

Control Your Network!

Infoblox Overview

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Pre-sales engineer

Infoblox: Market Leader in Network Control

Founded in 1999

Headquartered in Santa Clara, CA
with global operations in 25 countries

Leader in technology
for network control

Market leadership

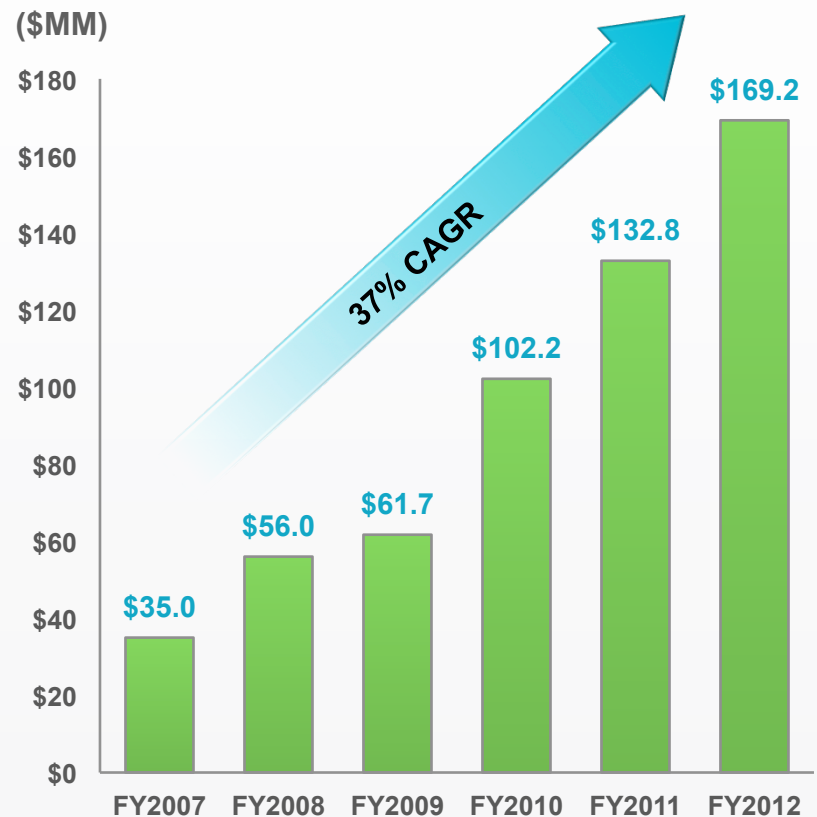
- Gartner Strong Positive Rating
- 40%+ Market Share

