



## SUCCESS STORY

## Health Insurance Provider Upgrades to Keysight Network Visibility While Moving to Brand-New Data Center

### HIGHLIGHTS

**Industry:** Health insurance

**Customer:** A 40-year-old provider of insurance services across 25+ New York counties

**Challenge:** Upgrading the company's visibility and monitoring infrastructure while building and interconnecting a new data center

**Solution:** Scalable visibility and monitoring solution featuring a Forescout monitoring solution and Keysight's Vision network packet brokers (NPBs) to ensure ease of use, centralized control, and a pathway for growth into the future

**Profound digital transformation continues across the healthcare industry—and IT leaders continue rising to the challenge. One New York-based health insurance provider opted to move its IT operations to a larger data center to streamline change driven by telehealth and mounting pressure to adopt a Zero Trust security posture.**

Project leaders engaged CDW to help with the migration to the new center and upgrade its monitoring infrastructure to achieve greater scale and modernization. Rather than replace its existing network packet brokers (NPBs) with newer models from the prior vendor, the team invited Keysight to demonstrate the advantages of its Vision NPBs versus the competition.

### **The Challenge: Streamlining Data Center Evolution**

The company planned to expand its use of performance and cybersecurity monitoring solutions from Forescout and QRadar, two long-time Keysight Technology Alliance Partners.

The Keysight team provided an overview of its network visibility portfolio and Vision family of NPBs that deliver all packets needed for analysis by real-time monitoring tools.

When all was said and done, the team selected the Keysight solution based on three clear advantages of Vision ONE packet brokers over the incumbent:

***Ease of use.*** Keysight's highly graphical user interface (UI) brings industry-renowned ease of use and enables faster, more streamlined configuration of ports, filters, and advanced features.

***Solution scalability.*** The breadth and depth of the Keysight portfolio and visibility roadmap include:

- A comprehensive suite of physical and virtual visibility solutions to accommodate future network and cloud visibility requirements
- Flexibility to provide additional capacity and turn on advanced features as new needs arise

***Heritage of innovation and support.*** The company valued Keysight's proven innovation, vast engineering resources, and responsive Support organization.

When the demonstration concluded, the insurance company decided to move forward with Keysight as its network packet broker solution and foundation of its visibility and monitoring infrastructure. CDW continued to provide guidance to the Keysight team throughout the data center migration project, facilitating ongoing team communications around decision-making criteria and milestones.

### **The Solution: Simplicity, Scale, and Efficiency in Practice**

The Keysight visibility architecture ensures the company's monitoring and analysis tools receive all — and only — the data they need. Vision NPBs aggregate traffic from multiple network access points (ideally physical and virtual taps) and remove duplicate packets and other unwanted information. The visibility fabric then automatically distributes analysis-ready data to all the right monitoring devices.

As the new facility comes online, IT leaders can look down the road to future requirements for remote work, data privacy regulations, and cloud-based healthcare services. The new data center infrastructure stands ready with a powerful foundation that ensures flexible growth and rapid scale.

Visit **GetNetworkVisibility.com** for the latest from Keysight on insights for optimizing network monitoring, security, and analysis.

**For more info, contact: 1-888-438-4942 or [visibilitysales@keysight.com](mailto:visibilitysales@keysight.com)**