

Global, 2010 Enabling Technology of the Year Network Performance and Application Monitoring

Frost & Sullivan's Global Research Platform

Frost & Sullivan is entering its 50th year in business with a global research organization of 1,800 analysts and consultants who monitor more than 300 industries and 250,000 companies. The Company's research philosophy originates with the CEO's 360 Degree Perspective,* which in turn serves as the foundation of its TEAM Research** methodology. This unique approach enables us to determine how best-in-class companies worldwide manage growth, innovation and leadership. Based on the findings of this Best Practices research, Frost & Sullivan is proud to present the 2010 Global Enabling Technology of the Year Award in the Network Performance and Application Monitoring Market to NetScout.

Key Industry Challenges Addressed by Enabling Technology

Frost & Sullivan's research shows that all the new applications that next-generation services have introduced to the network performance monitoring and management solutions market make it challenging for enterprises to keep up with from a bandwidth perspective. Scalability requirements are becoming more challenging for network performance equipment vendors as well as enterprises. With the evolution of new technologies such as cloud computing and virtualization, it is essential for the test vendors to invest in developing new technologies that help address the changing needs.

Key Benchmarking Criteria for Enabling Technology Award

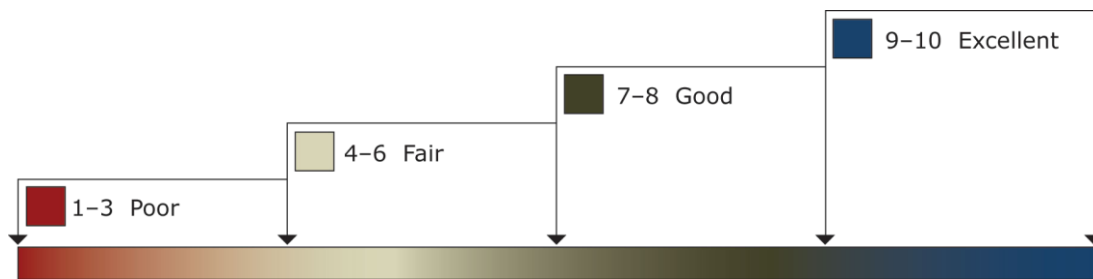
For the Enabling Technology Award, the following criteria were used to benchmark NetScout's performance against key competitors:

- Enables Creation of New Products
- Enhances Current Products
- Enables New Applications
- Potential for Market Acceptance
- Breadth of Access to Technology

Decision Support Matrix and Measurement Criteria

To support its evaluation of best practices across multiple business performance categories, Frost & Sullivan employs a customized Decision Support Matrix (DSM). The DSM is an analytical tool that compares companies' performance relative to each other with an integration of quantitative and qualitative metrics. The DSM features criteria unique to each Award category and ranks importance by assigning weights to each criterion. The relative weighting reflects current market conditions and illustrates the associated importance of each criterion according to Frost & Sullivan. Fundamentally, each DSM is distinct for each market and Award category. The DSM allows our research and consulting teams to objectively analyze each company's performance on each criterion relative to its top competitors and assign performance ratings on that basis. The DSM follows a 10-point scale that allows for nuances in performance evaluation; ratings guidelines are shown in Chart 2.

Chart 2: Performance-based Ratings for Decision Support Matrix



This exercise encompasses all criteria, leading to a weighted average ranking of each company. Researchers can then easily identify the company with the highest ranking. As a final step, the research team confirms the veracity of the model by ensuring that small changes to the ratings for a specific criterion do not lead to a significant change in the overall relative rankings of the companies.

Chart 3: Frost & Sullivan’s 10 Step Process for Identifying Award-Recipients



Best Practice Award Analysis for NetScout Systems Inc.

The Decision Support Matrix, shown in Chart 4, illustrates the relative importance of each criterion for the Enabling Technology Award and the ratings for each company under evaluation. To remain unbiased while also protecting the interests of the other organizations reviewed, we have chosen to refer to the other key players as Competitor 1 and Competitor 2.

Chart 4: Decision Support Matrix for Enabling Technology Award

<i>Measurement of 1-10 (1 = lowest; 10 = highest)</i>	Award Criteria					Weighted Rating
	Enables Creation of New Products	Enhances Current Products	Enables New Applications	Potential for Market Acceptance	Breadth of Access to Technology	
Relative Weight (%)	20%	20%	20%	20%	20%	100%
NetScout	9	8	7	8	9	8.2
Competitor 1	6	5	4	6	5	5.2
Competitor 2	5	5	4	5	5	4.8

Criterion 1: Enables Creation of New Products

NetScout is a leading provider of service delivery and performance management solutions that enable enterprises, service providers and government agencies to achieve an end-to-end view of the network services and applications in context with user experience. With annual revenue of \$261.7 million in 2010, the company's product line is formed by its key service assurance product family the nGenius Service Assurance solution. The NetScout solution incorporates NetScout technology with Sniffer technology that was added to the portfolio when NetScout acquired Network General in 2007.