6,300+ Customers, 45,000+
systems shipped

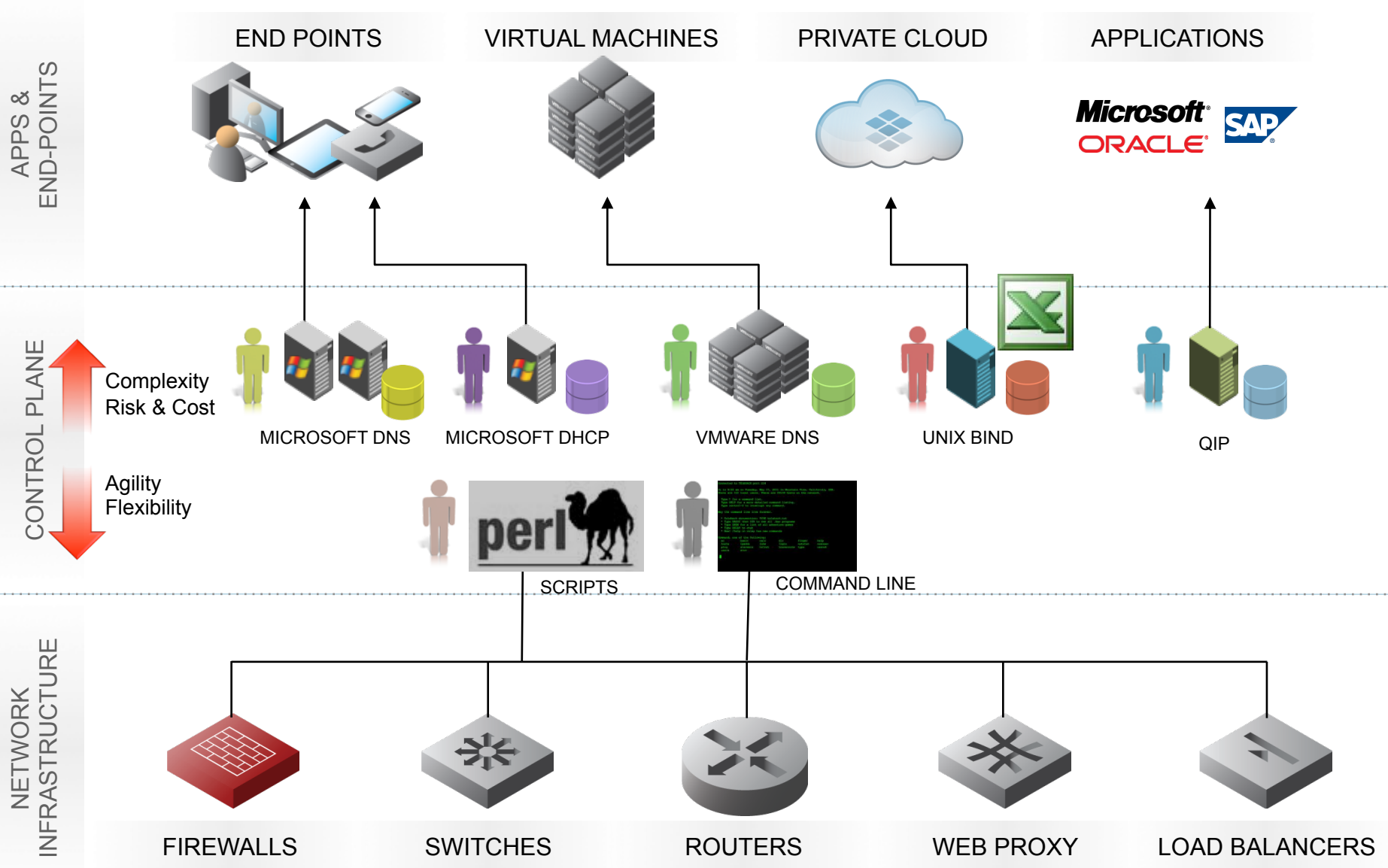
20 patents, 27 pending

IPO April 2012: NYSE BLOX

Total Revenue
(Fiscal Year Ending July 31)

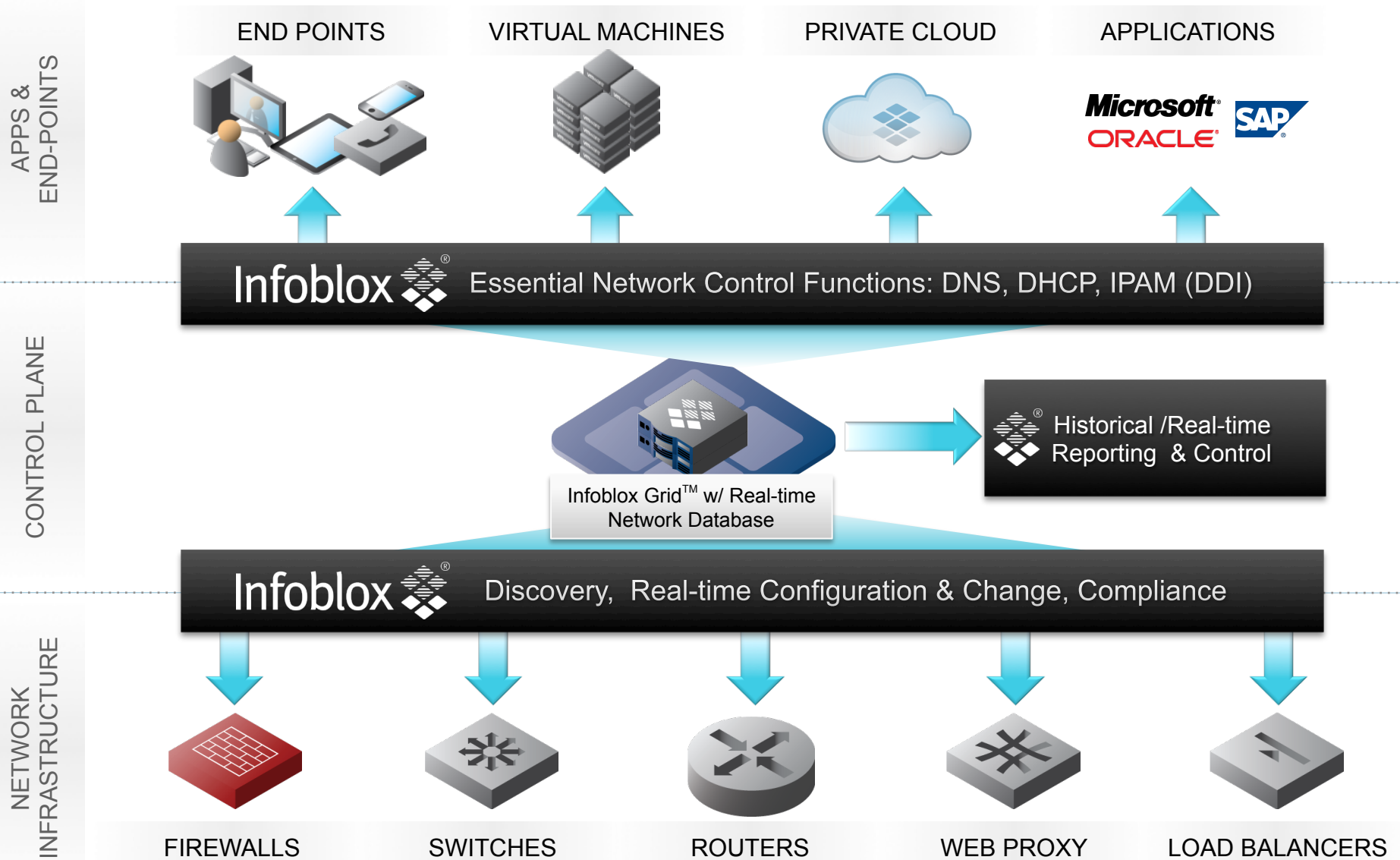


The Alternative Without Infoblox



What We Do:

