

Norfolk Southern

Introduction

This case study of Norfolk Southern Corporation is based on a July 2016 survey of NETSCOUT nGeniusONE Platform customers by TechValidate, a 3rd-party research service.



“NETSCOUT solutions enable superior business insights and decision making by harnessing the full power of IP Intelligence.”

“NETSCOUT solutions help solve challenges related to the complexity of managing digital services at scale and high speed of change. In doing so, NETSCOUT provides Business Assurance by effectively collecting, organizing, analyzing and visualizing superior data.”

Challenges

The business challenges that led the profiled company to evaluate and ultimately select NETSCOUT nGeniusONE Platform:

- Utilized the following NETSCOUT solution features for Business Assurance:
 - Understand current capacity utilization and estimate future needs based on past trends
 - Gain a situational awareness through service-centric dashboards and a top-down approach
 - Contextual analysis for applications and digital services
 - Quickly identify the root cause of service performance problems and anomalous behavior

Company Profile

Company:
Norfolk Southern Corporation

Company Size:
Global 500

Industry:
Transportation Services

Use Case

The key features and functionalities of NETSCOUT nGeniusONE Platform that the surveyed company uses:

- Agrees that the approach most effective for assuring digital initiatives is continuous monitoring and real-time analytics of data flowing over the network
- Evaluated the following vendors before selecting NETSCOUT as a solution to solve critical service assurance challenges in their Digital Enterprise:
 - SolarWinds
 - Gigamon
 - Network Instruments

About NETSCOUT nGeniusONE Solution

The nGeniusONE Solution for Enterprise Performance Management enables the IT organization to attain rapid and clear insights into network and application performance across any infrastructure environment – data center, private & public cloud, and co-locations. Quickly triage issues and assure extraordinary service quality from a single solution.

Learn More:

[NETSCOUT](#)

[NETSCOUT nGeniusONE Solution](#)

Results

The surveyed company achieved the following results with NETSCOUT nGeniusONE Platform:

- Strongly confirms the following:
 - NETSCOUT helps measure and manage current IT infrastructure and services
 - NETSCOUT helps achieve business goals by continuously measuring the performance of services and infrastructure to identify potential problems and plan for the roll-out of new applications
 - NETSCOUT helps to confidently navigate through changes for one or more of the following: Cloud, Unified Communications, Security, and IoT
- Rated the following NETSCOUT solutions when compared to alternative solutions for helping to solve service performance problems in their IT infrastructure that use different innovative technologies:
 - nGeniusONE with InfiniStream appliances and nGeniusPULSE for Cloud: best in class
 - nGeniusONE with physical and virtual InfiniStream appliances for Virtualization (data center, SDN/NFV): best in class
 - nGeniusONE UC&C monitors for SIP trunking, Call Servers, Voice and Video Performance: best in class
 - nGeniusONE with InfiniStream appliances for IoT infrastructure (edge, core and cloud): best in class
 - nGeniusONE with ASI technology for Continuous Application Deployment performance monitoring: best in class
- Has reduced business risk associated with new digital services and improved service performance by gaining holistic visibility with NETSCOUT solutions by the following:
 - Reduced business risk: 50-79%
 - Improved service performance: 80-100%
- Rated the following payback period in each of the following areas, when using NETSCOUT solutions:
 - Improved customer experience: 12-18 months
 - Operational efficiencies: 12-18 months
 - Support for new business models: 12-18 months
 - Increased collaboration: 12-18 months