

Sniffer® Portable Professional & Sniffer® Global: A Cost-Benefit Analysis

Introduction

The Sniffer Portable Professional Analyzer software is a best-in-class, plug-and-play, single-user analyzer for network and application troubleshooting. It provides network managers and a variety of other IT staff with on-demand troubleshooting for wired and wireless network segments.

Sniffer Global provides the same great portable network analysis functionality as Sniffer Portable Professional but with true enterprise-class security and management control, closing a security hole opened by other protocol analyzers. It also integrates with the Cisco® 3300 Series Mobility Services Engine to provide location-based intelligence, accelerating problem resolution in wireless environments.

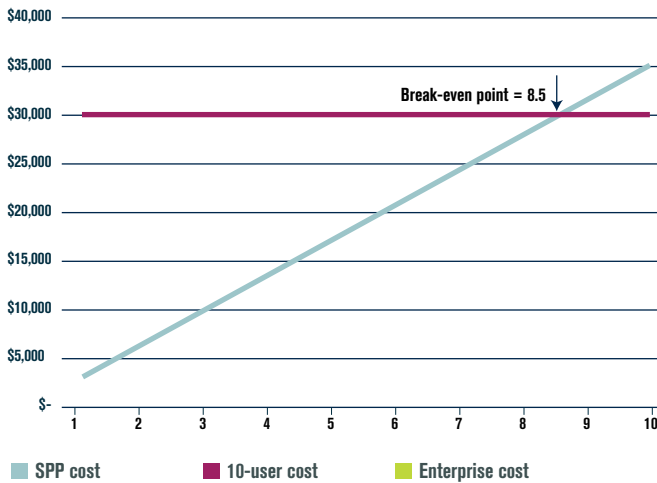
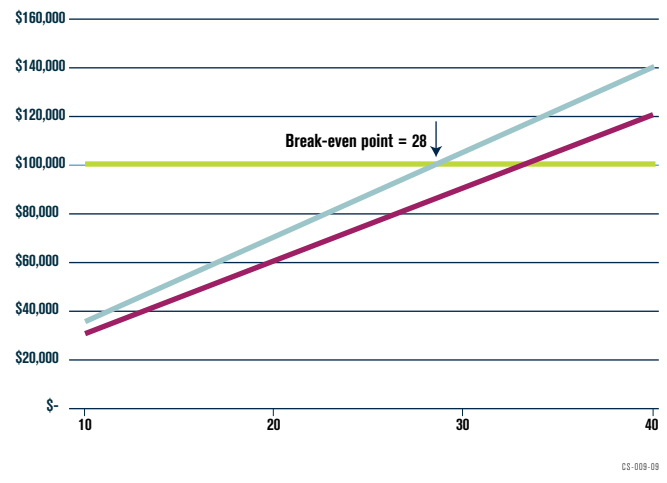
The question that often gets asked is, “When does it make sense to purchase Sniffer Global versus Sniffer Portable?” Below are three comparisons to guide this decision:

1. A detailed feature comparison for the two solutions (Figure 1)
2. The cost to purchase multiple Sniffer Portable Professional licenses compared to the cost to purchase a 10-user or Enterprise Sniffer Global license, highlighting the breakeven points (Figure 2)
3. The cost of support for Sniffer Global versus Sniffer Portable Professional (Figure 3)

Feature	Sniffer Portable Professional	Sniffer Global
Licensing	Single user	10-user or unlimited Enterprise
Intuitive, easy-to-use dashboards	✓	✓
Supports wired (Ethernet 10/100/1000) and wireless (802.11 a/b/g/n) network links	✓	✓
Decodes 500+ protocols	✓	✓
Rich Expert modes and alarms	✓	✓
Robust filters and event triggers	✓	✓
Wireless 802.11 a/b/g/n + 802.11e/h decodes	✓	✓
Wireless encryption monitoring	✓	✓
Automatic detection of known and rogue Wi-Fi devices	✓	✓
Wireless Expert	✓	✓
Functionality access control, per-user/per-role		✓
Centralized authentication for tool access		✓
Online and offline tool activity tracking and reporting		✓
Integration with the Cisco® 3300 Series Mobility Services Engine		✓
Centralized license, upgrade and patch management		✓