Innovative Technology for Network Control



Infoblox DNS, DHCP & IPAM

Automated IP Provisioning and Always-on Network Services

Global Network, Subnet, & IP addresses planning and allocation

Discovery & Reconciliation

Real-time and historical insight on connected IP endpoints and networks

Delegation and automation of IP provisioning tasks

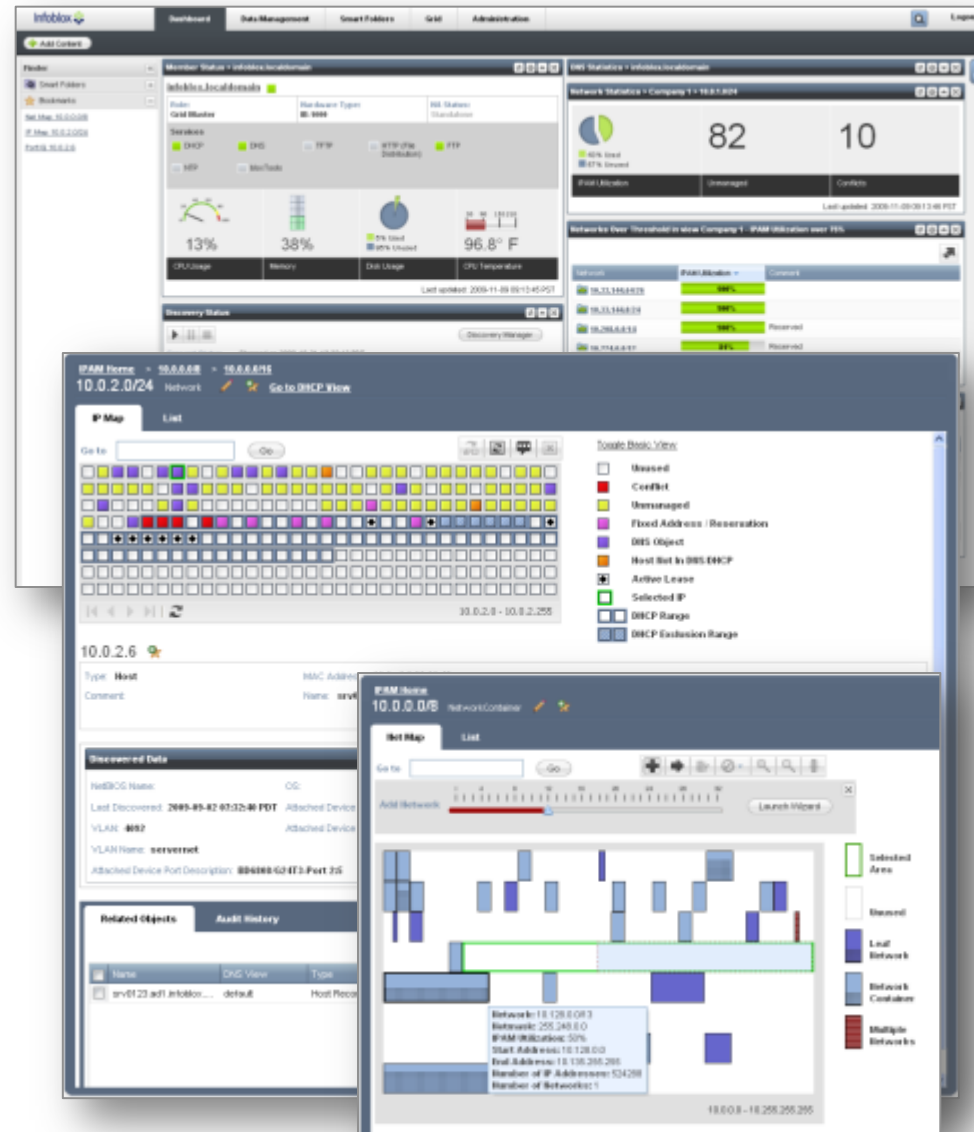
Direct VMware Provisioning Integration

Detailed Auditing and reporting

