



ClearSight External Newsletter
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What Do You Think ClearSight Networks Network Time Machine?

Peter Sevcik and Rebecca Wetzel from Netforecast this week profiled the Network Time Machine product in their blog on Network World. They also asked ClearSight's NTM customers to comment on their experiences using this product. The blog post is part of an ongoing series conducted by Sevcik and Wetzel for Network World.

We encourage NTM customers to read the blog and to provide comments. The comments will allow ClearSight to continue to not only better serve our NTM customers but also the rest of our customer base

Read the entire news announcement at <http://www.networkworld.com/community/node/37550>.

ClearSight Networks Introduces Cronos for Advanced Performance Management of Financial Networks



Cronos is a vendor-neutral monitoring, analysis, reporting and alerting solution designed to meet the stringent requirements of applications and systems that depend on reliable, low-latency operations, such as financial market information delivery, electronic trading and streaming media.

Executing trades using data that is even a few milliseconds old can cost an organization millions in lost transactions; but, despite its limitations, electronic trading still makes up nearly 70 percent of the daily volume on the New York Stock Exchange. Until now, many network monitoring solutions have been unable to overcome the technical barriers of data latency and detect performance issues at a competitive rate.

With ClearSight's introduction of Cronos, financial information managers and traders now have an end-to-end precision measurement solution that allows their organizations to monitor low-latency deployments for performance-related issues and message loss information, even across multiple network segments or hops. Cronos resolves these issues to the microsecond level, an absolute requirement for the institutions that make up the financial information delivery and trading ecosystem.

ClearSight Cronos was developed for a leading provider of global business news and information services looking to deliver time-sensitive information to its subscribers quickly and accurately. By leveraging this organization's insight, ClearSight produced Cronos, a solution that makes it possible to minimize network latency and eliminate message loss, allowing financial traders to detect network issues in the time granularity required for optimal network performance.

Read the entire news announcement at http://www.clearsightnet.com/press_detail.php?infoID=414.

Learn to Use ClearSight Products from the Comfort Of Your Desk

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Missed our "Troubleshooting the Top Network Problems with Long Term Capture Appliances: Proven Methods" Webinar?

[Download the Recording](#)

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[Mar 2008](#)

Beginning on February 5 at 10:00 am Pacific Time, and continuing on the first and third Thursdays of each month, experts from ClearSight Networks will teach you the techniques and skills to master our products and your networks. In these one-hour webinars -- covering ClearSight Analyzer, Network Time Machine, Atlas, Apex, and Cronos -- you will:

- Learn about the complete ClearSight family line
- Find out how to use the Atlas and the Network Time Machine to help manage your VoIP infrastructure
- Review ClearSight Analyzer features such as Real-time Monitor Function, Multi-segment Analysis and Reports
- Learn about the latest new features and ones that will soon be introduced
- Find out how Cronos' latency management feature can save you a great deal of money
- Ask specific questions about network analysis and troubleshooting

No pre-registration is needed or required. Login and dial-in information will be provided on our website.

[VoIP Gains Traction in Slower Economy](#)

Sam Li, chief executive officer and co-founder of ClearSight Networks, recently sat down with TMCnet's Michael Dinan to talk about the VoIP test solution market. Exempts of that exchange follows:



TMCnet: As it has for many industries, the recession has thrown a wrench into plans for companies in the telecommunications space. At the same time, VoIP is emerging as an increasingly attractive way for many businesses navigating the slower economy to cut costs. How has demand for ClearSight Networks' VoIP analysis tools changed since the slowdown, if at all, and what does the company anticipate for 2009?

Sam Li: While it is true that today's economic situation is hitting the telecommunications space hard, there is a silver lining. VoIP's big draw is, and always has been, that it is more cost-effective than traditional telephony. As a result, there's good reason to believe that the VoIP industry may not be as impacted as other businesses, as companies looking to save money continue to dedicate more attention to VoIP solutions than traditional telecom services. To ensure the ongoing health of their network and these VoIP services, these organizations require management tools such as the kind ClearSight provides.

