Endace Selects UNICOM Engineering to Support Rapidly Growing Systems Business

UNICOM® Engineering, Inc.
A Division of UNICOM Global

Introduction

Endace is a leading provider of next-generation, high-speed network monitoring and recording systems. Its solutions are guaranteed to capture 100% of packets at speeds up to 100 Gb/s and easily optimized for a wide range of monitoring and security applications. Endace systems are considered among the best available. As cyber security, network monitoring and low-latency trading solutions, they are used by government agencies, critical national infrastructure providers, traders and corporations all over the world. Such market diversification required the creation of a broad product portfolio and a flexible, highly scalable hardware platform that its buyers can easily configure and integrate. Recognizing such capabilities as requiring unique expertise, Endace sought a global market partner to co-develop, manufacture, test, brand and ship its hardware platforms.

Designing System Architectures for Specific Performance Targets

Endace targets the high speed packet capture and analytics markets for Government, Telco and Banking. "We design large, carefully architected systems for packet capture and analysis on a range of high-speed interfaces and applications," said Stuart Wilson, CTO at Endace. "Providing high-performance capture and analysis at the top end is demanding and requires careful attention to detail on many levels. Endace provides customers a generic platform to run a mix of applications specific to a customers needs." Says Wilson, "The engineering challenges require dedicated hardware and software design along with close partnerships with vendors. Endace designs it's own proprietary I/O hardware, logic and software in a highly efficient system. The complete system requires careful selection of system level components, and a partner which is able to assist in system validation and tightly controlled manufacture."

According to Chris Komatas, vice president of operations at Endace, "In order to offer a high mix of configure-to-order platforms, we needed the resources of a service partner with experience in systems integration, manufacturing and packaging services backed by quality and compliance expertise. Endace designed a broad product portfolio with multiple configuration options to
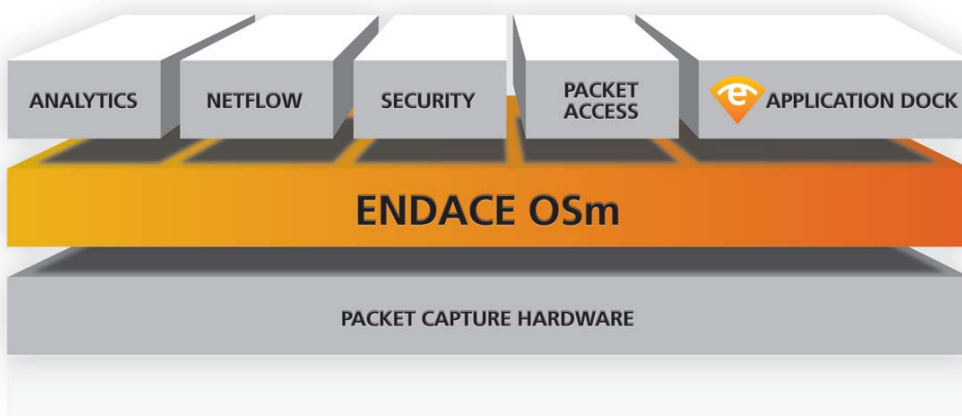

Figure 1

Endace systems employ a standard 3-layer architecture, where the three separate layers (hardware and firmware, operating system and applications) are all tightly integrated to deliver a system that is optimized for capturing and analyzing packets.

meet the various market needs and deployment models. The EndaceProbes™ and EndaceSensors™ – key product components of our system family – are user-configurable for monitoring a range of network types. Having a manufacturing range of such complexity required specialty expertise that Endace can access through UNICOM Engineering, a company we started working with back in 2009."

Why UNICOM Engineering?

Today Endace uses UNICOM Engineering's services to assemble and ship its many capture, monitoring and recording systems. Assembly complexity is in the variety of Endace DAG® (Data Acquisition and Generation) card configurations that must be pre-integrated, tested, IT compliant, branded and shipped to end-users worldwide. UNICOM Engineering complemented Endace's systems engineering efforts by performing thermal analysis and custom mechanical design. "This is one of the benefits of using a company like UNICOM Engineering, having a dedicated engineering practice with experience in server platform quality, conformance and reliability," said Komatas. "UNICOM Engineering also assists with our many system certifications with third party test agencies."

"UNICOM Engineering also has hardware lifecycle management resources to deliver effective purchasing and engineering support as technologies shift and product configurations change," said Komatas. "They maintain strong relationships with tier-one OEMs (Original Equipment Manufacturers) of servers, hard disk drives, CPUs and other key system components, which complement the supplier relationships we maintain directly. And they have great back-end systems that we use to monitor and report status in real-time via their customer portal." UNICOM Engineering's portal contains a range of data from which professional distribution and shipping reports can be generated. Secure status and disposition views of RMAs, evaluation pools, field-replaceable units and repairs are readily available and downloadable.

Results Speak For Themselves

UNICOM Engineering measures its success based on the achievements of its customers. Endace was recently able to increase year over year sales by 37%. Its systems sales grew 79% to be 42% of total revenues (versus 32.2% the year prior) and annuity income grew 84%. Endace's solution is satisfying the market's needs for more network control, visibility and instrumentation. "Endace's partnership with UNICOM Engineering has helped contribute to our success, and we are positioned to continue our leadership in network capture and monitoring solutions," said Chris Komatas.

About UNICOM Engineering

UNICOM Engineering is a leading provider of server-based application platforms and lifecycle support services for software developers and OEMs worldwide. Through its expertise and comprehensive suite of solution design, system integration, application management, global logistics, support and maintenance services, UNICOM Engineering is redefining application deployment solutions to provide customers with a sustainable competitive advantage. More than a decade of appliance innovation with the ability to provide physical, virtual, and cloud-ready solutions makes UNICOM Engineering one of the most trusted software deployment partners in the industry. Founded in 1997, UNICOM Engineering has facilities in Canton, Massachusetts, Plano, Texas, and Galway, Ireland, and formerly traded on the NASDAQ exchange under the symbol (NASDAQ: NEI). For more information, visit **www.unicomengineering.com**.

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