



Reinvesting in Cybersecurity: Leveraging Garland Technology's Value to Eliminate Recurring Costs

Challenge

Organizations need to monitor and secure their network effectively without being constrained by escalating costs. In today's shifting economic conditions, IT teams are under pressure to stretch their budgets while still ensuring security, visibility and operational resilience.

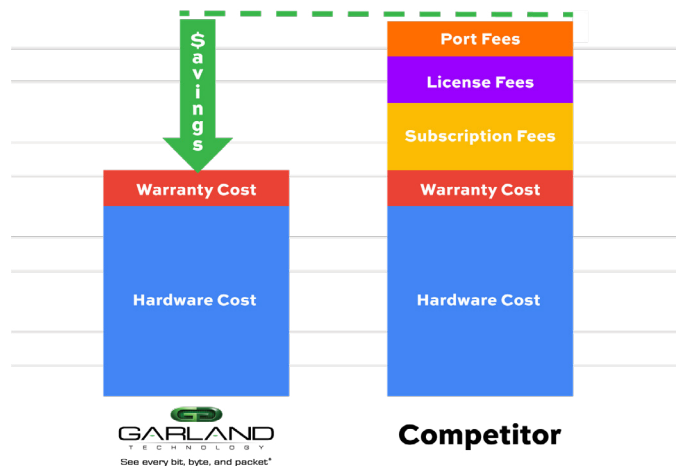
One customer recently faced this dilemma when their existing Network Packet Broker (NPB) was up for renewal. The renewal pricing proposal came in significantly higher than in years past, forcing them to allocate a significant portion of their budget just to maintain their current network architecture. This left little room for investment in much needed new security tools and monitoring capabilities ultimately limiting their ability to strengthen their overall security posture.

The TAP to Tool™ Solution

1. Garland Technology proposed a simple, cost-effective, streamlined approach with an Advanced Features Network Packet Broker. This solution delivered the critical functionality the customer required, including deduplication, to eliminate duplicate packets before they reached the tool stack.
2. This not only ensured cleaner, more accurate data, but also reduced unnecessary load on the monitoring system, improving both performance and efficiency.
3. By replacing the overpriced legacy NPB with Garland's flexible option, the customer not only reduced costs but also freed up budget to reinvest in their network. Unlike other vendors, Garland delivers savings with no subscription, port, features, or license fees, ensuring long-term value without recurring surprises.
4. The savings enabled the customer to expand their security stack with new tools, ultimately enhancing both visibility and protection without sacrificing financial stability. Garland's approach gave the customer the flexibility to improve their monitoring strategy today, while preparing for future growth.

Benefits

- Cost savings without compromise
- Use any MSA-compliant transceivers
- Predictable budgeting



Have Questions?

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