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Interop Snapshot: Virtualization Deployments and Challenges Top of Mind for Attendees

55 Percent Fail to Experience Virtualization's Benefits Reveals Network Instruments® Onsite Survey

Las Vegas, NV – May 19, 2009 – Despite widespread virtualization adoption many organizations fail to realize cost and resource savings touted by the technology's proponents, according to a study released today by Network Instruments. The onsite survey of 120 network engineers and IT managers and executives attending Interop found:

- **Extensive Virtualization Deployment:** 55 percent have virtualized mission-critical servers, including e-mail and Web servers. Another 50 percent run other servers such as their DNS and DHCP servers in virtual environments. Thirty-nine percent extended virtualization to the desktop.
- **Troubleshooting in the Dark:** 27 percent identified a lack of visibility and tools as the largest troubleshooting challenge in virtual environments. Other troubleshooting concerns include a lack of training on virtual infrastructure (26 percent) followed by an inability to secure infrastructure (21 percent).
- **Virtualization Pitfalls:** 55 percent report experiencing more problems than pluses with virtualization, while 45 percent thought the technology's benefits outweighed any problems.
- **Chief Virtualization Problems:** 59 percent lack experience to appropriately manage the technology, while 47 percent report roll-out costs were too high.

"Many of the people we're speaking with have implemented virtualization, but often lack of visibility is keeping them from realizing the benefits of the technology," said Charles Thompson, product manager of Network Instruments. "Not surprisingly, a high number of companies have deployed critical network services on virtual machines. The number of organizations without appropriate monitoring tools, however, definitely caught my attention. Without proper tools, application performance can unnecessarily degrade and network teams waste hours troubleshooting."

To arrange an interview:

Charles Thompson and other Network Instruments representatives are available at Interop for interviews at the company's booth (#2243). Interviews can also be arranged through Stephen Brown at 952-358-3820.

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About Network Instruments

Network Instruments, a leading provider of innovative analysis solutions, helps organizations and enterprises ensure the delivery of business-critical applications on their networks. The company's monitoring and reporting products provide comprehensive visibility into networks and applications to optimize network performance, speed troubleshooting, and assist long-term capacity planning. Network Instruments solutions provide integrated enterprise-wide reporting and back-in-time investigation capabilities for troubleshooting networks. The company is headquartered in Minneapolis with sales offices worldwide and distributors in over 50 countries. For more information about the company, products, and technology, please visit www.networkinstruments.com.

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