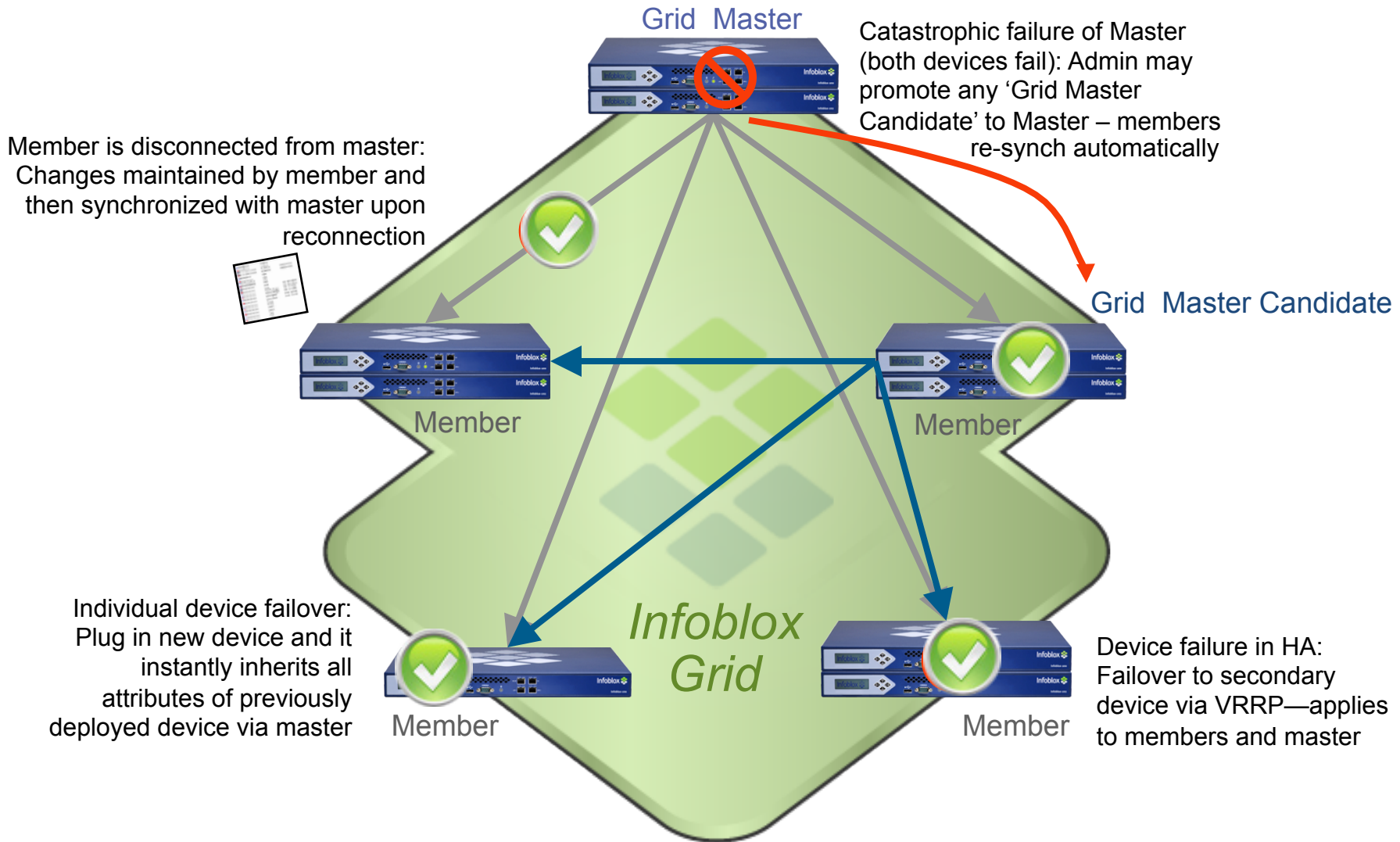
Robust and secure
DNS infrastructure

Active-Active
DHCP Failover

Agentless management of Microsoft
DNS/DHCP



Grid Resilience, automated disaster recovery



Infoblox DNS FW: Industry's First True DNS Security Solution

Infoblox DNS Firewall

Stops DNS-exploiting malware (APT & Botnets)

Solution Components

- Product License (cost based on appliance model)
- Malware Data Feed from Infoblox (optional annual subscription)
- Infoblox Grid™

