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**Network Instruments® Outpaces the Industry with 21 Percent Revenue Growth**  
*Application Management and 10 Gb Monitoring Demands Drive New Customers*

MINNEAPOLIS, MN — January 17, 2012 — [Network Instruments](#), a worldwide leader in network and application performance monitoring, today announced that total company revenue growth outpaced the industry in 2011 increasing by 21 percent over 2010. With the addition of over 400 new customers this year, the surge was largely fueled by organisations' needs to manage complex application environments, highly-saturated 10 Gb networks, and unified communications (UC).

"Our company led the industry both in terms of performance management innovations and company growth," said Douglas Smith, president and co-founder of Network Instruments. "The Observer platform is the leading monitoring solution available addressing the needs of operations teams to monitor applications at Layer 7 in real-time coupled with historical deep-packet analysis of up to 5 petabytes of traffic. With our ability to monitor transactions across virtual, physical, and cloud environments, we're adding nearly 2 new customers every business day."

**Growth-Driving Trends**

A large percent of the company's growth can be attributed to the need of network and application teams to collaborate in managing complex business services traversing high-demand 10 Gb networks. To ensure optimal performance and to proactively respond to issues requires robust capture and storage of 10 Gb traffic alongside views of the application, network, and underlying infrastructure. Network Instruments unified performance monitoring platform which provides integrated analysis and immediate problem isolation allowed the company to take advantage of this trend.

Another factor driving growth has been the increased adoption of unified communications (UC) applications by enterprise companies. As organisations implement significant bandwidth-consuming applications including video-conferencing and complex UC platforms like MS Lync, network teams need in-depth visibility into these applications in addition to views of the overall network.

"Finding such capabilities within a performance management solution can be difficult, requiring a balance of measures that proactively anticipates quality-impacting operational situations and delivers detailed forensic analysis," said Jim Frey, managing research director of Enterprise Management Associates (EMA). "With a broad coverage of deep-packet inspection combined with detailed expert analysis and complementary infrastructure viewpoints, the Observer® platform provides real-time and historical/forensic capabilities necessary to support IP-based communications performance. Consequently, network pros are looking to solution providers like Network Instruments to assure they are adequately equipped to quickly respond to and correct performance issues."

**Market Milestones**

Network Instruments has been a long-time leader in delivering performance monitoring solutions that unify Layer 4-7 application management with underlying network and infrastructure health. This was demonstrated through multiple industry-leading achievements in 2011:

**First Certified RNA Device to Save Full-Duplex 10 Gb to Disk at Line Rate:** The GigaStor™ 10 Gb Wire Speed appliance is the first independently-verified RNA device to save full-duplex 10 Gb traffic at full line rate.

**Highest Port-Density Available:** The new Gen2™ capture card released with Observer 15 provides de-duplication, filtering, and synchronised hardware acceleration all at the card level for up to 12 ports on gigabit and 10 Gb links.

**Largest RNA Appliance:** The storage capacity of GigaStor increased by ten-fold in October scaling to 5 PB—making it the largest capacity RNA device available.

**Additional Platform Innovations**

Network Instruments continues to meet the performance management needs of IT teams with significant product innovations throughout 2011.

**Expanded UC Tracking:** Comprehensive codec support and metrics ensure video conferencing from the desktop to telepresence are optimised. Support has also been added for the Microsoft UC platform and Microsoft Lync servers along with Cisco UC Manager and Blackberry servers.

**Increased Analysis Speed in a Reduced Footprint:** The new 5U GigaStor chassis boosted performance by over 100 percent in the GigaStor Upgradeable and GigaStor Expandable, delivering full-duplex 10 Gb stream-to-disk capabilities in a significantly smaller form factor.

**Automating End-User Experience Monitoring:** Expanded metrics alongside new out-of-the-box Observer Reporting Server reports streamlines the process of monitoring end-user experience without burdensome proprietary agents or manipulating packets.

**Eliminating Analysis Traffic Headaches:** The latest Observer platform release introduced smart probes, which shifted the processing and analysis of data to probes, halting the need to transfer data over the network for analysis.

**Visibility into Public and Private Cloud:** Observer Infrastructure 3.0 now provides insight into Infrastructure as a Service performance for major providers, including Amazon Web Services (AWS), Google App Engine, Rackspace, GoGrid, and Hosting.com, and standardised private cloud units VCE Vblock and NetApp FlexPod.

#### **About Network Instruments**

Since 1994, Network Instruments, a leading provider of performance management and troubleshooting solutions, has helped organisations ensure the delivery of business-critical applications. The company's platform of management and reporting products provides comprehensive visibility into networks, infrastructure, and applications to optimise performance, speed troubleshooting, and assist long-term capacity planning. Headquartered in Minneapolis, the company does business in more than 50 countries.

For more information, please visit [www.networkinstruments.co.uk](http://www.networkinstruments.co.uk).