APCON
Solutions for Networks

APCON PROVIDES VITAL NETWORK VISIBILITY FOR GLOBAL ENTERPRISES

CUSTOMER GAINS

- Smooth international deployment of solutions
- Easy and comprehensive switch management
- Money-saving solutions provide better IT compliance
- Filtering and deduplication services reduce packet volume
- Ability to scale network and analytics infrastructure

CHALLENGES

- The need for a modular chassis design that supports massive network growth
- Requirements include robust functionality with quick hardware delivery and low TCO (Total Cost of Ownership)
- Reliable infrastructure and customer support for an international deployment
- Network architecture that collects TAP and SPAN traffic and funnels deduplicated data to analysis tools

SOLUTION

- Wide selection of chassis with premium hardware tools and features for growing networks:
  - 5RU and 9RU chassis with multiple service engines
  - High throughput speeds with ample port density
  - Switch management with IntellaView Enterprise

Four world-renowned corporations use APCON hardware and software to maintain the highest level of network visibility for secure, streamlined, and uninterrupted data center operations. Their success stories illustrate APCON's versatility in meeting current needs with the scalability for future growth.

TESTIMONIAL

SOFTWARE TECHNOLOGY CUSTOMER

Customer Needs:

When a Fortune 100 international aerospace company was shopping to expand its network monitoring capabilities, the buying decision eventually came down to scalability that APCON provided due to its multi-slot chassis architecture that integrated all the customer's needs into one high-powered switch. Additionally, APCON's switch management software provided full control of the evolving network architecture. These solutions enabled the aerospace customer to intuitively expand domestically and internationally with continued demand for APCON appliances.

Customer Quotes:

"With 30-40 APCON appliances, we have top-of-rack solutions deployed at multiple sites, factories, and data centers. Since 2018, APCON has also been extremely helpful with the international deployment of solutions."

"TITAN* is phenomenal. Simply type in the name of a switch and find it among 10,000+ routers and switches currently deployed—and from a single pane."

* TITAN is APCON's previous generation multi-switch management software, which was replaced by IntellaView Enterprise in 2023.

SOFTWARE TECHNOLOGY CUSTOMER

Customer Needs:

The need to filter data streams intelligently, while generating a strong ROI, brought this Fortune 500 technology company to APCON. Rack units of various sizes were needed to consolidate data streams for analysis by monitoring tools. With the rising expense of monitoring appliances, APCON was able to provide the customer with effective filtering and deduplication, thereby reducing overall costs. APCON has earned its role as a long-term business partner by quickly providing a valuable hardware solution along with best-in-class technical support.

Customer Quotes:

"After looking at various factors, we chose APCON because they checked all the boxes: the raw functionality, the ability to do the deduplication within the existing port cards, the availability of getting equipment quickly, and the long-term cost of ownership."

"Buying APCON reduces our costs dramatically. We deploy APCON in two different models: one, a pure aggregation play, with no filtering or deduplication; and two, with filtering and deduplication to drive the packet volume down. We consider APCON a reliable partner."

TESTIMONIAL

PHARMACEUTICAL CUSTOMER

Customer Needs:

The long-term synergy between APCON and this Fortune 100 pharmaceutical and biotechnology company began with a large chassis deployment in global data centers that met the customer's financial and processing needs. To mitigate costly downtime occurrences related to single-controller systems, the customer deployed APCON's budget-friendly, multi-controller technology. This architecture maximizes uptime so that the company avoids penalties related to FDA compliance audits of preliminary research data, clinical tests, and product viability.

Customer Quotes:

"APCON was able to work with us to meet requirements ... the relationship shifted from vendor to a 15-year valued partnership. The ROI has been excellent with dual controllers in every APCON product for primary failover. This saves a lot of money due to frequent audits to stay in compliance ... definitely worth the money."

"I would absolutely recommend APCON to my peers, and I always do when talking to larger enterprise companies. Of all the vendors we use, APCON is in the top 1% for support and quality — the infrastructure that APCON designs and builds is very, very good."

TECHNOLOGY CUSTOMER

Customer Needs:

A Fortune 1000 multinational technology company needed more visibility into its voice traffic to optimize its monitoring tool efficiency. This need was the catalyst for a complex architectural change to two of its campus data centers that required combining TAP and SPAN flows into streams for deduplication. Instead of sending this voice traffic through 40 leaf switch connections, the customer tunneled data from every leaf switch to two IntellaView HyperEngine blades equipped with multiple deduplication service engines. This construct gave network operations teams clear insight into all relevant data flows while reducing repetitive traffic and minimizing costs for monitoring and security tools.

Customer Quotes:

"Two APCON packet aggregators help our geographically-dispersed data centers to collect TAP and SPAN traffic and deliver them to our analytics tools. Being able to apply the deduplication feature reduces wasted bandwidth. APCON gave us the ability to scale our analytics infrastructure."

"APCON has helped so much with troubleshooting that we can "set it and forget it" once you configure the flows you need. APCON just works and works really well, allowing fast adoption of new monitoring tools."
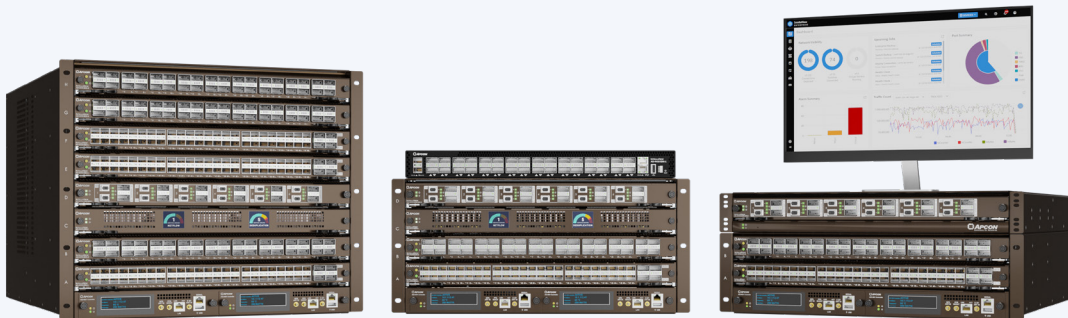
SUMMARY

"APCON IS THE LEADER IN BROKER SOLUTIONS."

APCON solutions prevent a single point of failure for inline devices on production networks while optimizing data flows and directing them to the right inline or out-of-band tools. Whether network traffic is virtual, physical, cloud, or hybrid, customers get complete visibility and save money using an architecture on which both the network and security teams can rely.

***Contact APCON** for a demo of the solution that best meets your network security needs.*

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 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 has many 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

Since 1993, APCON has consistently delivered technology designed with unparalleled innovation, stability, and scalability to mid-sized and Fortune 1000 customers in over 40 countries.

Our products instill network and security professionals with the confidence that data is monitored, secured, and protected in both physical and virtual environments. APCON helps companies sustain maximum performance by empowering total network visibility.

APCON, Inc. ▪ 9255 SW Pioneer Court, Wilsonville, Oregon 97070
+1 503–682–4050 ▪ 1–800–624–6808 ▪ @APCON ▪ company/APCON ▪ **apcon.com**
22022-0523