

## IN BRIEF

### Industry

- » Real Estate

### Challenge

- » To deploy an alternative WAN optimization solution that delivers improved application performance and enables further consolidation

### Solution

- » Riverbed Steelhead appliances

### Benefits

- » 7x improvement in application performance
- » 79% data reduction across the WAN
- » Hardware consolidation results in cost savings
- » Improved employee productivity



# Aguirre Newman

## Riverbed Technology Delivers Superior WAN Optimization Performance for Real Estate Company

Aguirre Newman ([www.aguirrenewman.es](http://www.aguirrenewman.es)) is Spain's leading real estate consultancy group, and operates in seven business areas including, investment, architecture, property management and corporate finance. Its headquarters are based in Spain with seven offices in Spain, Portugal, Germany, Mexico, USA and Brazil. The company has 380 employees.

### Challenge: To deploy an alternative WAN optimization solution that delivers improved application performance and enables further server consolidation

Aguirre Newman headquarters and branch offices rely on the company network to exchange a wide range of data and mission-critical applications, including a bespoke CRM system, Microsoft Exchange 2007, Microsoft Office 2007, custom web applications and AutoCAD. In order to enhance application performance across the network, Aguirre Newman deployed a WAN optimization offering from Expand, but the results were disappointing. "We weren't happy with the application performance results we were achieving, especially with our CRM and Exchange applications," explains Christian Hernandez, communications manager at Aguirre Newman. "Employees in our Barcelona office, for example, often complained about the slow connection between the office and headquarters. This was particularly frustrating, as these two offices exchange a large number of files on a regular basis." Aguirre Newman also wanted to consolidate more network servers in order to reduce costs, but was constrained by the limited performance of its existing WAN optimization solution.

### Solution: Riverbed WAN optimization solution provides much improved application performance

When Aguirre Newman's contract with the existing WAN optimization vendor expired, the company was faced with two options: renew the contract or select an alternative vendor. Aguirre Newman decided to consider an alternative vendor. "We read that Riverbed Technology was the market leader for WAN optimization solutions, and we were keen to test the Riverbed® Steelhead®

### We were keen to test the Riverbed Steelhead appliances to see if we could improve application performance speeds over the WAN.

appliances to see if we could improve application performance speeds over the WAN, compared to the Expand offering," says Hernandez. "We also read that installation of the Steelhead appliances was much simpler. Our original WAN optimization products had been difficult to install and we had to make some quality of service adjustments to get it working," notes Hernandez. Aguirre Newman also calculated that it would experience a better return-on-investment with Riverbed, because with Riverbed the company would be able to centralize more servers, and thus reduce hardware and IT management costs.

Aguirre Newman deployed Riverbed Steelhead appliances in most of its offices, and at the same time, removed all of the previous WAN optimization hardware from its network – all subsequent improvements in application performance are solely due to the Riverbed WAN optimization technology. "As expected, the deployment was very easy. The integration with our existing infrastructure was much simpler and much faster than with our old WAN optimization products," says Hernandez. "The benefits of installing the Riverbed technology soon became evident. We were

very impressed with the acceleration we achieved when downloading data on a first cold pass. Our initial test involved an intensive search task on our CRM system, and this was 6x faster than previously achieved – instead of taking two minutes, the results were available in 20 seconds. You can see the impact this has on employee productivity,” explains Hernandez.

**Benefits: 7x improvement in application performance resulting in increased employee productivity. Server consolidation project undertaken and IT costs reduced**

Since deploying Riverbed, Aguirre Newman has achieved a 7x improvement in download speeds for key applications. “Data that used to take two minutes to download now takes just 17 seconds, and data traffic for key applications has been reduced by up to 79%,” notes Hernandez. “Improved application performance means employees can devote more time to productive activities.”

**Data that used to take two minutes to download now takes just 17 seconds.**

The Riverbed solution has also greatly improved the performance of Aguirre Newman’s videoconferencing system, enhancing the company’s global communications. “With our previous WAN optimization deployment, there were delays when using the videoconferencing system and this was frustrating. With the Riverbed solution, the system works much better and employees can now collaborate and interact with each other more productively,” says Hernandez. “Increasing employee productivity was an important goal for us, and thanks to Riverbed, this has been achieved.”

Aguirre Newman has also been able to embark on a new program of server consolidation; the first phase involved the removal of three file servers, with further consolidation planned for the future. “Thanks to Riverbed, we have been able to cut hardware costs and centralize more of our IT infrastructure. This makes network management much easier,” says Hernandez.

**Increasing employee productivity was an important goal for us, and thanks to Riverbed, this has been achieved.**

**About Riverbed**

Riverbed delivers performance for the globally connected enterprise. With Riverbed, enterprises can successfully and intelligently implement strategic initiatives such as virtualization, consolidation, cloud computing, and disaster recovery without fear of compromising performance. By giving enterprises the platform they need to understand, optimize and consolidate their IT, Riverbed helps enterprises to build a fast, fluid and dynamic IT architecture that aligns with the business needs of the organization. Additional information about Riverbed (NASDAQ: RVBD) is available at [www.riverbed.com](http://www.riverbed.com).



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**SUMMARY**

Aguirre Newman had deployed a WAN optimization solution in order to boost application performance and embark on a program of hardware consolidation. But the initial WAN optimization technology gave disappointing results and limited the company’s scope for further server consolidation. By deploying Riverbed, Aguirre Newman has achieved a 7x increase in application performance, and been able to centralize more servers, reduce costs and increase employee productivity.

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