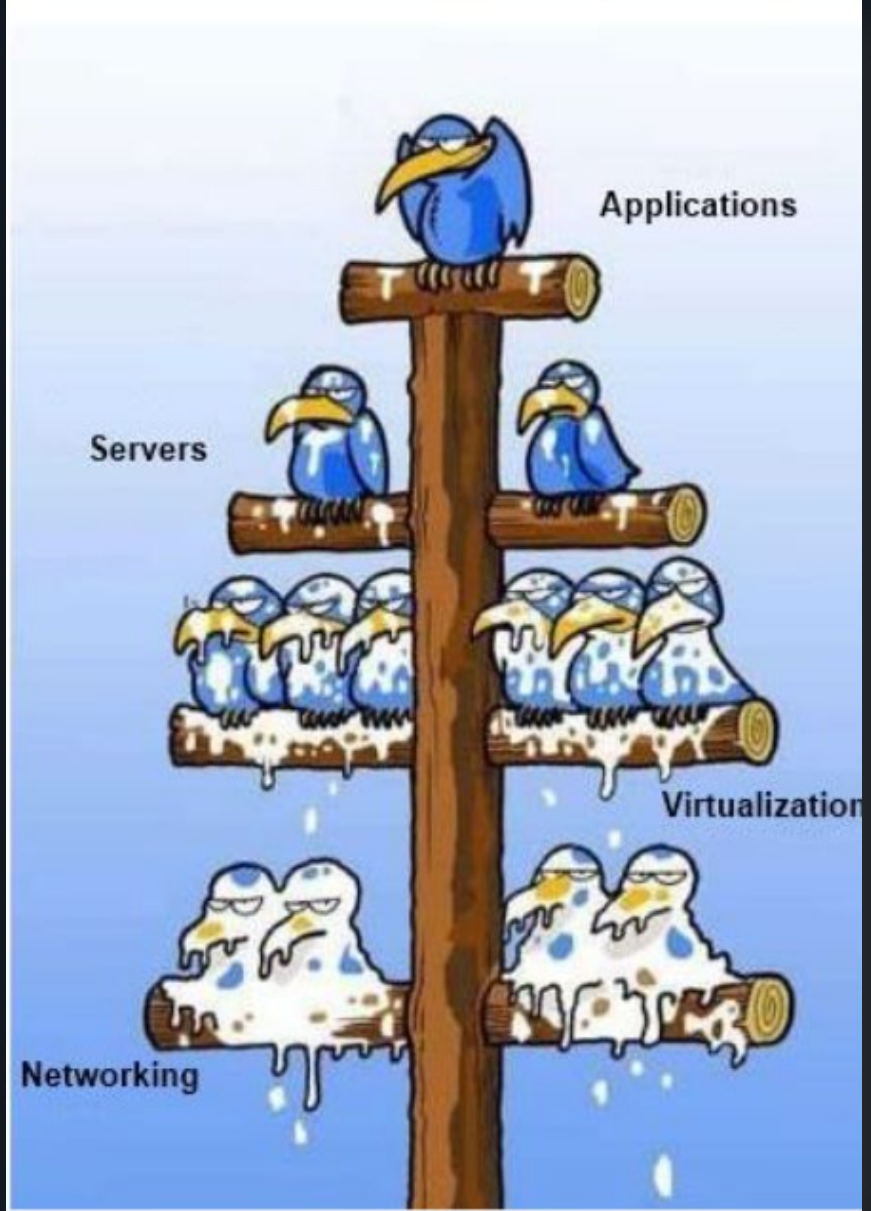
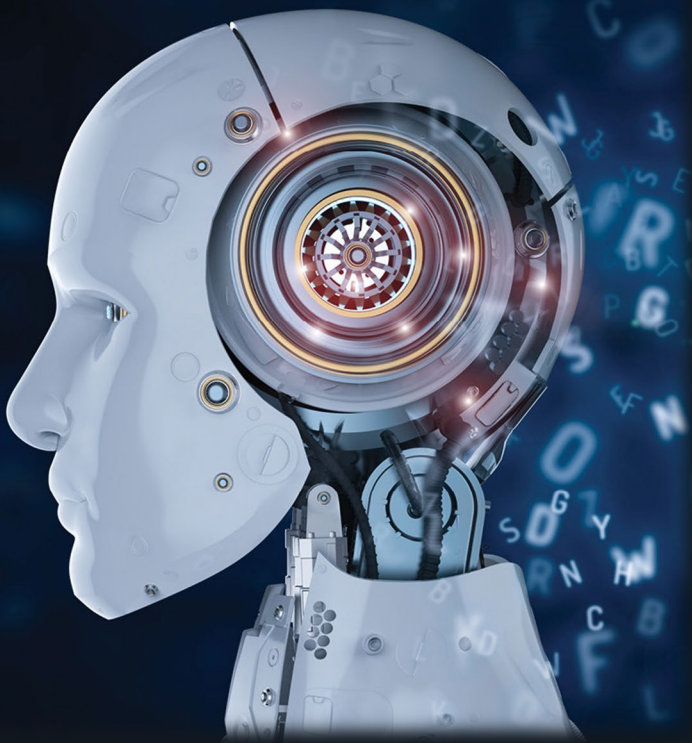
Today's more dispersed organizations face multiplying, often overlapping challenges



