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Interop Snapshot: Attendees signal strong interest in WAN optimization, VoIP, and MPLS

Las Vegas, NV – May 23, 2007 – Interop attendees are bullish on WAN optimization, MPLS, and VoIP technologies, revealed a study released today by Network Instruments® and NetQoS® Inc. The on-site survey of 101 network engineers, IT managers, and CIOs found the following:

- When asked about monitoring network topologies: 27 percent are interested in monitoring LANs, 23 percent WANs, 20 percent Gigabit networks, 17 percent Wireless networks, and only 6 percent are interested in monitoring Fibre Channel networks
- 68 percent of respondents have implemented or will implement VoIP in the next 12 months
- 40 percent have implemented MPLS or will implement the technology in the next 12 months
- 39 percent currently don't have plans to implement MPLS
- 50 percent have implemented or plan to implement a WAN optimization technology in next 12 months; 32 percent currently don't have any plans to implement an optimization solution
- The overwhelming majority of respondents (58 percent) indicated that application and network latency is the most relevant information to them when reporting on WAN optimization improvements.
- 36 percent were concerned with traffic utilization of the WAN

"VoIP, MPLS, and WAN optimization present unique challenges for network professionals, but all require an understanding of network and application performance before and after deployment to determine the impact," said Steve Harriman, NetQoS vice president of marketing. "End-to-end performance monitoring, namely application response time, is the first step to effective network performance management, because it is the best indication of how well the network is delivering applications to the end-user. The survey results corroborate this."

Survey respondents showed a strong interest in leveraging the ability of WAN optimization to address network and application latency issues as well as implementing VoIP and MPLS on their networks. 24 percent had already implemented a WAN optimization technology, while an additional 26 percent planned on implementing WAN optimization within 12 months. 58 percent of respondents were interested in addressing network and application latency issues through WAN optimization technologies. An additional 36 percent were concerned with traffic utilization on the WAN.

In the case of VoIP, 46 percent of survey respondents had implemented the technology on their network. 10 percent planned to implement VoIP on their network within 6 months, while an additional 12 percent were planning implementations within 12 months. MPLS yielded similar results with 20 percent having installed MPLS on their networks, and 20 percent planning to implement the technology in the next 12 months.

"We've spoken to many network managers today who are implementing MPLS and VoIP on their networks," said Charles Thompson, manager of sales engineering at Network Instruments. "Having the right network analysis tools that provide metrics for technologies like MPLS and VoIP are critical to any successful deployment. With an enterprise-level analyzer, the network team has a view of both network and application performance to quickly identify and accurately troubleshoot any issue."

To arrange an interview:

- Charles Thompson or other Network Instruments representatives are available at Interop for interviews at the Network Instruments booth (#1275). Interviews can also be arranged through Spencer Parkinson of Connect PR by office phone 801.373.7888 or cell 801.358.8207.
- Steve Harriman or other NetQoS representatives are available at Interop for interviews at the NetQoS booth (#2048). Interviews may also be arranged by contacting Chandra Hosek at 512-228-0314.

About NetQoS Inc.

NetQoS software and services help service providers, government agencies, and large enterprises – including half of the Fortune 100 – improve the delivery of applications over wide area networks by enabling them to monitor application service levels, troubleshoot problems quickly, and plan for change. Representative NetQoS customers include Chevron, Lockheed Martin, American Express, Hilton Hotels, Siemens, Boeing, Deutsche Telekom, NASA, and Barclays Global Investors. Headquartered in Austin, Texas, NetQoS has R&D centers in Austin and Raleigh, N.C., and regional sales offices in London and Singapore. For more information, visit www.netqos.com or call (877) 835-9575.

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About Network Instruments

Network Instruments provides in-depth network intelligence and continuous network availability through innovative analysis solutions. Enterprise network professionals depend on Network Instruments' Observer product line for unparalleled network visibility to efficiently solve network problems and manage deployments. By combining a powerful management console with high-performance analysis appliances, Observer simplifies problem resolution and optimizes network and application performance. The company continues to lead the industry in ROI with its advanced Distributed Network Analysis (NI-DNA™) architecture, which successfully integrates comprehensive analysis functionality across heterogeneous networks through a single monitoring interface. Network Instruments is headquartered in Minneapolis with sales offices worldwide and distributors in over 50 countries. For more information about the company, products, technology, NI-DNA, becoming a partner, and NI University please visit www.networkinstruments.com.