TMCnet: What about video? Many IT insiders, such as Cisco CEO John Chambers, have said that video-based communications are the wave of the future. The United States is lagging behind Europe as far as mobile video communications go, yet we hear every day about new telepresence and similar systems proliferating. What does ClearSight see as the future of those technologies and the future of its services that support them?

SamLi: Video is becoming more and more important as Cisco is pushing its MXE or media engine switch. When ClearSight was building a VoIP engine for our tools, the video component was part of the architecture, so our solutions are already prepared to support this fast growing technology. In fact, that support is one of the reasons why ClearSight's VoIP and video features are so highly regarded today. We developed a video QoS measurement called VQ-Factor which is the equipment part of Audio MOS. We will be able to go into Video CODEC to provide much deeper Video QOS measurement and alarming. Additionally, as 3G service is getting popular, ClearSight is also anticipating adding our audio and video features into PDA or mobile devices.

Read the entire interview at [TMCnet](#)

[ClearSight Networks Launches Cost-Effective Network Time Machine Express](#)

The NTM Express is the latest product offering in ClearSight's [Network Time Machine®](#) (NTM) product line. NTM Express allows for high performance network monitoring capabilities with cost-efficient and power-efficient features. The NTM Express provides SMBs with the ability to proactively monitor and analyze their networks to maintain network uptime and stave off unexpected outages. Coupled with the drill-down capabilities of the Atlas Express, a navigation system included to index, classify and make use of network information, ClearSight's NTM Express provides network insight across all network layers.

"Today's economic landscape is forcing some medium sized businesses to consider cost cutting measures," said Jeff Gaedke, Senior Systems Engineer at ZC Sterling Corporation, a leading provider of specialty insurance and technology-enabled solutions for the mortgage and homebuilder industries. "For many, this means that the sophisticated set of tools once used for the monitoring and diagnosis of network problems may not always be a viable option. ZC Sterling is thrilled that ClearSight's NTM Express is now offering organizations an affordable way to troubleshoot our networks without compromising high performance."

Gaedke continued, "Without any complicated setup or installation procedures, customers should be able to install the NTM Express and immediately begin to identify problems at the application layer. It is obvious that ClearSight's NTM Express is laser-focused on the underserved SMB market."

Read the entire news announcement at:

http://www.clearsightnet.com/press_detail.php?ilnfolD=387

Read the NTM Express Datasheet at:

http://www.clearsightnet.com/upload/files/NTM_Express_Datasheet.pdf



The Near Future of VoIP

Steve Wong, VP of Marketing for ClearSight Networks, recently shared his thoughts on the future of VoIP with Garrett Smith, who runs a site called Smith On VoIP (<http://www.smithonvoip.com/>). Portions of that interview are shared below. Check out the entire interview at <http://www.smithonvoip.com/interviews/steve-wong/>

Steve, Mobile VoIP was one sector of the industry that really took off in 2008, what sector(s) do you think will take off or see tremendous growth in 2009?

I think it's answered below, but I think that opened VoIP platforms will drive a lot of the product announcement, partnerships, etc. activities that will occur in 2009. It just makes sense.

Another important trend to keep an eye on is the integration of the PSTN services with VoIP. It is starting to take hold and it will have major implications for all the players involved with these two industries.

Interesting to hear that mention, but very true. So, who are the VoIP companies to watch over the next six to twelve months? Who will have the hottest products and or will be releasing the most innovative or game changing services?

