

## Riverbed and VMware

### Riverbed and VMware VI3 Deliver True IT Consolidation

In this new era of globalization, the demands on information technology are changing. More employees than ever before work outside the headquarters and at the same time IT managers are striving to consolidate and simplify their IT infrastructure. Organizations are increasingly looking to consolidate their file/application server infrastructure from remote offices to reduce costs, simplify management and meet compliance demands. In addition, they are looking to increase server utilization and lower their total cost of ownership.

Riverbed enables consolidation of IT from branch offices to central sites or data centers without affecting the end user experience; VMware enables server consolidation at the central site or data centers. Together, VMware and Riverbed offer an unbeatable solution.

### Site and Server Consolidation with VMware and Riverbed

Server consolidation and containment solutions implemented with VMware virtual infrastructure software meet the challenges of server sprawl and underutilization while building a better computing infrastructure that is ready to meet future computing needs. Virtual machines and their data are encapsulated in easily managed virtual disk files and hardware independence is ensured by the uniform x86 virtual platform provided to each virtual machine by the VMware virtualization layer. Each workload that previously required a dedicated physical server can be placed in a virtual machine, making it simple to consolidate multiple workloads onto each physical server. In addition to consolidating servers today, implementing VMware virtual infrastructure provides a solution to contain future server growth. Fulfilling requests for new servers with virtual machines defers the need to purchase new physical servers and improves utilization. This ability makes it possible to accurately forecast and strategically manage future growth in computing capacity.

A Joint Solution by Riverbed and



### BENEFITS

VMware Infrastructure combined with Riverbed's Steelhead appliances enable true consolidation. The two companies enable

- Consolidation of application/file servers at a central site resulting in elimination of redundant remote IT infrastructure.
- Seamless and accelerated collaboration amongst remote employees in a centralized environment
- Improved backup and data compliance processes within your organization



Remote site server consolidation is a clear win in terms of reducing operating costs and improving data security. When WANs are involved, client-server applications that worked fantastically on LANs break down and work poorly, or not at all. The reason is threefold:

- Constrained WAN bandwidth
- TCP throughput drop-off with latency
- Application chattiness multiplies the effect of latency

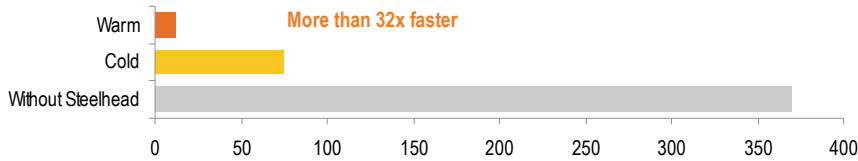
Riverbed’s Steelhead appliances accelerate the performance of all TCP based WAN applications by addressing all three bottlenecks to WAN performance. Steelhead appliances optimize both application and transport protocol chattiness, and offer unprecedented bandwidth optimization. These optimizations work in harmony with each other to provide the highest levels of performance improvement. The improvements in performance can be up to 100 times or more. With this kind of “LAN-like” performance, site consolidation projects can proceed without impacting end users. The chart below illustrates the performance of typical enterprise applications across WAN with Riverbed Steelhead appliances.

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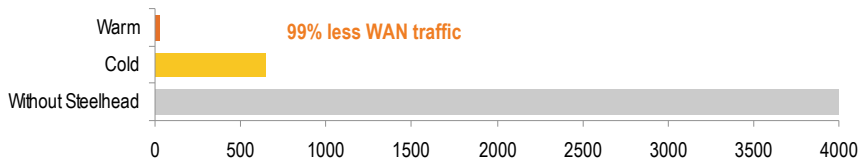
*“Without the combination of VMware and Riverbed’s Steelhead WAN Optimization appliances we could never have achieved consolidation. With the joint solution, we have been able to eliminate 66% of our servers and accelerate our VMware disaster recovery traffic increasing our WAN capacity on an average by 2.5x. To make it even better, we still get the daily benefits of improved WAN performance at our branch offices for our attorney’s and other professionals.”— Mandi Turner, Director of Information Technology, Greenebaum, Doll & McDonald*

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### Time Improvement for Downloading of a 4000MB VMware image across a T1 line with 100msec latency – Time to Complete (in seconds)



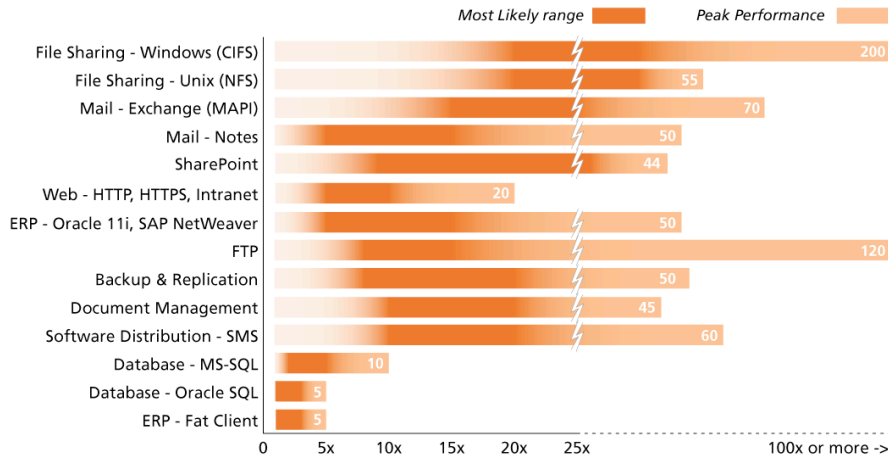
### Bandwidth Reduction for Downloading of a 4000MB VMware image across a T1 line with 100msec latency (in megabytes)



Riverbed Steelhead appliances can help streamline VMware's Software Lifecycle Automation by facilitating the centralization of the VMware image store across the organization. This approach will benefit organizations by

1. Saving storage, backup, and management costs
2. Streamline software lifecycle automation process across the organization resulting in increased productivity
3. Reduce time and bandwidth usage

### Steelhead Appliances Accelerate a Broad Range of Applications



### About VMware

VMware is the global leader in virtual infrastructure software for industry-standard systems. The world's largest companies use VMware solutions to simplify their IT, fully leverage their existing computing investments and respond faster to changing business demands. VMware is based in Palo Alto, California. For more information, visit [www.vmware.com](http://www.vmware.com) or call 650-475-5000.

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## 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](http://www.riverbed.com)



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