They must address all this at the same time to realize the full benefit of Digital Transformation



# Even with AI support, the problems remain the same



# Visibility and Quality is Essential

You can't manage or protect what you can't see



We put high-quality data/statistics into your Hands

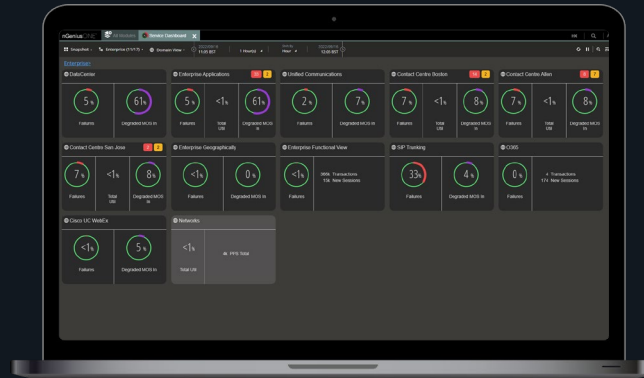


# One Platform for Performance and Security



Network and application performance (e.g., response times, errors)

## Performance Management Console



## Security Console



Vulnerabilities and threat detection (e.g., vulnerable protocols, IoCs)

Smart Data and Packets



Performance Management Appliance



Hybrid Appliance



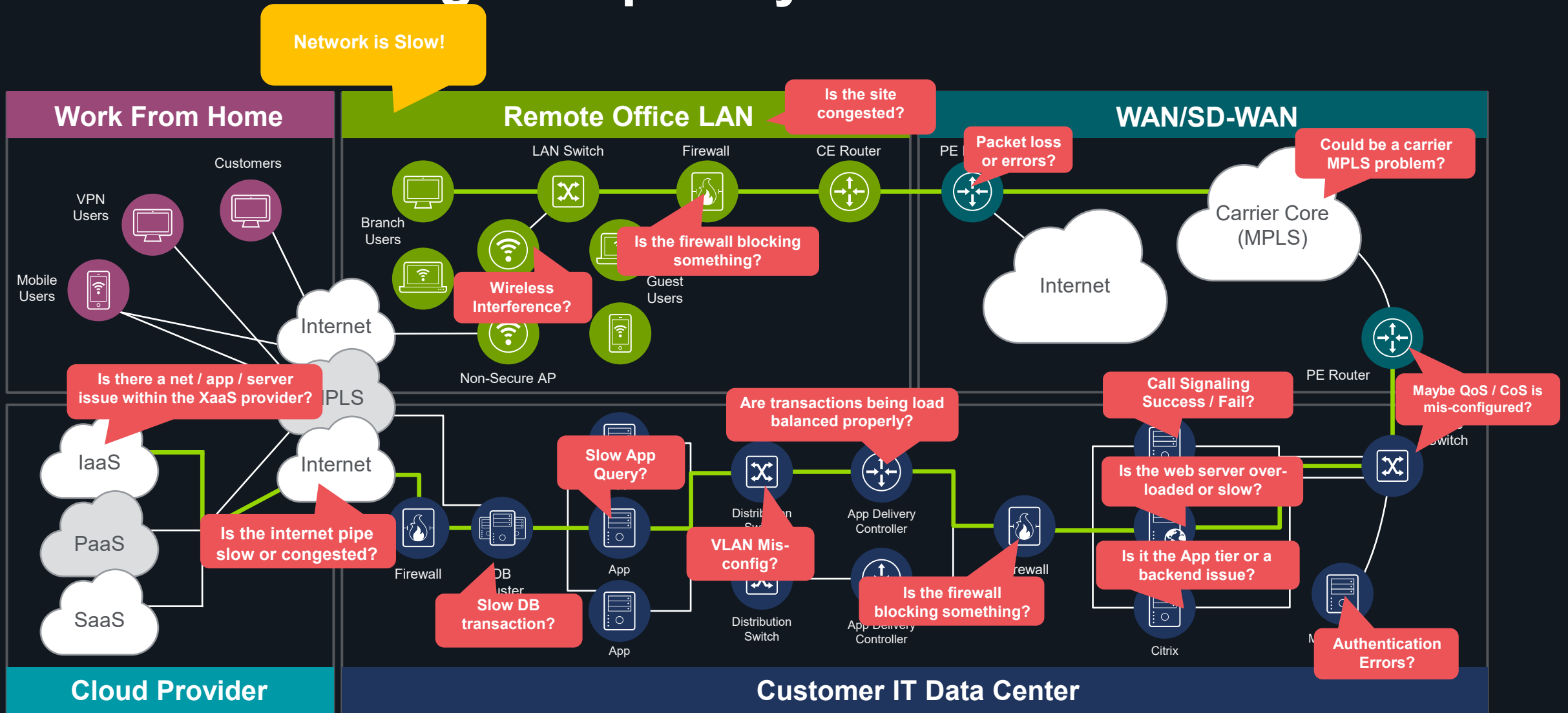
Security Appliance



# Performance Monitoring

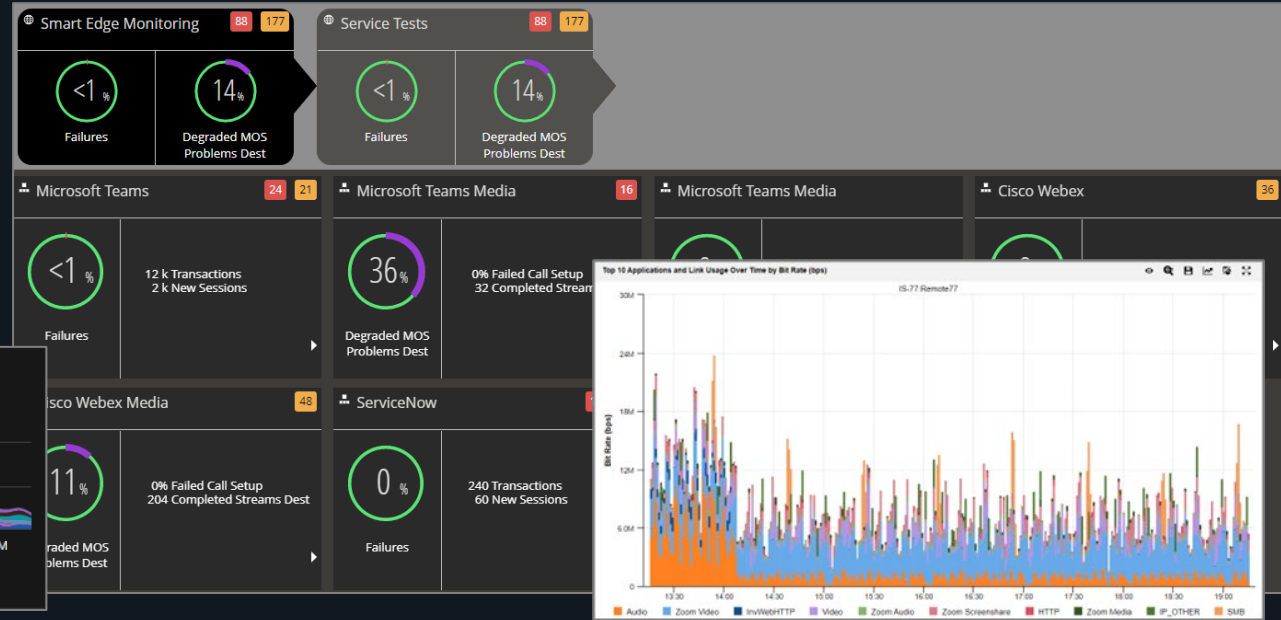
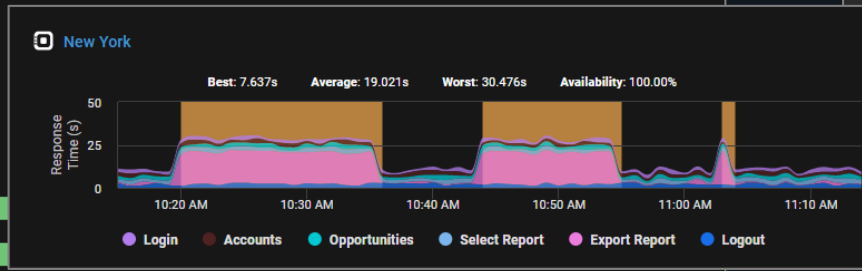
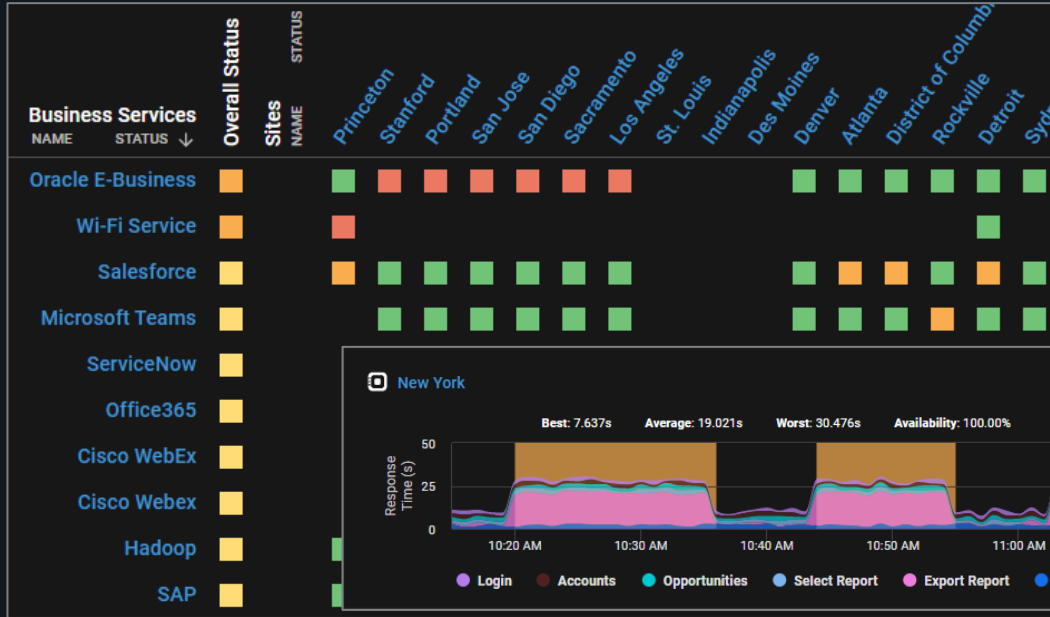


