

IN BRIEF

Industry

» Professional Services

Challenges

» Needed a load balancing solution that would support its migration to the cloud while preventing downtime

Solution

» Riverbed Stingray Traffic Manager

Benefits

» Transitioned to an entirely virtualized environment, at one-third the cost of other solutions



AlertBoot

Riverbed Stingray Traffic Manager Proves Critical as AlertBoot Moves to the Cloud

When AlertBoot, a leading provider of full disk encryption, made the switch to the cloud, it needed to find a load balancing solution that could not only support its migration but also prevent as much downtime as possible. After working with three other hardware-based load balancing products, AlertBoot chose the Riverbed® Stingray™ Traffic Manager to help it successfully transition its infrastructure to an entirely virtualized environment, at one-third the cost of other comparable hardware solutions.

AlertBoot conducts its entire business online, so it needed to ensure that its services would be maintained throughout its transition to the cloud, as any instance of downtime would severely impact its business.

“We provide a managed service but everything revolves around our web application,” explained Tim Maliyil, CEO, AlertBoot. “Our management tools are completely online and our business is run entirely on our website. That’s why it was so important for us to find a solution that we could install quickly and efficiently without incurring downtime.

“Before going virtual, we had been through three different hardware-based load balancing solutions, none of which would have allowed us to complete a successful transition to the cloud,” continued Maliyil. “The decision to implement Riverbed was critical in our migration to a Virtual infrastructure, because its solution is completely software-based and has maximum portability. This gives us the flexibility to jump between Cloud Providers as we need to.”

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Tim Maliyil, CEO, AlertBoot

Significant cost savings by going virtual

After the recession struck in 2008, many companies were suddenly trying to reduce costs wherever possible. AlertBoot was no different and turned to virtualization as a way to cut back on its hefty hardware expenses.

“The recession happened to coincide with another refresh of our hardware, so the decision to go virtual really just came down to reducing expenses,” commented Maliyil. “We had upwards of \$1 million worth of hardware at the time and realized that deploying virtual appliances on a cloud platform would cost less than the power we needed just to run our hardware in the first place.

“At the end of the day, we’re still a small business with a bottom line,” continued Maliyil. “Riverbed was the perfect solution because they do everything, if not more, than a hardware-based load balancer at a third of the price, right out of the box.”

After implementing Stingray Traffic Manager, AlertBoot was confident in its decision to leave the hardware behind.

“Admittedly, we were a bit hesitant to switch over to all software, but Stingray Traffic Manager turned out to be more stable than the hardware alternatives,” said Maliyil. “With Stingray Traffic Manager, we’re able to handle the same – if not greater loads – and we have never had a single glitch.

“What’s more, we haven’t had a single instance of downtime since implementing Stingray Traffic Manager, even during our cloud migration. We’re now completely convinced there’s no need to stick with expensive hardware solutions.

“What is also important to note is that Stingray Traffic Manager is smart,” continued Maliyil. “Its intelligent architecture allows us to easily implement and configure certain rules, such as header population and SSL acceleration, to fit our business requirements without having to change our other applications. And the whole process was so fast, only taking a couple of hours, which would never have been possible if we had continued with hardware.”

Productivity rather than maintenance

AlertBoot not only saw immense benefits for its own company in terms of cost and flexibility, but also for its end-users with regards to availability of its IT staff.

“Our customers saw a definite increase in available support after we implemented Riverbed,” said Maliyil. “With their software solution in place, our engineers no longer waste their time dealing with a flickering light on a server. We suddenly have more talent that we can put towards productivity, rather than back-end maintenance. This gives our customers a much better online experience.”

About AlertBoot

AlertBoot offers cloud-based full disk encryption, USB drive encryption and a comprehensive suite of disk security solutions as a centralized, managed service for companies of all sizes. By encrypting fixed and external hard disks and removable media, AlertBoot prevents unauthorized access to mobile and stationary endpoint devices. Headquartered in Las Vegas, AlertBoot offers a cost-effective, web-based secure full disk encryption service for organizations that want highly scalable, easy-to-deploy hard disk encryption and laptop data security. For more information about AlertBoot, follow @AlertBoot on Twitter, visit AlertBoot’s Facebook fan page or view the YouTube channel.

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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.



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