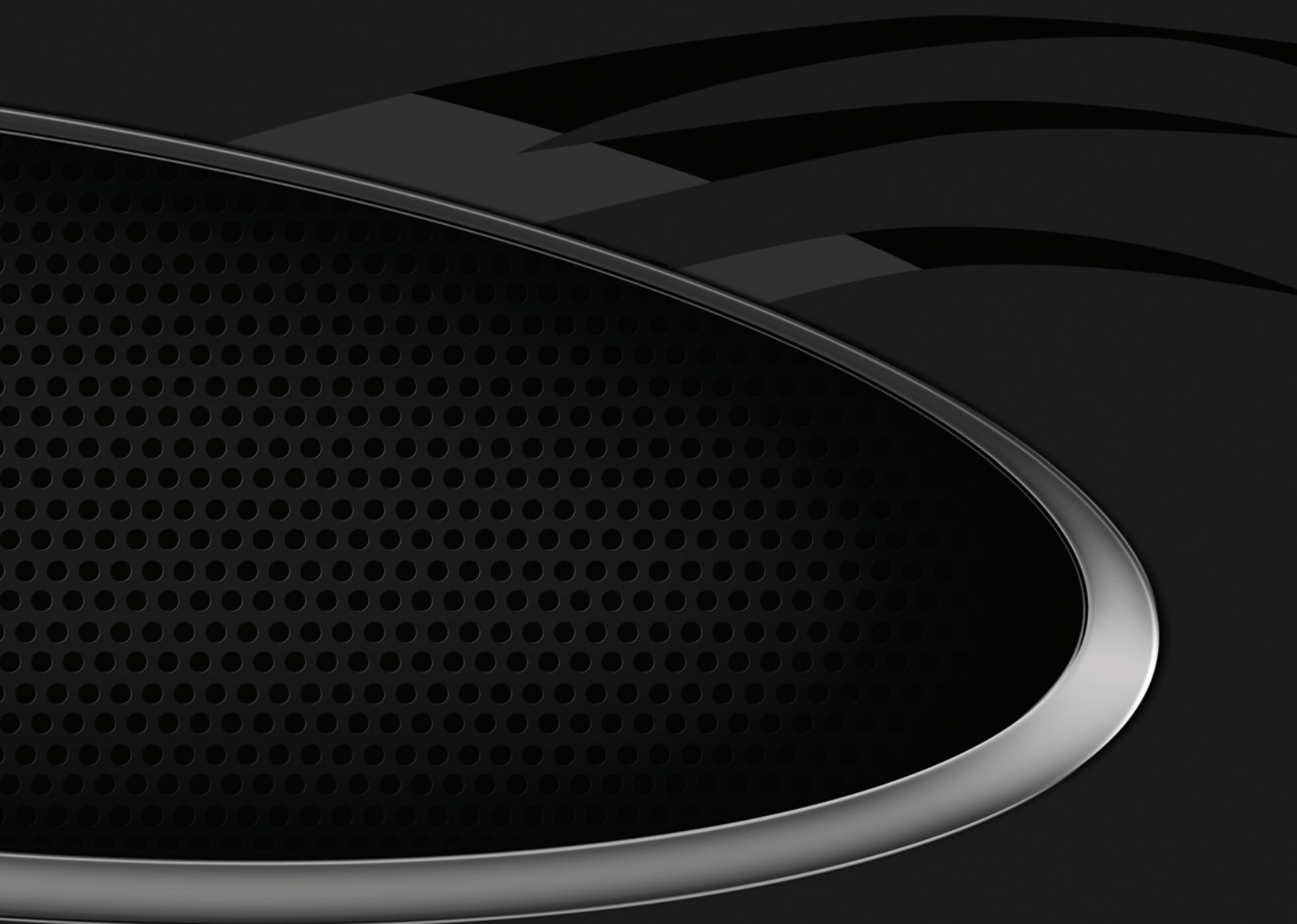


# Riverbed Whitewater Cloud Storage Gateways



riverbed®

## Overview

The Riverbed® Whitewater® cloud storage gateway excels in delivering low-cost, high-performance data protection leveraging the public cloud. Whitewater's unique design and technologies not only drive down costs 30 to 50 percent relative to tape and disk systems, but also help organizations avoid the need to provision and manage a secondary disaster recovery (DR) site. This dramatically reduces capital spending and overhead, streamlines the IT infrastructure, and enables payback periods that are measured in months, not years.