# Troubleshooting Complexity





# Packets In Action



Detect **what** is slow



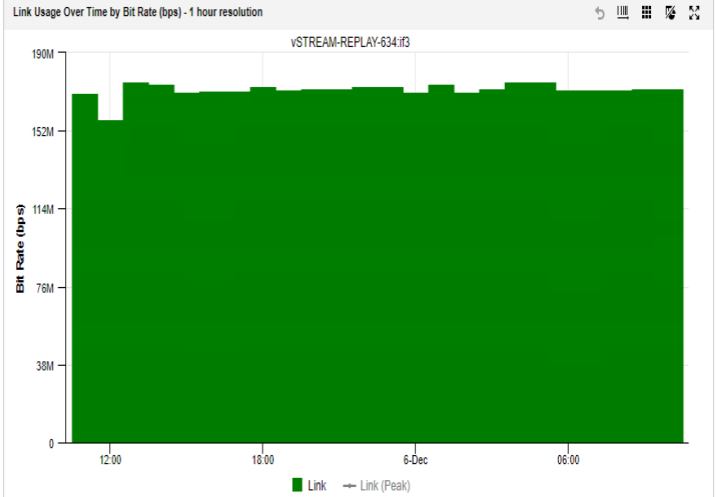
Solve **why** it is slow

Reduce MTTR with insight driven by Smart Data

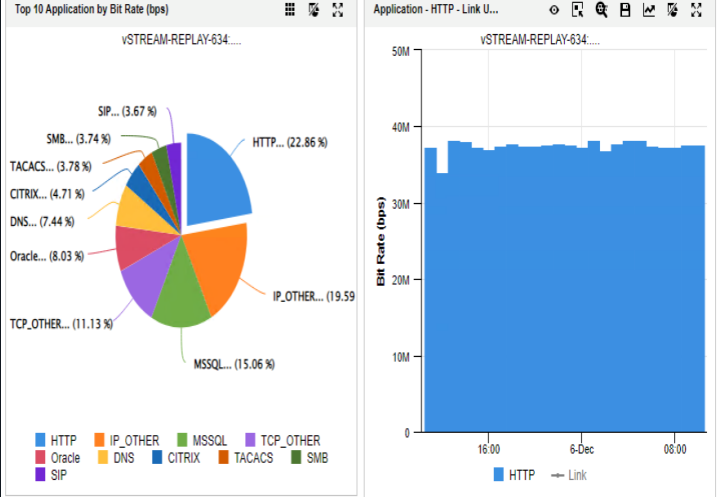


# Why Wire Data / Packets?

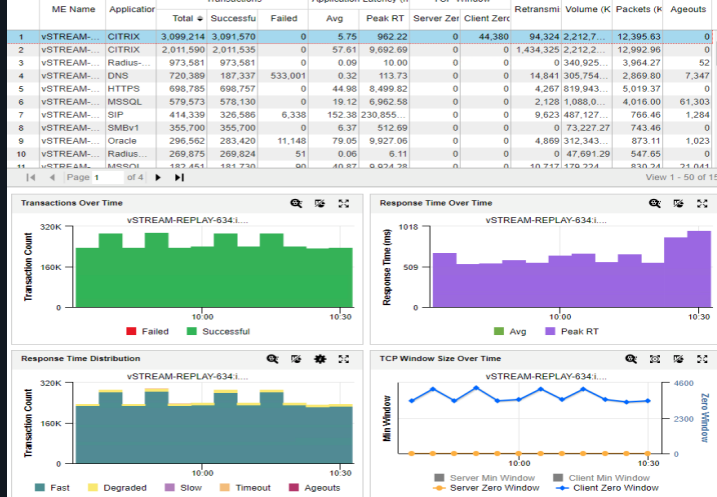
## SNMP



## FLOW



## PACKET



# Why Wire Data / Packets?

## Packets vs Other Data Sources



**DEEP PACKET  
INSPECTION**



**REAL-TIME  
VISIBILITY**



**GRANULAR &  
DETAILED**



**ANOMALY  
DETECTION**



**PROTOCOL  
VISIBILITY**



**FORENSICS**



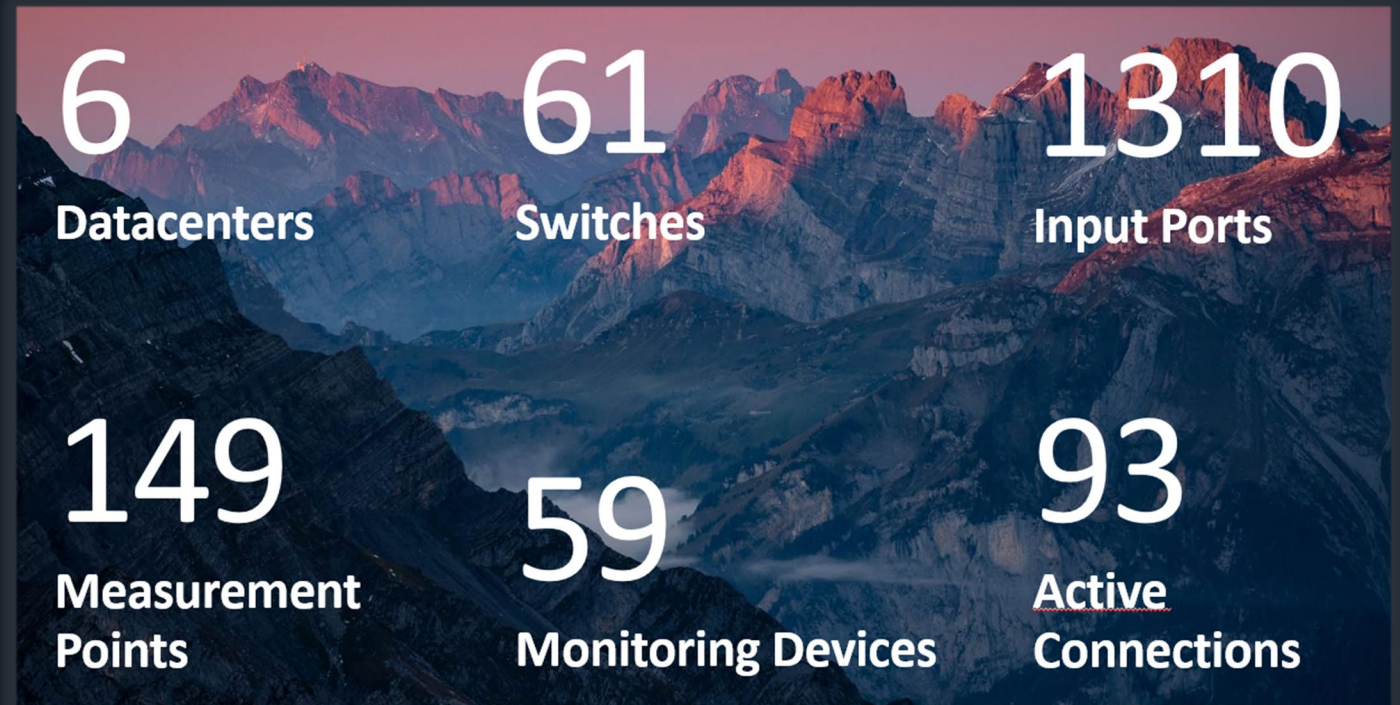
**COMPLIANCE**



# Customer Success

## Similar customer in Europe

- 6 Years of successful cooperation
- Key Success Criteria:
  - Reduce MTTR
  - Proactive Troubleshooting
  - Futureproof deployment for rapidly growing Environment
  - Consolidated Visibility
    - Cloud, Data Center, Edge
- Visibility into:
  - Internal Services
  - Customer Services
  - Hosting Area
  - Retail Stores



# Max Mustermann AG – Requirement & Use Cases for NETSCOUT



## *Replacement Troubleshooting Tools:*

- *Network Monitoring*
- *Network Troubleshooting*
- *Utilization/Capacity*
- *Packet Broker (SPAN Ports)*