PREVENTIVE

**Prevents
malware
infection and
execution**

TIMELY

**Leverages high
quality Malware
Data Feed
updated in near
real time**

TUNABLE

**Maximizes
potency against
malware
worldwide**

Network Infrastructure Automation

Automated network infrastructure data collection and analysis

Powerful network visualization

Wizard based policy management

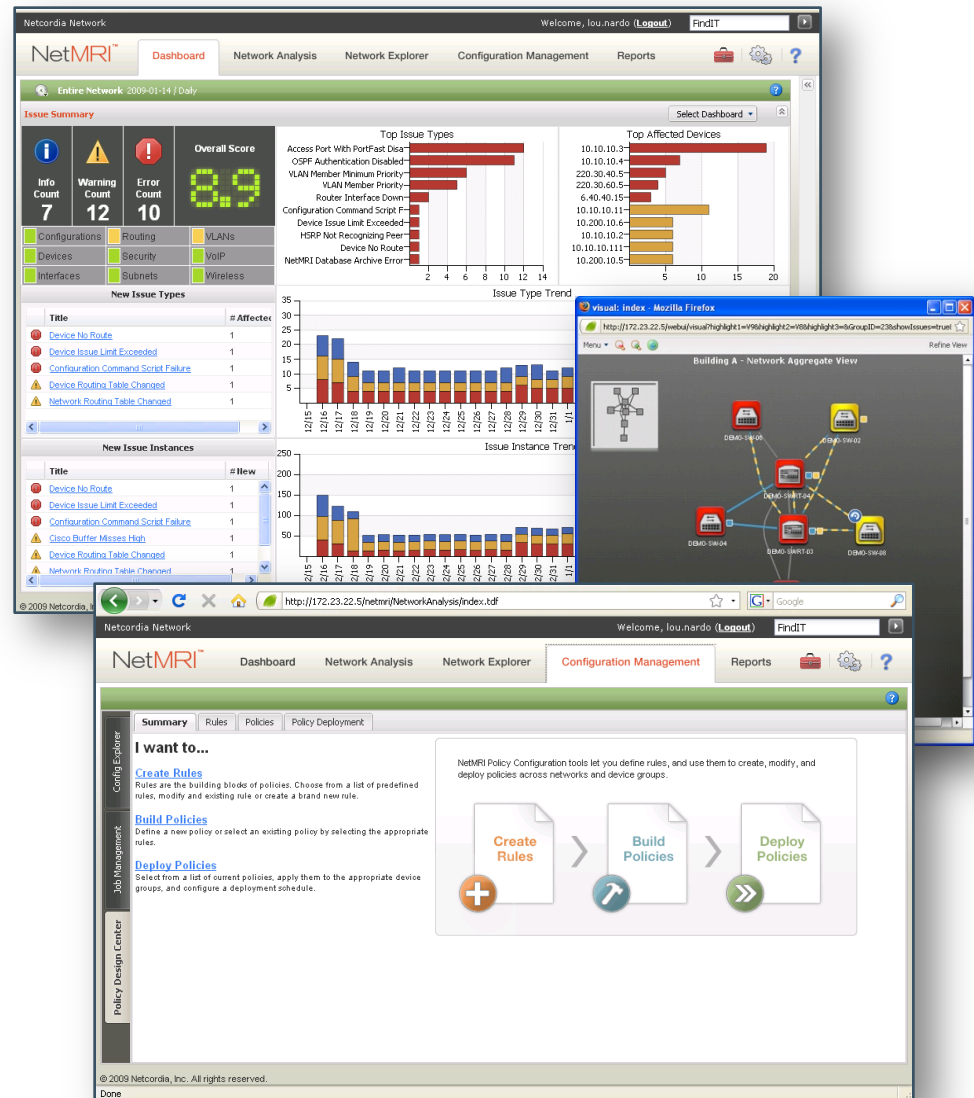
Shows who changed what, where and when

Change impact analysis

Switch port capacity management

Built-in industry networking best practices rules and policy templates

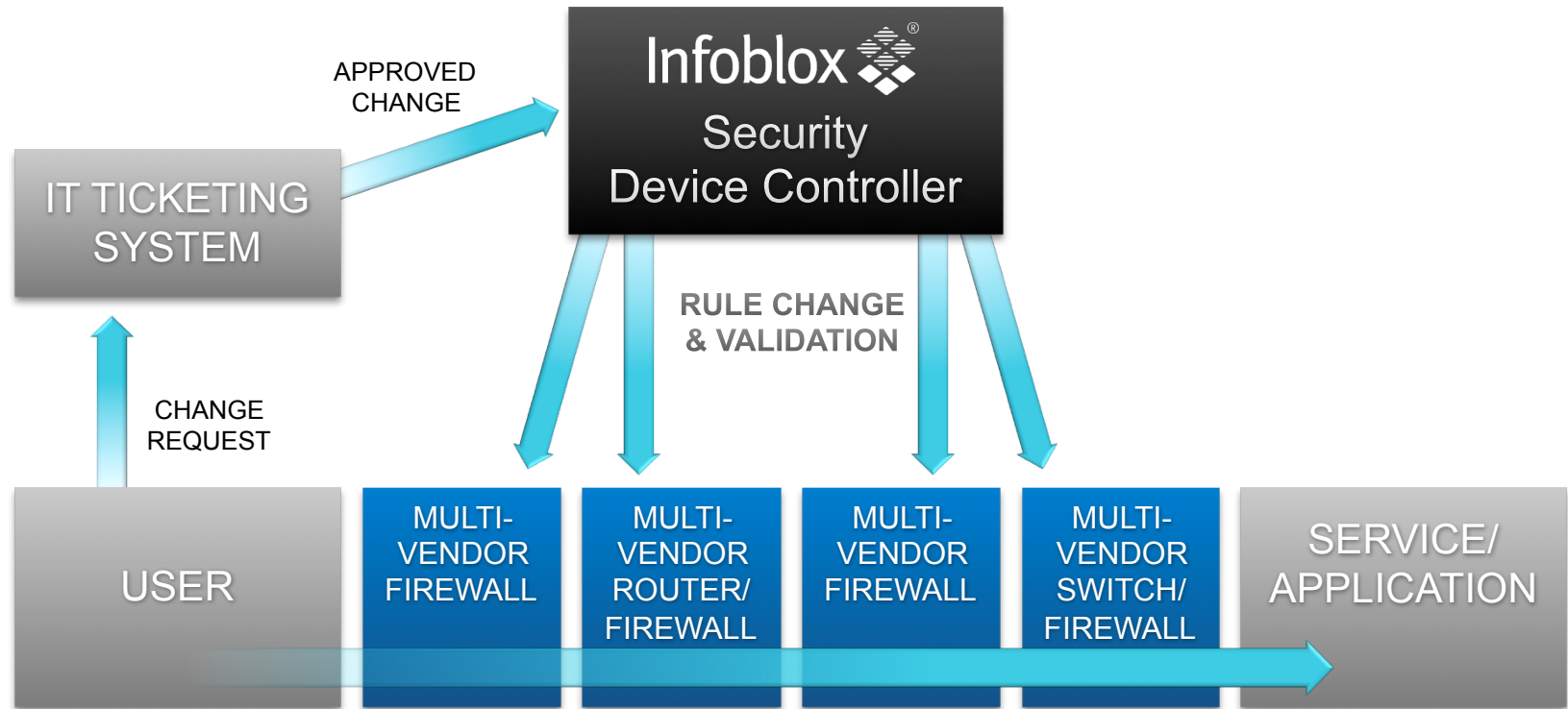
Integrated with Infoblox IPAM



Network Automation Solutions

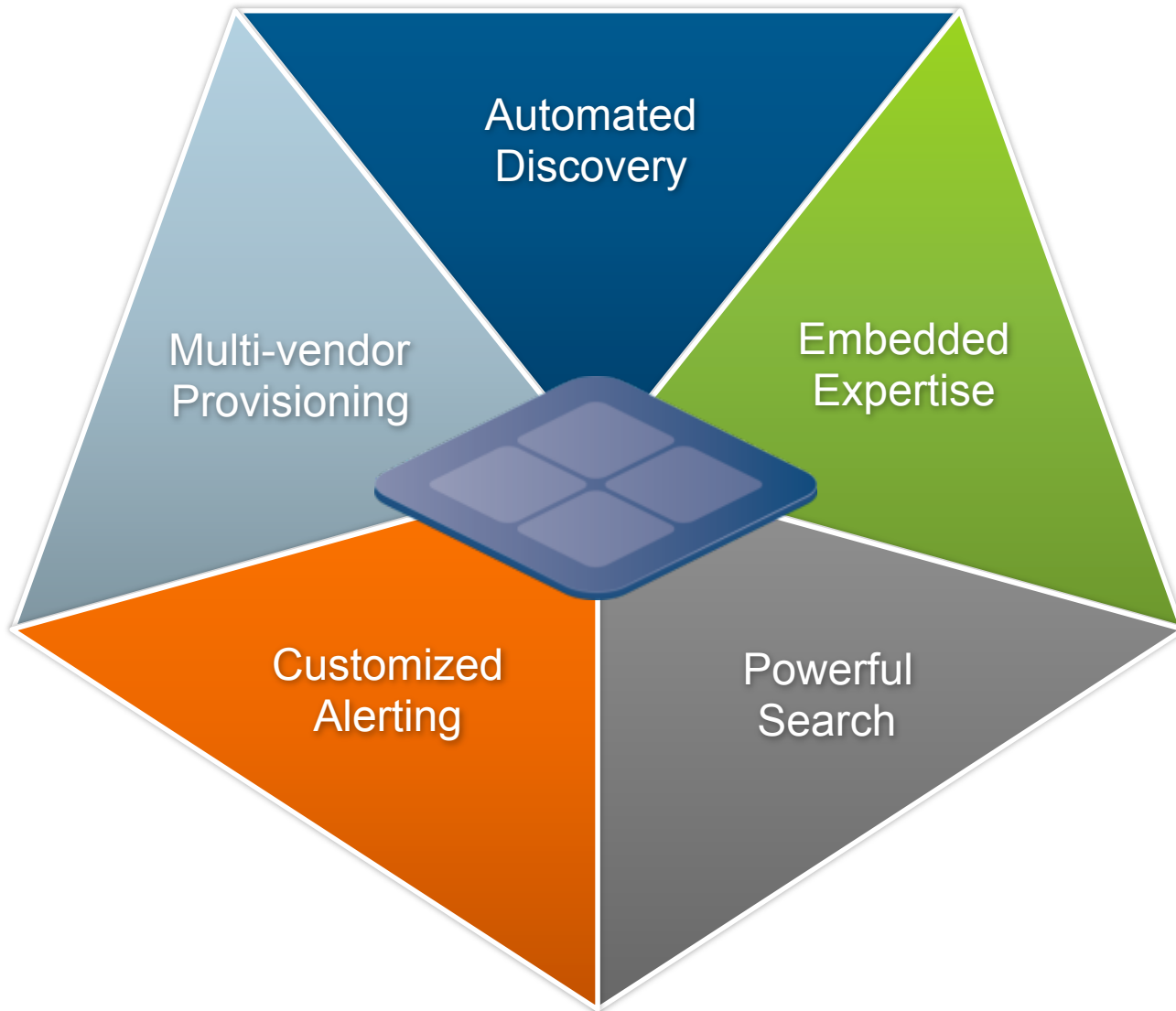
		SPM	ACM	NetMRI
<u>Extend visibility</u> <ul style="list-style-type: none"> • Improve accuracy • Enhance security • Automate IPAM 	Advanced Discovery	✓	✓	✓
	Topology Awareness	✓	✓	✓
	Switch Capacity	✓	✓	✓
	Sync with IPAM	✓	✓	✓
<u>Control</u> <ul style="list-style-type: none"> • Improve time to value • Delegate authority • Lower risk • Provision dynamically 	Change Automation & Detection		✓	✓
	Switch Port Control		✓	✓
	Approval Workflows		✓	✓
	Configuration Templates		✓	✓
	Pre-Packaged Automations		✓	✓
<u>Analysis/Enforcement</u> <ul style="list-style-type: none"> • Ensure compliance • Find potential issues • Maintain standards • Plan better 	Configuration Analysis			✓
	Compliance Policy Design			✓
	Configuration Policy Enforcement			✓
	Single-click Compliance Reports			✓

Infoblox Security Device Controller (SDC)