**“For companies such as ours that deal in high volumes of data, the promise of the Whitewater technology is astounding.”**

— Gensler

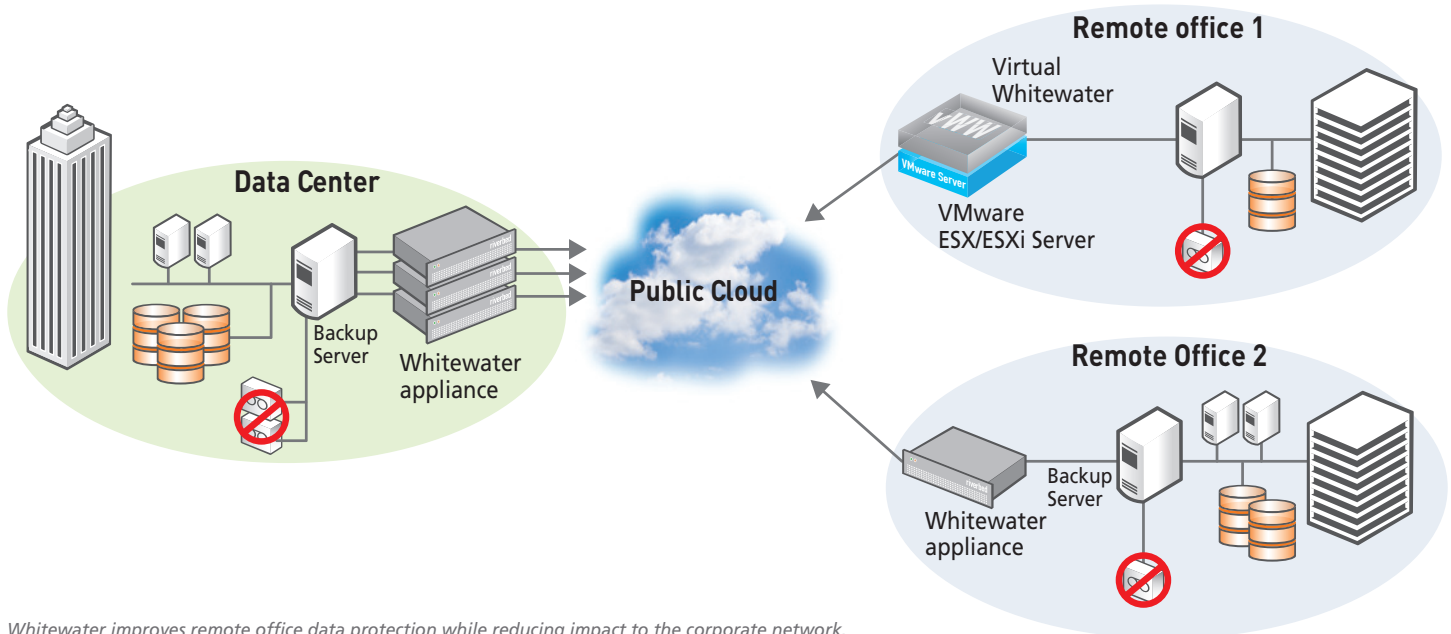
## Riverbed Whitewater Cloud Storage Gateways

Riverbed Whitewater cloud storage gateway appliances remove cloud adoption barriers and, when combined with existing data protection applications, enable organizations to:

- Reduce costs by 30 to 50 percent over tape and disk-based architectures
- Replace over a petabyte of tape with a single appliance
- Improve DR readiness with secure, off-site cloud storage
- Instantly leverage the flexibility and scalability of the public cloud

**“Not only does Riverbed Whitewater save us time, but it's also a considerable cost savings - about 60 percent - from our previous backup model.”**

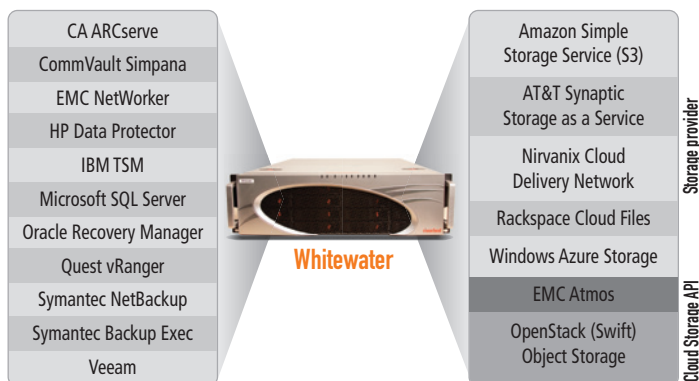
— Psomas



Whitewater improves remote office data protection while reducing impact to the corporate network.