- *End User Experience*
- *Fault Management*
- *Network Automation*

- ✓ Transition of MPLS to SD-WAN
- ✓ Cloud-Visibility (AWS)
  - ✓ Cloud Services (Troubleshooting & Monitoring)
  - ✓ Interconnect (Local DC -> Performance Hub -> Cloud)
  - ✓ Cloud Migrations
- ✓ Proxy (SASE)
- ✓ VDI-Analysis (Citrix)
- ✓ VMWare Communications
- ✓ VPN-Analysis
- ✓ UC-Monitoring
  - ❖ VoIP
  - ❖ Teams



# Max Mustermann AG – Visibility Challenges

## Actual Solution Set:

Flow based Monitoring

On Demand Troubleshooting

No Cloud Visibility



## Challenges:

- Most common:  
**prove it's not the network**
- centralized visibility
- Tool consolidation
- 24/7 visibility needed
- retrospective analysis
- Visibility for multiple branches (400)
- multiple services hosted
- increasing bandwidth
- MPLS/SD-WAN mix
- Troubleshooting to the edge
- Cloud migration in progress
- Cloud Visibility
- large scale network
- reduce workload
- proactive Service Assurance

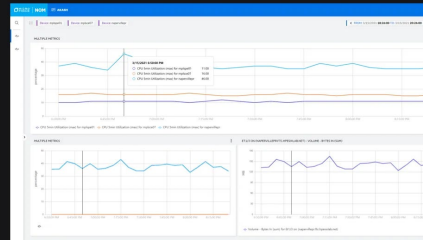


# Max Mustermann AG - 360° monitoring



## Performance Management & Troubleshooting

- Services & Applications
- Packet Data (1ms granularity)
- Cloud, Datacenter, End User
- provide enhanced Information

