**Conversation Starter Questions:**

 1. **Network Monitoring Challenges**:

 • Have you experienced any limitations with your current SPAN port setup in terms of capturing all necessary traffic for monitoring?

 • Are there specific instances where SPAN ports have failed to provide the visibility required for effective network management?

 2. **Performance and Reliability**:

 • Have you noticed any performance degradation or packet loss when using SPAN ports, especially during peak traffic periods?

 • How do you ensure that your monitoring tools receive an accurate and complete copy of network traffic without introducing latency?

 3. **Security Considerations**:

 • Are you concerned about the potential security risks associated with using SPAN ports, such as their susceptibility to configuration errors or malicious attacks?

 • How do you currently handle encrypted traffic, and are there challenges in monitoring such traffic with your existing SPAN port configuration?

 4. **Scalability and Future-Proofing**:

 • As your network grows, do you anticipate that SPAN ports will continue to meet your monitoring needs effectively?

 • Have you considered how emerging technologies and higher network speeds might impact the efficacy of SPAN-based monitoring?

 5. **Cost Implications**:

 • Have you evaluated the total cost of ownership when using SPAN ports, including potential hidden costs due to network downtime or troubleshooting inefficiencies?

 • Are you aware of the potential cost savings and performance benefits that network taps can offer over SPAN ports?