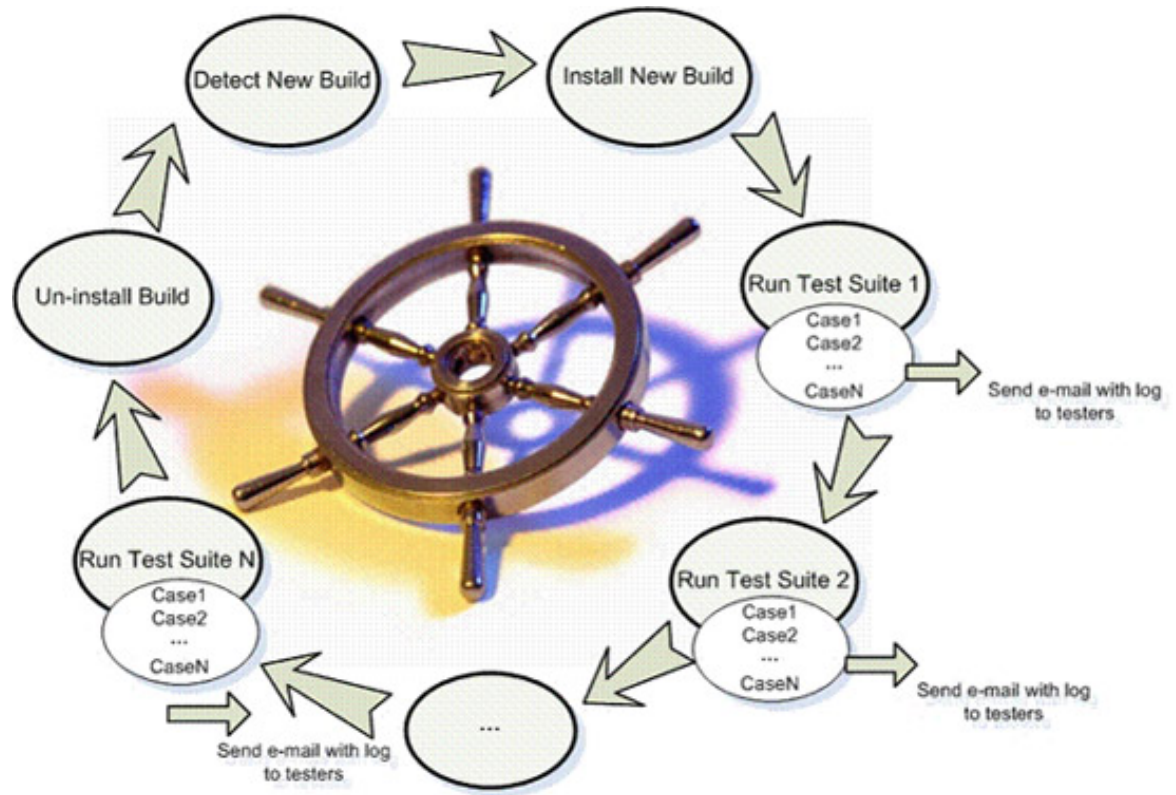
Company: [ClearSight Networks](#). Product: [Network Time Machine Express](#). What: A cost efficient Network Time Express which can be deployed by small and large companies alike to monitor, analyze and troubleshoot their VoIP networks. The product is aware of many of the implementations of VoIP include: H.323, SIP and RTP.

Cisco, Avaya, Service providers: various managed VoIP services and products.

Microsoft (upgrade to their Microsoft Office Communications Server)

Implementing a Software Testing Automation Plan

Manual exploratory software testing can find many defects in a software application, but it is a laborious and time consuming process. Moreover, it may not be effective in finding certain classes of defects. Software testing using an automated test program involves writing a computer program to do testing that would otherwise need to be done manually. An advantage of such an automated test program is that it won't skip any tests by mistake. It can also record the results of the test accurately. The results can be automatically fed into a database that may provide useful statistics on how well the software development process is going. On the other hand, manual software testing provides a randomness that helps find bugs in more varied situations.



Work Flow of Software Testing Automation

Once the testing has been automated, a large number of test cases can be validated quickly. This can be very cost effective for software products, because even minor patches over the lifetime of the application can break features that were working at an earlier point in time.

Software Testing Automation is usually employed in combination with manual exploratory testing. Software Testing automation will generally avoid the errors that humans can make during the monotony of many repetitions. Because a software program usually won't vary each time it is run, it may not find some bugs that manual testing will. Therefore, automated software testing is never a complete substitute for manual testing.