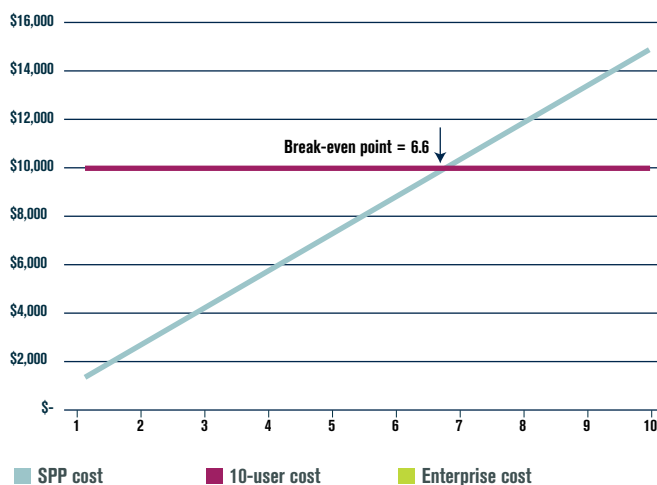
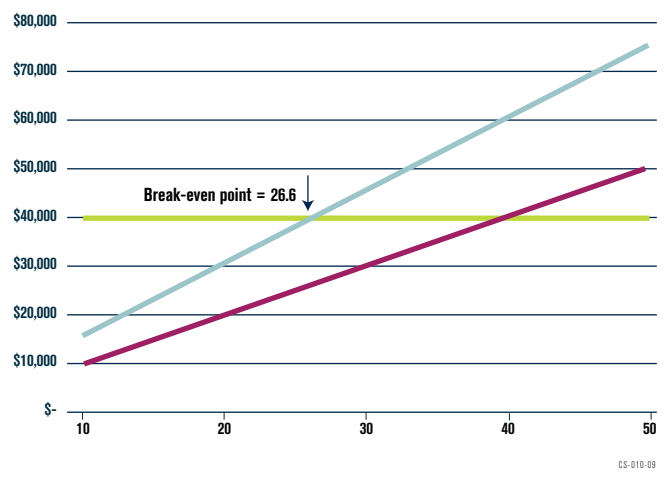
Figure 1: Sniffer Global adds centralized security and management control

If the added security, compliance, management and location features aren't compelling enough reasons to upgrade to Sniffer Global, a simple cost comparison is helpful in determining the crossover point at which it becomes less expensive to purchase Sniffer Global. As demonstrated in Figure 2, the Sniffer Global 10-user license can be purchased for the same cost as eight Sniffer Portable Professional licenses; an unlimited use Sniffer Global Enterprise license is the same cost as 28 Sniffer Portable Professional licenses.

Figure 2: Sniffer Global Break-Even Points
Sniffer Portable to Sniffer Global 10-User License

Sniffer Portable to Sniffer Global Enterprise

MasterCare Support Costs Less Per License for Sniffer Global

The ongoing maintenance costs are also less expensive on a per-license basis for Sniffer Global than for Sniffer Portable Professional. MasterCare maintenance can be purchased for the 10-user Sniffer Global license for the same cost as six single-

user Sniffer Portable Professional licenses and an unlimited use Sniffer Global Enterprise license for the same cost as 26 Sniffer Portable Professional licenses.

Figure 3: Sniffer Global Support Break-Even Points
Sniffer Portable vs Sniffer Global 10-User Support Costs

Sniffer Portable to Sniffer Global Enterprise Support Costs

The Bottom Line

Retailers, health care organizations, financial institutions, government agencies and other businesses that must conform to security and privacy regulations should strongly consider purchasing Sniffer Global for its enterprise-class security and control. Other companies should think about the added licensing

flexibility that Sniffer Global provides if they need several portable analyzer licenses and foresee a possibility of needing additional licenses in the near future. Certainly, if an IT organization requires six or more licenses, it is most economical to purchase a Sniffer Global 10-user license; if they need 26 or more licenses, Sniffer Global Enterprise is the best value.