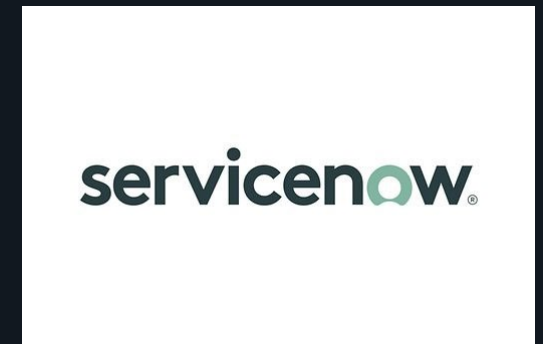


- SNMP Device Monitoring and fault Management



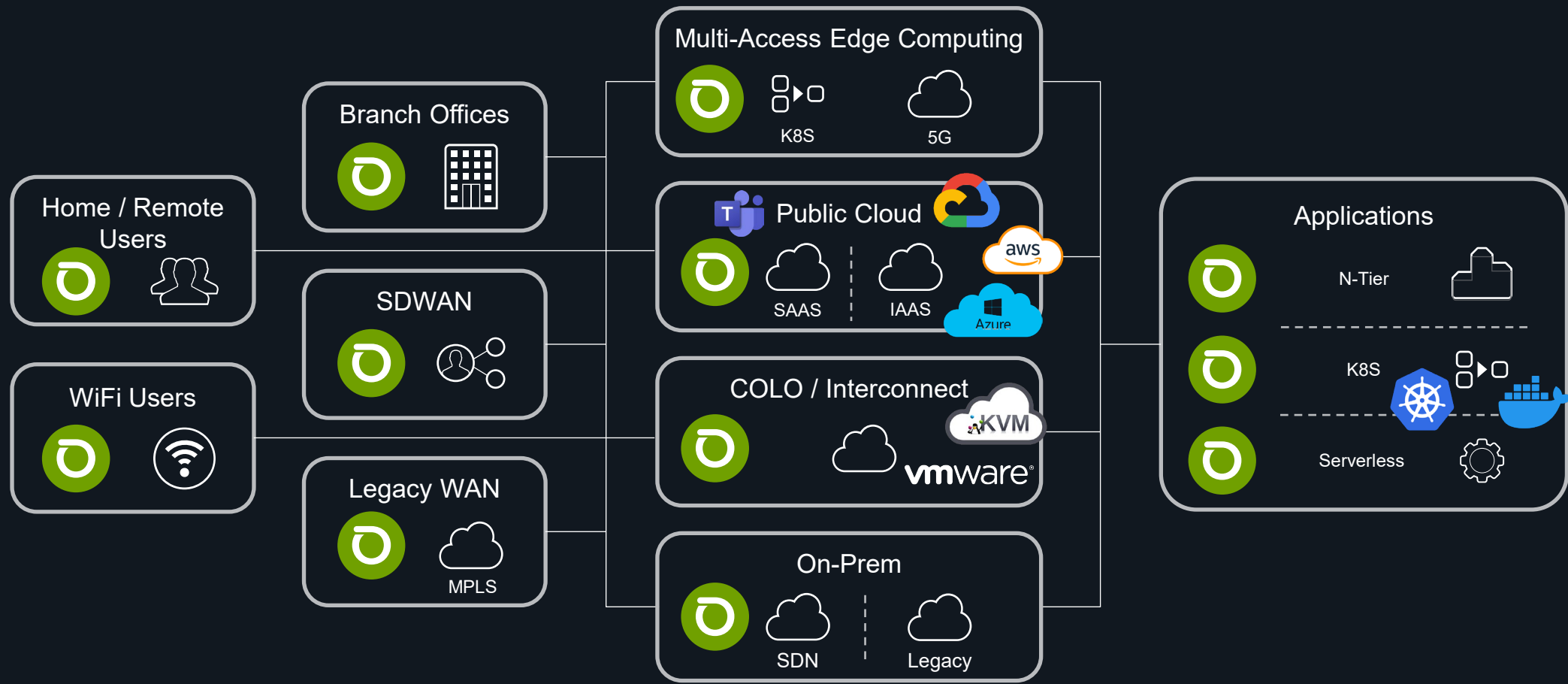
## Overall View

- Events
- Logs
- Metrics



# NETSCOUT – Visibility without Borders

Any Infrastructure – Any Where – Any App / Service – Any Way – Any Use Case





# QUESTIONS?

**NETSCOUT**<sup>®</sup>  
Guardians of the Connected World

---

Patrick Haas

Key Account Manager DACH

[patrick.haas@netscout.com](mailto:patrick.haas@netscout.com)

+49 171 2321121

---

Christian Syrbe

Chief Solution Architect

[christian.syrbe@netscout.com](mailto:christian.syrbe@netscout.com)

+49 151 11600043