

# Endace and Keysight Help Global Technology Provider Modernize OT Network

Monitoring and Build Zero Trust Network Security

## HIGHLIGHTS

**Industry:** Technology

**Customer:** A large multinational technology and cloud service provider

**Challenge:** Modernizing an OT network to support automated HVAC (Heating, Ventilation, and Air Conditioning) technology and Zero Trust Network (ZTN) security

**Solution:** A joint visibility and monitoring solution combining Endace's always-on packet capture platform – EndaceProbe – with a Keysight Network Visibility Platform

A worldwide software provider began modernizing its Operational Technology (OT) infrastructure to support increased automation and zero trust cybersecurity. The project includes automating and improving its monitoring of networks carrying traffic from Heating, Ventilation, and Air Conditioning (HVAC) systems, badge readers, and surveillance cameras to monitoring tools running within large data centers.

Before the upgrade, the company's IT team used switch port analyzer — or SPAN — ports on network switches to capture and mirror network data to its performance and security monitoring tools. The high cost and limited availability of available SPAN ports resulted in incomplete, unreliable visibility coverage with packets being dropped, duplicated, or arriving out of order.

An internal team of directors embarked on a search for a more intelligent, scalable, and easily managed approach.

## Keysight and Endace Beat Out Formidable Competition

The company's first order of business was replacing its existing traffic aggregators with sophisticated Network Packet Brokers (NPBs) that could process and streamline traffic from the network to monitoring tools for analysis in real time. Its initial search led to the team inviting a 'short list' of leading network visibility platforms to participate in a multi-round Proof of Concept (POC) test.

The customer asked each visibility vendor to bring or recommend its preferred packet capture solution partners, so the Keysight team introduced the company to Endace. As the POC progressed over the course of several months, the joint Endace-Keysight solution emerged as the clear winner based on performance, scalability, and cost efficiency, beating out other contenders including a single-vendor solution that includes both packet capture and processing.

Keysight-Endace advantages include:

- **High-performance packet capture:** The Endace solution outperformed competing solutions, able to capture traffic losslessly at 40 Gbps and providing easy API integrations with the customer's preferred security tools. Endace also generates EndaceFlow enhanced NetFlow traffic to accelerate and enrich analysis.
- **Robust, hardware-based visibility platform:** The team wanted a highly robust visibility solution to add sophisticated capabilities like removing duplicate packets and unnecessary headers, and the ability to filter real-time traffic based on IP, application, location, and other criteria.

The customer liked the fact that Keysight's Vision family of packet brokers uses custom hardware and FPGAs instead of taking a pure software approach and relying on off-the-shelf ASIC technology. Processing in powerful hardware allows Keysight packet brokers to run multiple advanced, CPU-intensive features like deduplication simultaneously without dropping valuable packets.

- **Easy-to-use visibility interface:** The customer team vastly preferred Keysight's intuitive patented Graphic User Interface (GUI), widely recognized for its ease of use, to those of competing providers' and liked the administrative control delivered by the Keysight Visibility Orchestrator (KVO).
- **Best-in-class technology backed by 'better together' teamwork:** The joint solution delivered superior configuration capabilities with industry-best ease of use. Decision-makers valued the fact that Keysight and Endace brought a proven track record of collaborating to streamline deployments and day-to-day operation.

Throughout the POC, experts from Keysight and Endace worked together with the customer team to integrate easily with its preferred monitoring vendors.

- **Flexible, efficient scale:** The best-in-class performance and flexibility of the joint solution promises to provide a more cost-effective, easily managed solution — both immediately and ongoing — than alternatives the customer evaluated.

## Visibility Accelerates Evolution to Zero Trust

As OT environments become prime targets for cyberattacks, the customer plans to build out sophisticated security operations (SecOps) to promote fast, reliable threat monitoring, detection, and response. The ongoing modernization of its OT environments includes adopting a Zero Trust Network (ZTN) infrastructure.

Together, Keysight and Endace participated in planning sessions for improving visibility and monitoring across the company's next-generation OT security. Modern visibility capabilities will include filtering traffic from security cameras to ensure compliance and trimming out data from other Internet of Things (IoT) devices.

Filtering and grooming traffic reduces the load monitoring OT environments imposes on security solutions like network detection and response (NDR). Instead of reducing risk, overburdening security tools has the potential to delay incident and anomaly detection, investigation and response, while driving up costs due to too many missed threats and false positive alerts.

## Higher Efficiencies Out of the Gate

Thanks to Keysight's straightforward, easy-to-configure UI, monitoring experts from the customer team could train themselves and get up and running on the new visibility platform quickly with virtually no learning curve. As the rollout reaches full stride, the team looks forward to achieving better, faster performance and security optimization across high-performing IT/OT networks.

Visit [GetNetworkVisibility.com](https://www.keysight.com/GetNetworkVisibility) 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)



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