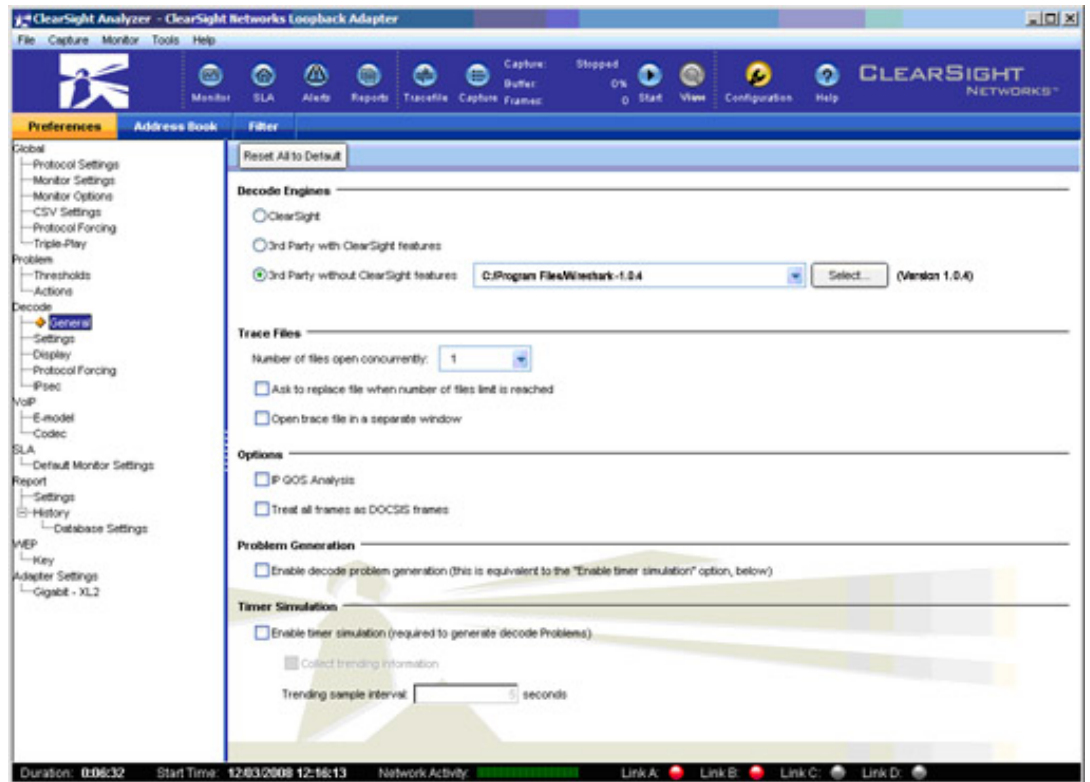
As a worldwide provider of award-winning application and analysis tools for today's dynamic networks, ClearSight Networks is constantly improving its Software Testing Automation capability to produce the highest quality products in the most effective way.

ClearSight Networks Provides Interoperability With Wireshark

[Network Time Machine 6.9](#), ClearSight Networks' latest enhancement to the market-leading NTM family, offers unprecedented capture and indexing power for use with Wireshark -- the leading freeware protocol analyzer.

ClearSight's [NTM 6.9](#) combines the best features from the NTM hardware capture appliance with the Wireshark software application. Previous to NTM 6.9, IT engineers and managers using both NTM and Wireshark had to constantly switch back and forth in an inconvenient and time-consuming workflow, in order to use both tools effectively. With NTM 6.9, ClearSight customers and Wireshark users can capture and store wire-speed network traffic at all deployed Ethernet data rates -- from 10/100 MbE to 1 GbE to 10 GbE -- with NTM, and then immediately apply the features of Wireshark. It is estimated that there are more than 25 million Wireshark users worldwide, many of whom can now accelerate their troubleshooting and analysis efforts using ClearSight's unique NTM integration. Additionally, Wireshark users can leverage the capture and indexing power of the NTM platform while still using Wireshark for network analysis.

