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COMPANY NEWS



## MARKET DYNAMICS: MAKING SENSE OF THE MARKET

IN A REGULAR LOOK AT RESULTS AND KEY BUSINESS ANNOUNCEMENTS FOR SUPPLIERS INTO THE NETWORKING AND IT MARKET, NETWORK COMPUTING SUMMARISES THE EDITORS SELECTIONS.

### RESULTS AND M&A

Derby based cloud & data centre company **Node4** has acquired Reading-based **LETN Solutions**, a cloud infrastructure company, extending their portfolio of cloud solutions to further its Infrastructure as a Service (IaaS), Disaster Recovery and Virtualisation offerings. Since 2005, LETN has offered managed support, professional services and hosting services.

Internet performance company **Dyn**, which monitors and manages internet traffic for clients including Twitter and Netflix, has been reviewing its progress for its second quarter. With twenty-two successive quarters of revenue growth, it achieved 52 per cent revenue growth during the second quarter. Commenting, CEO Jeremy Hitchcock said, "We live in a world where every business relies on the Internet but doesn't necessarily have the toolset to manage how they connect with customers or partners online. Dyn is helping companies understand the inner workings of the global web and to make strategic decisions about Internet performance that drive business growth."

### MARKETS

**Gartner** has positioned **ExaGrid Systems** in the Visionaries quadrant of the first Magic Quadrant for Deduplication Backup Target Appliances: a position reserved for companies delivering innovative products, often ahead of the mainstream. Placed furthest along the completeness of vision axis, criteria used included geographic strategy, vertical/industry strategy, marketing strategy, sales strategy, innovation, offering

(product) strategy, and market understanding.

Gartner analysts comment, "Deduplication is considered to be a transformational technology... [it] is instrumental in modernising traditional tape backup. Due to the highly duplicated nature of traditional backup, often implemented as daily incremental backups with a weekly full backup, deduplication backup target appliances can often achieve 10-times to 30-times the storage capacity reduction ratio."

**PhishMe**, provider of threat management for organisations concerned about human susceptibility to advanced targeted attacks, has announced record growth for the first half of 2014 with bookings growth of over 95 per cent. Citing healthy demand with one-third of the Fortune 100 adopting PhishMe solutions, CEO Rohyt Belani said, "The demand for our innovative phishing simulation platform and detection technology is on the rise... [with] strong adoption from larger enterprises with sophisticated risk management teams who understand the need for a focused approach to cultivate human sensors as they relate to the most relevant threats of targeted phishing and malware."

### PARTNERSHIPS

**Quantum** has integrated the **FireEye** Network Forensics Platform (PX) with its StorNext scale-out storage combining it with high-speed packet indexing and search. The solution provides organisations with access to months of network traffic data to quickly

conduct an incident response in the event of a breach. The FireEye solution uses its Network Forensics Platform to capture, index and store connection and packet information at up to 30 million packets per second, while Quantum provides the high-performance, scale-out storage repository for forensic data, along with policy-based tiering, allowing organisations to match storage costs with their need for data access during forensic analysis.

Commenting, Jon Oltsik, senior principal analyst with **Enterprise Strategy Group** said, "As the sophistication of cyber-attacks increases, the ability to analyse the intrusion, contain it, and quickly recover is more critical than ever. By combining their respective expertise with FireEye network forensics and StorNext storage workflows, FireEye and Quantum are offering customers an integrated cybersecurity solution for incident investigation, which can also reduce mean time to resolution and prevent future incidents."

Outsourced IT services for the channel community **Comms-care** has been chosen by communications solutions provider **Kcom** to deliver Cisco support services to its entire UK customer base. The three year agreement means Cisco Gold Partner Comms-care will now manage all of Kcom's Cisco support requirements through a collaborative services model in partnership with Cisco. The services agreement provides field-based support and spares management spanning 6,000 end-user sites totalling around 100,000 Cisco products. **NC**

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