In 2010, the company launched their adaptive session intelligence (ASI) technology to enable service providers and enterprises get a granular visibility of application performance and end user experience. With the evolution of multi-domain platforms and technologies such as cloud computing, delivery of services and application over the network requires a much advanced performance management solution. ASI is built based on the next generation deep packet analysis technology that provides visibility up to the transaction level within a network.

Frost & Sullivan notes that a number of current network performance monitoring solutions in today's market place are not capable of monitoring end user experience under a complex environment such as a cloud. Test equipment vendors are also finding it difficult to keep up with increasing traffic on network and introduction of high speed voice and video based services. Under such scenarios, analyzing the performance metrics of an application in real-time becomes more difficult for the technicians.

Criterion 2: Enhances Current Products

NetScout plans to roll out an upgraded version of all their nGenius modules that would be able to provide a more comprehensive view of the user experience in real time. Using the deep packet technology, the ASI offers synchronization up to millisecond granularity to better track the packets within the network. Frost & Sullivan believes that the ASI technology adds more scalability and visibility features in to the existing nGenius solution and enables granular data mining in real-time. The ASI technology also enables the nGenius service assurance solution to rapidly analyze per session, multi-domain experience of a user.

Criterion 3: Enables New Applications

NetScout's solutions are applicable across different application areas and also end-user segments. With the help of ASI technology, NetScout will be able to monitor the performance and user experience across a wide range of enterprise verticals including banking, consumer retails, government and health care. In addition, Frost & Sullivan's research reveals that with the increase in demand for services and technologies such as virtualization, voice and video services, operators are looking for an advanced test solution that would help them to handle more sessions within a short time.

Criterion 4: Potential for Market Acceptance

Frost & Sullivan expects that the ASI technology will increase the competitive position of NetScout in the application monitoring and end-user experience management market, as it helps the enterprise and service providers to overcome several technical and operational challenges in the industry. What the market requires at the moment is a management solution that is capable of providing an in-depth visibility into the user sessions and unique transactions. The management solution should also be compatible across multiple network domains.

Criterion 5: Breadth of Access to Technology

NetScout has penetrated deeper and transformed simple performance management into a broader, more meaningful service delivery management market by identifying a potential opportunity for the company to increase its market share. Using the ASI technology, NetScout has an advantage to further strengthen their relationships with the financial services industry due to high demand for performance management solutions. Apart from helping enterprise and service providers address the challenges in present market condition, the ASI technology is also designed to support 40 and 100 Gigabit links in future. With the increase in deployment of cloud based services and adoption of virtualization in the enterprise segment, the multi-domain visibility feature of this technology is expected to set standards in the application monitoring market.

Based on the aforementioned criteria, Frost & Sullivan is proud to present the 2010 Global Enabling Technology of the Year Award in the Network Performance and Application Monitoring Market to NetScout.

About NetScout Systems Inc.

NetScout Systems, Inc. (NASDAQ: NTCT) is the market leader in Unified Service Delivery Management enabling comprehensive end-to-end network and application assurance. For 26 years, NetScout has delivered breakthrough packet-flow technology that provides trusted and comprehensive real-time network and application performance intelligence enabling unified assurance of the network, applications and users. These solutions enable IT staff to predict, preempt and resolve network and service delivery problems while facilitating the optimization and capacity planning of the network infrastructure. NetScout nGenius® and Sniffer® solutions are deployed at more than 20,000 of the world's largest enterprises, government agencies, and more than 130 service providers, on over 740,000 network segments to assure the network, applications, and service delivery to their users and customers.

About Frost & Sullivan

Frost & Sullivan, the Growth Partnership Company, enables clients to accelerate growth and achieve best in class positions in growth, innovation and leadership. The company's Growth Partnership Service provides the CEO and the CEO's Growth Team with disciplined research and best practice models to drive the generation, evaluation and implementation of powerful growth strategies. Frost & Sullivan leverages almost 50 years of experience in partnering with Global 1000 companies, emerging businesses and the investment community from 31 offices on six continents. To join our Growth Partnership, please visit <http://www.frost.com>.