



Dealing with an ever changing sea of application protocols



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Qosmos Labs: World-Class Center of Excellence in DPI

■ Recognized expertise

- Large team of DPI specialists
- 100 man-years years of experience and knowledge
- Specific development processes
- Specific validation processes and tools

■ Continuous protocol and application watch

- Protocol change detection, based on difference in statistics on real life traffic and alerts from Qosmos partners
- Protocol change reports

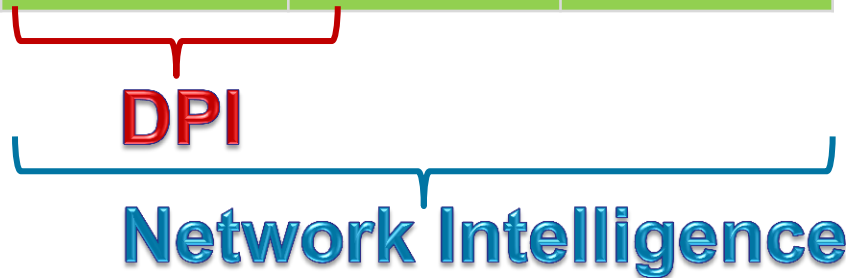
■ International network of Qosmos Expert Developers (QED)



Metadata are Becoming “Must Have”

→ The Requirements are Moving Beyond Deep Packet Inspection

Use case	Classification	Metadata	Content
Basic traffic shaping	Must have	Not relevant	Not relevant
Traffic policy enforcement	Must have	Must have	Not relevant
QoS/QoE	Must have	Must have	Not relevant
Web analytics	Must have	Must have	Must have
Lawful Interception	Must have	Must have	Must have
Network forensics	Must have	Must have	Must have



Traditional Product Development Methods Do Not Apply

Different organizations are required

Specific Method

- Changes without notice
- Time constraints (SLA)
- Unknown specs
- Bulk addition (e.g. iphone apps)
- Never-ending devt.

Weekly releases

Networking

HTTP, L2TP,
ICMP, ...

Streaming



Messaging



...

Social Net.



Classic Method

- Roadmaps
- Feature requests
- Priorities
- Go / No Go

DPI Engine

Releases every 6 to 9 months