

Financial Services

Overview

Financial services institutions of all sizes often have complex networks with many remote locations making it challenging and costly to manage and protect data at the edge. Most have adopted a consolidation strategy and moved application, file, and email servers to data centers to save on system management, mitigate risk and comply with regulatory standards. Riverbed® Steelhead® appliances have enabled large and small financial institutions to centralize distributed servers, remove tape media and other expensive infrastructure significantly reducing IT costs while offering LAN-like access for remote users. Additionally, Riverbed's market leading technology is providing improved performance and flexibility in Disaster Recovery/Business Continuity Planning and pandemic planning with the Riverbed's Steelhead Mobile Client.

The following financial services companies, ranging from one of the largest global banks to a regional credit union, have achieved immediate ROI consolidating servers, centralized back-ups, and reduced RPO's by accelerating data replication with Riverbed.

Large global bank eliminates over 300 remote servers and improves data protection

Challenge

After a tape storage vendor lost a bank's backup tapes, this 4,000-branch global bank decided that it needed a secure, responsive, and manageable product to improve disaster recovery (DR) and provide consistent application performance in any location across the world. The infrastructure team also decided to consolidate branch office file servers back into their data center.

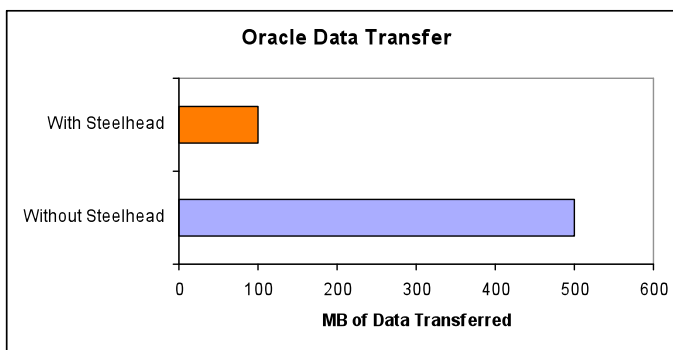
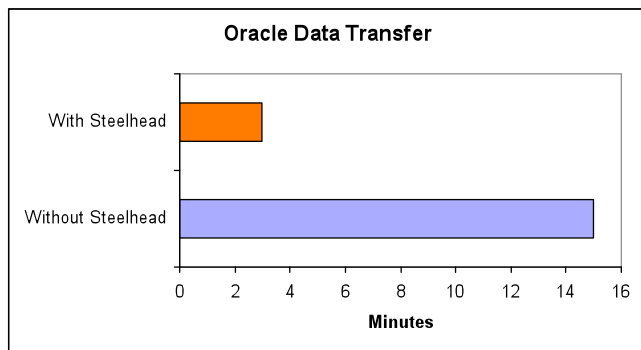
Benefits

Originally, the team has set out to consolidate 150 file servers, but with the success of Riverbed Steelheads deployed they consolidated 300 file servers to their Data Center. The customer back up experience also produced dramatic results: they experienced a 99% data reduction for NetApp SnapMirror and reduced replication time by 6x (from 22.65 hours to just 3.43 hours). Oracle data transfers were also five times faster than they had been before the Steelhead appliances were deployed.

The bank also avoided building a multi-million dollar data center by deploying the Riverbed WAN optimization solution. "The ROI was instantaneous," — Network Architect, Large Global Bank

In addition, the bank was able to eliminate tape backups in all of their branch offices, thus greatly improving data security and saving money in the process. "Riverbed was the only vendor who was even capable of integrating its product into our complex environment. We selected Riverbed based on its leading performance, superior manageability, high security and very high responsiveness," said a Network Architect at the bank. The bank also avoided building a multi-million dollar data center by deploying the Riverbed solution. "The ROI was instantaneous," said the Network Architect.

Oracle Data Transfer Time – Time to Complete (in minutes)



Credit union successfully migrates from a Citrix thin-client architecture to a desktop platform and runs Riverbed to accelerate applications

Challenge

A large federal credit union wanted to migrate from a Citrix thin client architecture to a desktop platform to add more banking applications at its retail banking locations. They evaluated Cisco WAAS but were not satisfied with its long and complicated installation process. “The installation of Cisco WAAS took longer than [that of] Riverbed Steelhead appliances; it took days to configure our routers and tweak our QoS,” said the company’s VP of IT. “With Riverbed, we just deployed it in-path, configured the router, used a pass through rule for our VoIP traffic, and in hours we were up and running with our evaluation tests.”

Benefits

The company installed 64 Steelhead appliances in its retail banking outlets, which enabled it to reduce annual bandwidth costs by optimizing the existing WAN infrastructure, and easily migrated to a desktop platform. The company’s IT staff Steelhead appliances now allowed branch office employees to process checks and updated customer data in real-time was able to manage all 64 sites remotely by using the Central Management Console (CMC). The Steelhead appliances significantly improved application performance for end users in branch offices, and achieved a bandwidth reduction of 60 to 80 percent.