See more information, refer to: http://www.clearsightnet.com/press_detail.php?iInfold=400.



[Click to enlarge](#)

Troubleshooting the Top Network Problems with Long Term Capture Appliances: Proven Methods

Thank you to all those network professionals who tuned into our most recent ClearSight webinar given by Mike Morford, Director of Engineering, ClearSight Networks. Focusing on VoIP and HTTP application issues, Mike delivered an informative and compelling technical presentation on identifying, understanding and troubleshooting common problems and issues with long term capture appliances.

If you missed it, or would like to hear and see it again, the webinar is available at: http://www.clearsightnet.com/upload/files/Webinar_Recording_Long_Term_Capture.wmv

We would like to also congratulate Bryan Hosoda who won the Ipod nano give away.

We are working to produce another webinar which will take place in late February. You can get your name onto our mailing list and be informed as soon as the webinar is scheduled. We'll be giving away another Ipod.

News Flash

This section is aimed at keeping you informed with the most recent ClearSight news and articles.

ClearSight Joins the Fray in Low-Latency Monitoring

(DataMonitor - January 15, 2009) ClearSight Networks has launched Cronos, a monitoring capability for low-latency financial markets customers. While the product will initially focus on the incoming market data side, ClearSight has plans to expand Cronos into the monitoring of actual trade execution later this year. However, the increasingly crowded low-latency space will require ClearSight to differentiate its product. Read the full article at [DataMonitor](#).

ClearSight Networks Introduces Cronos for Low Latency Monitoring

(Low-Latency.com - January 13, 2009) Networking monitoring specialist ClearSight Networks has introduced ClearSight Cronos, a vendor-neutral monitoring, analysis, reporting and alerting solution targeted at low latency trading. Cronos was developed for a leading provider of global business news and information services looking to deliver time-sensitive information to its subscribers quickly and accurately. By leveraging this organisation's insight, ClearSight produced Cronos, a solution that makes it possible to minimise network latency and eliminate message loss, allowing financial traders to detect network issues in the time granularity required for optimal network performance. Read the full article at Low-Latency.com.

ClearSight Discusses Importance of Network Management with TMC

(TMCnet - January 13, 2009) ClearSight Networks, a pioneer in application monitoring, analysis and reporting for real-time network management, is one of only a handful of network management companies that identify network problems at the application layer. With this, the company enables IT administrators to easily and immediately visualize and pinpoint the source of network problems, leading to faster resolution that ensures business continuity. Read the full article at TMCnet.

ClearSight Networks Announces Availability of ClearSight Cronos

(Automated Trader - January 13, 2009) ClearSight Networks has announced the availability of ClearSight Cronos. Cronos is a vendor-neutral monitoring, analysis, reporting and alerting solution designed to meet the stringent requirements of applications and systems that depend on reliable, low-latency operations, such as financial market information delivery, electronic trading and streaming media. Read the full article at Automated Trader.

Performance Management of Financial Networks With Cronos

(Help Net Security - January 12, 2009) ClearSight Networks released Cronos, a vendor-neutral monitoring, analysis, reporting and alerting solution designed to meet the stringent requirements of applications and systems that depend on reliable, low-latency operations, such as financial market information delivery, electronic trading and streaming media. Read the full article at Help Net Security.

ClearSight Rolls Out Latency Monitoring Tool

(Wall Street & Technology, TechWeb.com and FinanceTech - January 12, 2009) A new latency monitoring product ClearSight Networks introduced today measures latency (in other words, data transmission delays) at the packet layer, watching and reporting on the movement of data across networks in real time. "This is as close to real-time latency monitoring as you can get," says Steve Wong, vice president of marketing, ClearSight Networks. Read the full article at Wall Street & Technology, TechWeb.com and FinanceTech.

ClearSight's Cronos to Bolster Growing Electronic Trading Applications

(TMCnet - January 12, 2009) In a sign of IP communications' growing role as a hub of financial transactions, a Fremont, California-based application and analysis tools provider today released what it calls a vendor-neutral monitoring, reporting and alerting solution. Read the full article at TMCnet.

