



## CORPORATE PROFILE

### CUSTOMERS

Enterprise customers worldwide, including healthcare, financial services, government, higher education and others, rely on Lancope to make better network decisions and avoid costly outages and downtime.

AirTran Airways	ElectraNet	Stanford University School of Medicine
AKH Vienna General Hospital	Honda	Telenor Norway
Blue Cross Blue Shield of Tennessee	Lockheed Martin	Unicredit Bank
Cancer Research UK	Nikon	University of Westminster
Cisco	Qualcomm	U.S. Department of Justice
Concord Hospital	Red Bee Media	
	Siemens	

### QUICK FACTS

- ▶ Founded in 2000, privately held
- ▶ Headquartered in Atlanta, GA
- ▶ Leader in flow-based security, network and application performance monitoring
- ▶ Provides borderless network visibility to maintain high-performing, secure networks
- ▶ Dramatically reduces the time between problem onset and resolution
- ▶ Holds five patents

### OVERVIEW

Lancope provides the industry's only solution for flow-based security, network and application performance monitoring across physical and virtual networks. The leader in flow collection and analysis, Lancope's StealthWatch leverages NetFlow and sFlow® data from existing routers and switches to provide the borderless network visibility and actionable insight required to maintain high-performing, secure networks. By combining network and security capabilities into a single, unified platform, StealthWatch eliminates network blind spots and reduces the time, cost and complexity associated with troubleshooting network problems.

With StealthWatch, IT teams can more efficiently handle the ever-increasing traffic volumes and layers of complexity being added to corporate networks. The system is extremely scalable to meet the needs of even the largest networks, analyzing up to 3 million flows per second.

### STEALTHWATCH SYSTEM

- ▶ **StealthWatch Management Console** manages, coordinates and configures all StealthWatch appliances to correlate security and network intelligence across the enterprise. This ability to deliver real-time insight into current network behavior increases network and security team efficiency and decreases operating costs, while simultaneously improving operational awareness and overall security.
- ▶ **StealthWatch FlowCollector™** leverages Cisco NetFlow traffic accounting technology or traffic information from sFlow (inherently available in routers and switches from Brocade, HP ProCurve and Extreme) to cost-effectively extend network protection and traffic analysis across geographically dispersed or multi-gig enterprise networks.
- ▶ **StealthWatch FlowSensor™** delivers flow-based Response Time Management (RTM) that provides comprehensive visibility of network and server performance metrics. By providing flow-by-flow visibility, the FlowSensor delivers connection information such as Round Trip Time (RTT), Server Response Time (SRT) and Retransmission Ratio (RT%).
- ▶ **StealthWatch FlowSensor™ VE**, a virtual appliance, provides anomaly detection and network performance monitoring for virtual environments. It extends Lancope's physical network visibility by analyzing virtual network traffic to detect and address configuration problems, inefficiencies in resource allocation, security violations and policy violations before any failure or degraded performance occurs.
- ▶ **StealthWatch IDentity™** automates user identification, streamlines remediation efforts and delivers powerful auditing capabilities for regulatory compliance. Its agent-less approach enables scalable, cost-effective user tracking and reporting for network optimization and security.
- ▶ **StealthWatch FlowReplicator™** improves enterprise network performance by aggregating NetFlow, sFlow, syslog and SNMP information in a single, high-speed appliance. This high-speed UDP packet replicator gathers essential network optimization and security information from multiple locations in the FlowReplicator, and then forwards this information in a single data stream to one or more StealthWatch FlowCollector appliances.



## TECHNOLOGY PARTNERS

ArcSight®, an HP Company  
 A10 Networks®  
 Blue Coat®  
 Brocade®  
 Check Point®  
 Cisco®  
 Citrix®  
 Damballa®  
 HP Tipping Point®  
 IBM Tivoli®  
 Dell SecureWorks®  
 VMware®

## FINANCIAL

Lancope is a private, venture-funded company. Investors include GMG Capital Partners, H.I.G. Capital, Canaan Partners and Council Ventures.

## MANAGEMENT TEAM

**Mike Potts** – CEO & President  
**David Cocchiara** – CFO  
**David Scruggs** – VP of North American Sales  
**Jason Anderson** – VP Engineering and Operations  
**Jody Ma Kissling** – VP of Marketing  
**Tom Albert** - VP of Business Development

## LANCOPE HEADQUARTERS

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## TECHNOLOGY AWARDS & RECOGNITION

NOV 2011	GSN Homeland Security Awards "Best Network Security/Enterprise Firewall"
SEP 2011	Frost & Sullivan's 2011 "Global Network Performance & Cloud Based App Monitoring Customer Value Enhancement Award"
JUN 2011	"Best Deployment Scenario Award for Case Study" with Grafisch Lyceum Rotterdam by Info Security Product Guide
NOV 2010	Network Computing & Computing Security Magazines "Network Security Solution of the Year"
AUG 2010	"Best Security and Network Management Solution" by Enterprise Management Associates
JUL 2010	"Best Products and Services" by Network Product Guide Names
MAR 2010	"Best in NetFlow and Best in Network Visibility" in the Network Products Guide 2010 Product Innovation Awards
MAY 2009	SC Magazine Awards Europe 2009 Winner for "Best Network Security"
APR 2009	2009 Global Product Excellence Award for "Virtual Security, Network Visibility and NBA"
AUG 2008	2008 "Best in NetFlow Analysis" and 2nd Consecutive Global Excellence Award in NBA
MAY 2008	2008 Red Herring 100 North America Award
DEC 2007	HOT PICK by Information Security Magazine
NOV 2007	"Lancope Should Be on Every Pure NBA Shortlist" States Gartner
NOV 2007	"Best of Breed NBA Vendor" by Yankee Group
JUN 2007	U.S. Army Information Assurance Approved Products List (AIAAPL)
APR 2007	2007 Global Excellence Award in NBA
JUN 2006	Interop 2006 "Best of Show Grand Prix"
MAR 2006	StealthWatch Earns Common Criteria Augmented EAL2 Certification
FEB 2006	SC Magazine Readers' Trust Awards Names StealthWatch Best Network Security Solution
JAN 2006	Hot Companies 2006 Award from Info Security Products Guide
DEC 2005	Gartner Recognizes StealthWatch as "Veteran NBA Solution"
JAN 2005	"2005 Technology of the Year" by InfoWorld