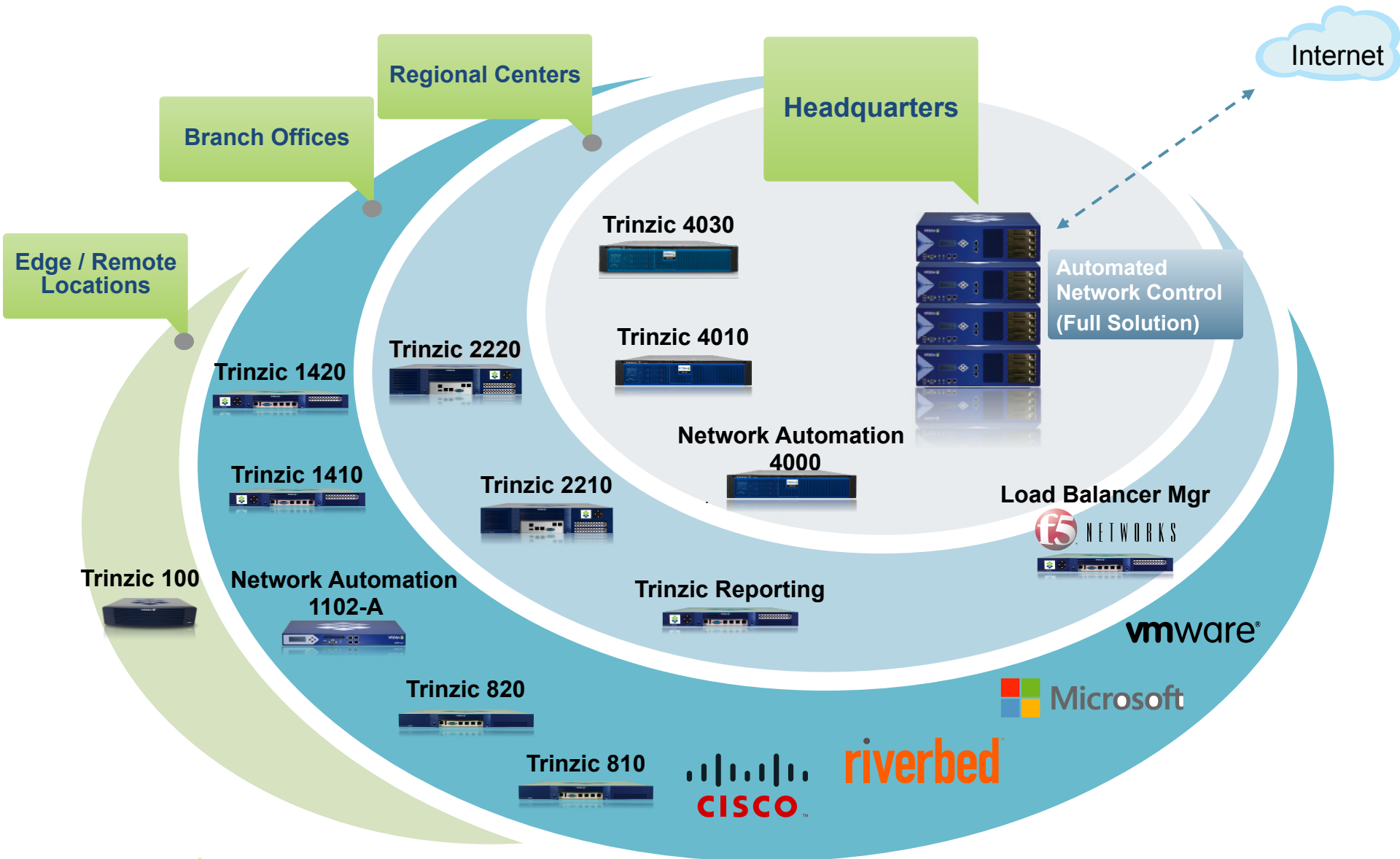
- Increases speed and accuracy of new service deployment
- Improves SLAs with automated provisioning
- Reduce risk with embedded intelligence and modeling
- Reduce errors & over-reliance on high level engineers

Five Pillars of Security Device Controller

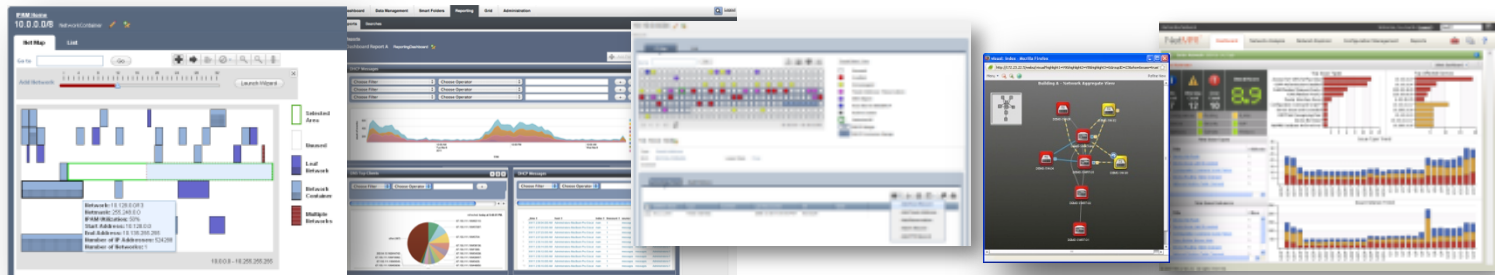


Infoblox Software & Hardware Portfolio

Full Range of Purpose-built Appliances



End-to-End Visibility, Automation & Control



*Powerful Visualization
and Historical Trending
& Reporting*

Trinizic Reporting

Trinizic Enterprise
DNS | DHCP | IPAM

Trinizic NetMRI
Network Infrastructure Automation

*Dynamic IP
Assignment &
Tracking in Virtual
Environments*

*Market Leading
Network Services*

*Seamless IPAM for
Microsoft*

*Integrated Switch
Port Management*

*Best of Breed
Network
Automation*

*Built-in Compliance
& Policy
Management*

Virtual Machines
Servers
& Applications

MS DNS/DHCP
Servers

Routers

Firewalls

Switches

End Users

Diverse Customer Base in All Key Verticals

RETAIL



HEALTHCARE



Quest
Diagnostics



AMGEN INC.



