

EMA Vendor to Watch: Saisei

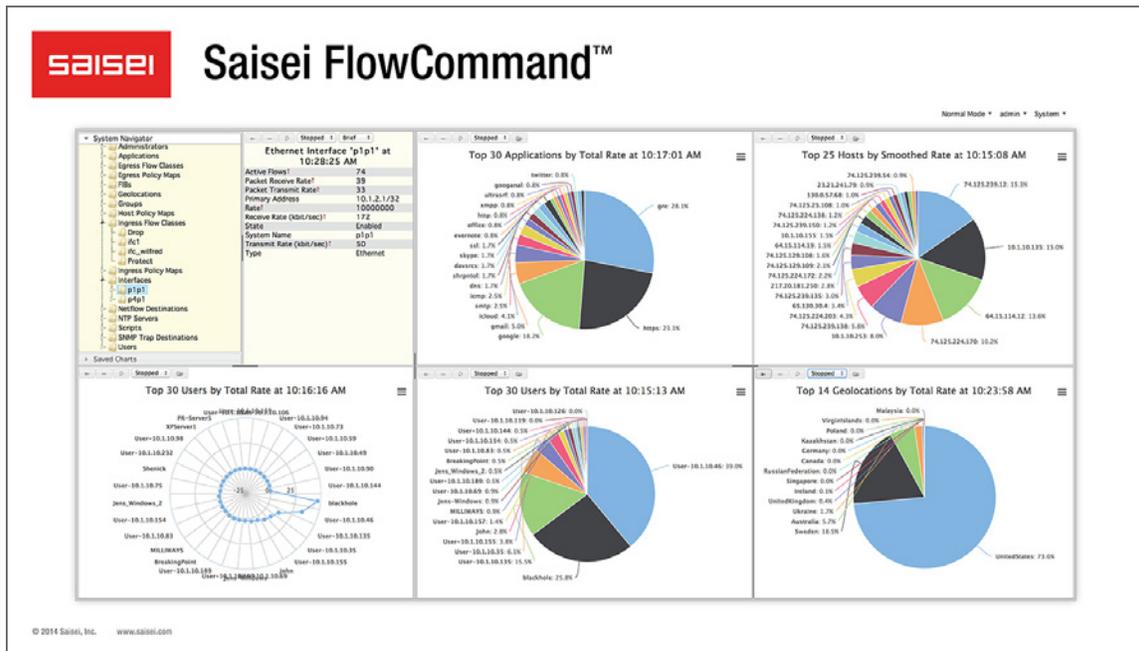


VENDOR TO WATCH

Saisei – September 2014

Saisei: Key Value Proposition

Saisei is a new entrant in the network optimization space that is taking a newly comprehensive approach to unifying network traffic and security monitoring, visibility, and control—an approach the company has dubbed Network Performance Enforcement (NPE). The Saisei solution is available in three versions—FlowCommand, FlowEnforcer, and FlowVision—that combine network traffic and security monitoring, visibility, and control into a single solution. This is a software-based product that can be deployed either as a VM on a hypervisor or on a bare metal x86 hardware chassis. The solution can be installed either symmetrically (both ends of a WAN link) or asymmetrically (one end only).



The company overcomes traditional performance hurdles by using its patented traffic management algorithm in FlowCommand to optimize routed IP-link capacity to run at 95% or above without delaying traffic flow. This technology eliminates flow queuing while at the same time ensuring that there are no random packet drops. The inline-deployed product can also greatly accelerate operations visibility and analytics via its FlowVision component, which can deliver insights across all flows on a second-by-second basis. The more powerful FlowCommand and FlowEnforcer products apply policy enforcement to ensure business critical applications such as VoIP are prioritized while other non-critical traffic is rerouted, limited, or blocked. The combination of FlowVision real-time analytics and FlowEnforcer/FlowCommand makes it possible to reduce network security risks via early identification of rogue network traffic and application of automated risk mitigation controls. The technology also enables either an enterprise or a service provider to enforce net neutrality to ensure that bandwidth is shared equally among users (or at least equitably by user/business priority). The product also allows for granular service-level differentiation paired with policy enforcement, enabling detailed fine-tuning at the user, flow, and application levels.

EMA Perspective

Effectively merging deep visibility with granular, automated, policy-based control has long been the holy grail of network capacity and performance optimization. Up to this point, approaches have been piecemeal, aligning but never truly marrying visibility with direct control of network activity in a closed-loop manner. Current common

practice involves implementing several tools to address visibility, such as DPI probes, APM agents, and network device monitoring, while performance optimization and policy enforcement are set up and adjusted on an ad hoc basis once operators or engineers review and analyze monitoring data. This approach is largely reactive and can never hope to keep up with the dynamics of real-world IT, where conditions demand change on a real-time basis.

The network is still largely hardware-based, but the move toward network virtualization is fostering the rise of alternatives that are software-centric, not hardware-centric. In the near term, hybrid optimization solutions that can run on either VMs or bare metal are a logical interim step. White box solutions can still leverage the advantages of merchant silicon, and recent work from Intel indicates a willingness to add more network functionality into core chipsets. Saisei's initial deployments have leveraged white box solutions for large deployment environments, but the solution offers an equivalent capability in a virtual footprint. Thus, Saisei is one of the next-generation networking vendors, with a software-based approach that is tightly coupling visibility with control and offering a pragmatic path for secure, high-performance optimization that is granular, policy-based, and automated wherever automation makes sense.

About Vendor to Watch: EMA Vendors to Watch are companies that deliver unique customer value by solving problems that had previously gone unaddressed or provide value in innovative ways. The designation rewards vendors that dare to go off the beaten path and have defined their own market niches.

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