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Lumeta to Open European Office

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Infrastructure

By Rik Turner

Network assurance vendor Lumeta Corp will next week announce the establishment of an office in the UK, as part of a more concerted effort to address Europe.

Jeremy Nazarian, Lumeta's marketing director, said the Somerset, New Jersey-based company uses the term network assurance for its technology, which is delivered as an appliance, which when deployed on a corporate infrastructure "goes out and discovers what's connected to the network, how traffic is flowing, and where the true perimeter lies."

He said IPsonar, the company's product, uses no agents. It deploys as a scan server and a reporting server, plus "a few lightweight sensors around the network in a non-intrusive way." He described Lumeta's technology as a third element within risk management, alongside system defense (perimeter security) and data-level defense (ID and access management). He said it seeks to deliver security, availability, and compliance.

"Two scenarios where we are particularly widely used is in network infrastructure change, where we enable companies who've been through M&A have any unwanted connections inherited with partners with whom they're no longer working, for instance, and in the alignment of infosec infrastructure and policy," said Nazarian.

Privately held Lumeta was founded in 1999 as a spin-out from Bell Labs where it started life as a project for mapping the internet (a product it still markets, called MapViewer). It initially delivered IPsonar as a service, productizing in it 2003. It has some 150 customers among big enterprises and government agencies, about 25% of which are already based in Europe where it has served them until now from its US offices.

Nazarian said the product is currently at version 3.8, with v4.0 scheduled for the third quarter, when he said Lumeta will "improve the extensibility and interoperability between technology domains, with service-oriented APIs for greater integration with vulnerability management products for scanning and network management ones for monitoring and change control."

He said IPsonar is sold with hardware pricing for the servers and sensors, plus a price for the number of IP addresses to be scanned. "A smaller deployment is around \$50,000 while a large one can go up to \$750,000, with a typical one coming in at around \$150,000," he said.

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