GlaxoSmithKline

FINANCIAL SERVICES



London
STOCK EXCHANGE



RBC
Royal Bank



BARCLAYS

TECHNOLOGY

SONY



Adobe

NOKIA

MANUFACTURING



AIRBUS



BMW Group

TELECOM



vodafone



at&t



verizon

GOVERNMENT



Rijksoverheid

OTHER



BY PEOPLE FOR PEOPLE

ExxonMobil

RECENT NEW CUSTOMERS

Sainsbury's



BOSCH



CRÉDIT
AGRICOLE

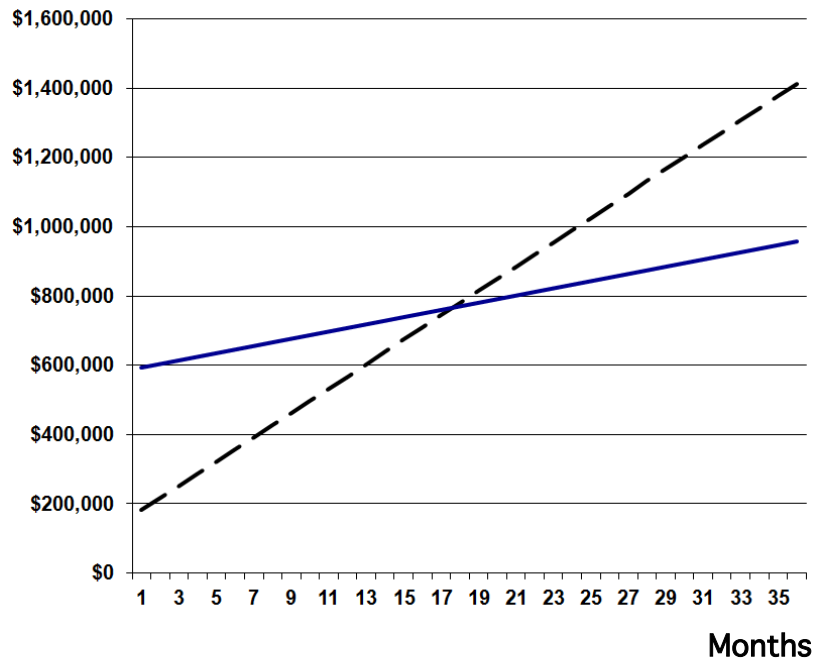
vmware®

GROUPON

TARGET

Real life Business case - Results

Three Year TCO	Single Server	N Servers	Single Appliance	N Appliances
Initial System Cost	\$7,298	\$145,950	\$127,573	\$583,495
3 yr maintenance / operations cost	\$16,020	\$1,266,196	\$283,602	\$374,246
Total Cost	\$23,318	\$1,412,146	\$411,175	\$957,741



Savings Over
3 Years: **\$454,405**

Infoblox Value To Our Customers



Available

- Grid™ technology for fault tolerance, easy updates and one-click DR
- Optimized for enterprise demand & performance
- Authoritative source for network data



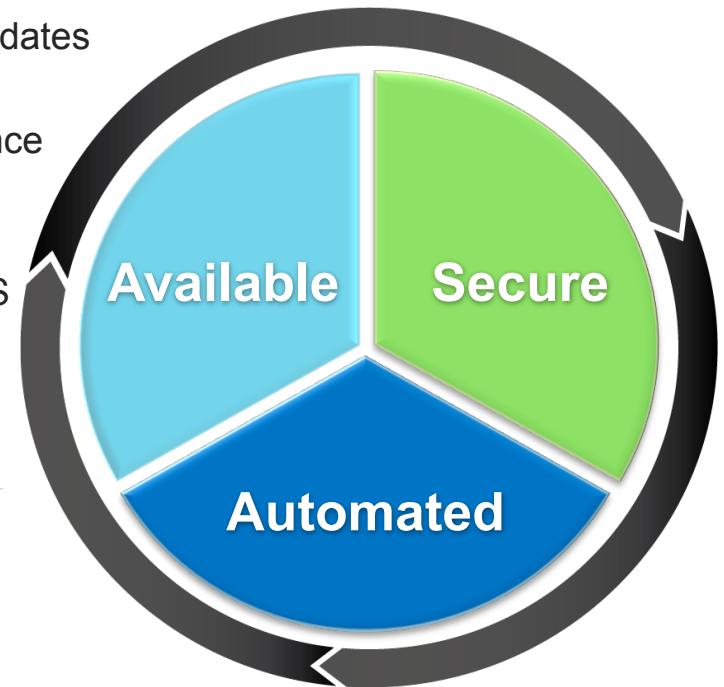
Secure

- Secure hardware form-factor & hardened OS
- Designed to minimize vulnerabilities and attack surfaces
- Common Criteria certified



Automated

- Powerful automation of manual processes
- Reduce change errors & assure compliance
- Save time, money and effort



Delivered as an Integrated Solution

Thank You!