## Whitewater Benefits

- **Reduced storage and bandwidth costs:** Whitewater gateways reduce cloud storage requirements by 10 to 30 times on average. Whitewater accomplishes this by leveraging proprietary Riverbed byte-level deduplication, which uses granular segments, finds additional duplication, and results in lower cloud storage fees and faster data transmission.
- **High-speed data transfers:** Whitewater leverages Riverbed's industry-leading WAN optimization technologies to speed the replication of backup datasets to and from the cloud. Whitewater gateways optimize data and transmit in multiple, parallel streams to maximize the available bandwidth for outstanding throughput.
- **End-to-end security:** Whitewater secures data in-flight using SSL v3, and at rest using 256-bit AES encryption to create complete end-to-end security. Whitewater offers the flexibility to restore data to any location while encryption keys are kept safe within the datacenter.
- **Fast restores:** Whitewater gateways provide a local, optimized disk cache of data that ensures LAN-speed transfers to and from the device. Whitewater keeps the most recent and often-accessed data in deduplicated and compressed form within the cache to greatly increase restore speeds.
- **Broadest cloud backup ecosystem in the industry:** Whitewater cloud storage gateways provide the flexibility to work with all major cloud storage providers and data protection applications. Whitewater acts as a broker to seamlessly connect all leading data protection applications to popular cloud providers.



Whitewater provides the broadest ecosystem in the industry.

- **Real-time replication provides superior data protection:** With real-time replication all backup data is quickly and safely stored in the cloud and synchronization is ensured between the cloud and the locally cached dataset.
- **Secure, off-site DR data storage for pennies a gigabyte:** Whitewater stores all backup data securely in the public cloud. This off-site dataset improves DR readiness and allows access to the data from any location with an Internet connection. Instead of paying the high cost of a dedicated DR site, companies can now leverage the pay-for-use pricing model of the public cloud and pay only for the storage they consume. The monthly cost of safe, secure, available-anywhere data storage is thus available for just pennies per gigabyte.

**“We expect to save about \$50-\$60K over the next two years by removing the current disk system, and by not having to purchase new devices.”**

— GeoEngineers

- **Drop-in installation:** Whitewater gateways install quickly and easily, requiring only a simple change of the backup target in the backup application. As Whitewater gateways appear to the backup application as a CIFS share or NFS export, the change required is trivial.
- **Industry-recognized, enterprise-class support:** In April of 2011, Riverbed achieved global certification under the J.D. Power and Associates' Certified Technology Service and Support Program<sup>SM</sup>, which recognized Riverbed for delivering “An Outstanding Customer Service Experience”. The Technology Services Industry Association (TSIA) also recognized Riverbed for delivering Excellence in Service Operations. Riverbed is one of a select few companies to receive this distinction for global certification under both programs in the same year.
- **Global support centers:** With support centers located in Amsterdam, London, New York, San Francisco, Singapore, Sunnyvale, Calif., Sydney, and Tokyo, the Riverbed “follow-the-sun” system enables the transfer of high-priority cases around the world and provides continuous, industry-recognized support to all customers.

Data Protection Scorecard			
	Tape	Disk	Whitewater/Cloud
Hardware cost	●	●	●
Refresh cost	●	●	●
Software cost	●	●	●
Speed	●	●	●
Security	●	●	●
Complexity	●	●	●
Data access	●	●	●
DR	●	●	●

Whitewater combines the best of tape and disk to outperform both alternatives combined.

### Summary

The public cloud offers capabilities and costs savings that can radically transform and improve data protection systems and disaster recovery readiness. Riverbed Whitewater cloud storage gateways remove the barriers to cloud adoption, eliminating complexity and the administrative burdens associated with tape and disk-based data protection systems. This dramatically reduces capital spending and overhead, streamlines the IT infrastructure, and enables a payback period that is measured in months, not years.

### 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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