ClearSight Networks Offers Enhanced Network Time Machine

(Trading Markets - Jan 07, 2009) ClearSight Networks, a provider of application and analysis tools for today's dynamic networks, announced that it has expanded the capabilities of its network capture appliance, Network Time Machine (NTM). The company stated that this latest enhancement to the NTM family provides improved performance, integration with ClearSight Apex and a new level of interoperability with Wireshark, a freeware protocol analyzer. Read the full article at Trading Markets.

ClearSight Network Time Machine and Atlas amongst the Winners of TMC's Internet Telephony Magazine 2008 Product of the Year Award Winners

(TMCnet - January 06, 2009) ClearSight has received a prestigious Product of the Year Award from Internet Telephony. According to the editors of INTERNET TELEPHONY, "they selected the companies which in their view demonstrate the vision, leadership and attention to detail that are the hallmarks of the prestigious Product of the Year Award." Launched in 1998, INTERNET TELEPHONY is the premier publication covering the IP communications industry. Read the full article at <http://www.clearsightnet.com/awardsTMC.php>.

How We Tested 3Com's Unified Communication Solution

(NetworkWorld - December 22, 2008) Testing was conducted on the 3Com VCX Unified Communications Solution configured for a main office, a secondary regional office, a remote branch office and a home office. We included full redundancy for server components at the main office and secondary regional office. Read the full article at NetworkWorld.

ClearSight Offers Network Monitoring System Expressly for Smaller Organizations

(Campus Technology - December 10, 2008) ClearSight Networks has launched ClearSight Network Time Machine (NTM) Express, a network monitoring system for smaller organizations. The NTM Express gives administrators the ability to monitor and

analyze their networks to maintain network uptime. Atlas Express, a navigation system that indexes, classifies, and makes use of network information, is integrated with NTM Express to enhance network visibility. Read the full article at [Campus Technology](#).

ClearSight Networks Brings VoIP Testing to 'Small' Businesses

(VoIP News - December 08, 2008) ClearSight Networks Inc. claims to be offering a new VoIP testing solution for SMBs (small- to medium-sized businesses). That may be technically true, but it's clearly focusing on the high end of that segment. The network data capture and analysis system it has just introduced runs \$15,000 per copy. It would take a sizable problem to justify that kind of expenditure - say, an IP phone system serving a thousand or so employees, most of whom are complaining about unacceptable call quality. Read the full article at [VoIP News](#).

ClearSight Networks Aims to Streamline Fault and Performance Problem Resolution

(The451Group - December 01, 2008) ClearSight Networks has received praise and industry awards for its application-oriented approach to network analysis. Rather than beginning diagnosis and remediation with hard-to-interpret screens full of decoded packets, ClearSight Analyzer products can reconstruct end user sessions of IPTV, VoIP and HTTP and indicate likely places to drill down in order to identify users, applications and devices causing fault and performance problems. The company makes the ambitious claim that its products eliminate the need for packet decodes. Read the full article at [The451Group](#).

ClearSight Enhances its Visual Troubleshooting and Analysis Solution with Time Synchronization

(TMCnet - November 30, 2008) In our August 2008 issue, Yours Truly examined ClearSight Networks (www.clearsightnet.com) and its ClearSight Network Time Machine(NTM) - a multiuser, turnkey recorder appliance for Fortune 1000 companies that leaves ordinary network protocol analyzers in the dust. Teamed with its Atlas, a processing engine that can index, categorize and make sense of terabytes of network data and applications without resorting to complicated packet decodes, superlative data mining and analysis - even on voice-related traffic - can be performed and stored in a powerful relational database. Read the full article at [TMCnet](#).

ClearSight, Network Time Machine, Network Time Machine Atlas, Network Time Machine Express, ClearSight Apex and ClearSight Cronos are trademarks of ClearSight Networks. Wireshark is a registered trademark of Gerald Combs. All other names mentioned are trademarks, registered trademarks or service marks of their respective owners.

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