Steelhead appliances reduce WAN traffic and costs at large financial services company

Challenge

Poor application performance over the WAN limited the ability of a large financial services company to implement a new high-performance IT architecture necessary for business expansion. The company decided to evaluate WAN optimization as a solution. “We considered other vendors, but after extensive multi-vendor testing, we concluded that Riverbed products were robust, secure, and the easiest to implement with a high probability of success across our large network of more than 200 offices,” said the company’s Network and Telecommunications Manager.

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Benefits

The company deployed 200 Riverbed Steelhead appliances at small, medium, and large sites, including two data centers. Because of the quick and easy installation process of the Steelhead appliances, 170 appliances were rolled out in just 45 days. The company was able to reduce WAN traffic and costs, improve application performance at all of their sites, and increase visibility into their network environment.

Leading Credit Card Company replicates data from 16 hours down to hours with Riverbed

Challenge

A major credit card processor for merchants and business had challenges with replicating Oracle data to their DR site. The replication data saturated the company’s redundant OC3 line and slowed employees’ access to Oracle, email and file shares. “We started to look at WAN optimization solutions to reduce to impact of real-time replication traffic on the WAN and allow critical applications to be access by our employees,” said a Network Engineer at the company.

Benefits

“With the Steelheads installed our OC3 line felt like six OC3 lines. We avoided costly bandwidth upgrades and complaints about accessing Oracle, email and file sharing were gone” — Network Engineer, Credit Card Company

After the company installed four Steelhead appliances at their regional offices, data center and DR site, replicating Oracle data did not hamper employee experience. “With the Steelhead appliances installed, our OC3 line felt like six OC3 lines. We avoided costly bandwidth upgrades and complaints about accessing Oracle, email and file sharing were gone,” said the Network Engineer. The credit card processor was now able to have a realistic Recovery Time Objective (RTO) to secure data within two hours versus taking 16 hours to recover their data. The company experienced a total data reduction of 82%, with a peak data reduction of 98%.

National bank reduces download times by up to 90 percent

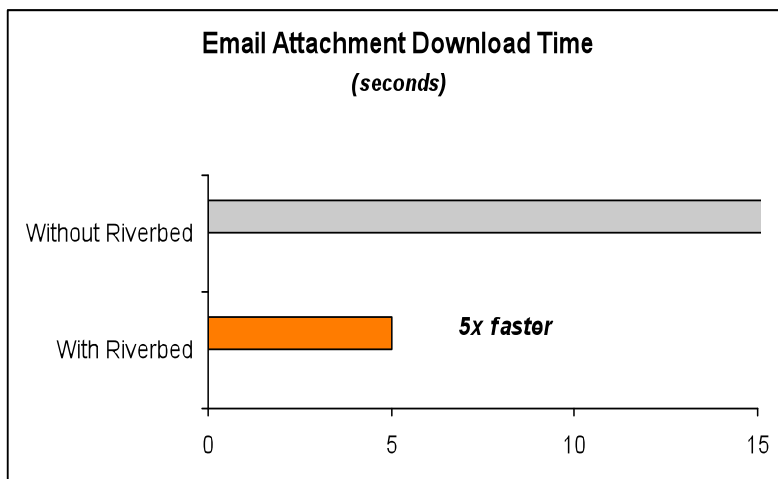
Challenge

A national, central bank in Asia experienced poor application response times due to low bandwidth and high application and network latency. In order to reduce download times and ensure faster access to their document management system from the central data center, the bank deployed Steelhead appliances.

Benefits

With the Steelhead appliances installed, the average download time for email attachments was over 5x faster, decreasing from 30 seconds without the Riverbed devices to a mere five seconds with the Riverbed devices. Download time for groupware systems was also reduced by 90%. The bank was able to achieve these benefits without having to change its existing network infrastructure. Because of the project’s success, the company is planning to implement the Riverbed solution at six more remote overseas offices.

Email Attachment Download Time – Time to Complete (in seconds)



European 190-office bank consolidates 150 servers and reduces bandwidth use by over 87 percent

Challenge

Because a large 190-office bank in Northern Italy had local servers in its branches, the bank was experiencing data integrity issues and struggling with a costly local backup process. Mobile employees also lost valuable time waiting for Exchange emails and files to download on their computers, limiting productivity and causing distractions in the workplace. To solve these problems, the bank installed 150 Riverbed Steelhead appliances and the Central Management Console (CMC) to manage the appliances from one location.

Benefits

With the Riverbed solution in place, the bank was able to remove 150 local servers from its branches, reduce bandwidth utilization by over 87%, reduce CIFS traffic by 90%, and reduce HTTP traffic by over 75 %. Centralized servers also meant that software upgrades became simpler and less time-consuming. "The Riverbed Steelhead appliances were just easy to implement and deploy. They're transparent and technologically advanced," said an employee. The bank was also able to reallocate IT staff that was previously involved in backing up local information to more important projects.

About Riverbed

Riverbed Technology is the IT infrastructure performance company. The Riverbed family of wide area network (WAN) optimization solutions liberates businesses from common IT constraints by increasing application performance, enabling consolidation, and providing enterprise-wide network and application visibility – all while eliminating the need to increase bandwidth, storage or servers. Thousands of companies with distributed operations use Riverbed to make their IT infrastructure faster, less expensive and more responsive. Additional information about Riverbed (NASDAQ: RVBD) is available at www.riverbed.com



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