Experience the Future of Networking
Welcome!

Extending Hybrid Cloud Investments to the Business Edge
Alison Conigliaro-Hubbard
Senior Director Product Marketing
SteelFusion and CloudEdge Platform
THE EDGE:
Places where business gets done.
THE EDGE:
Capturing information building businesses of tomorrow.
Edge Challenges

Poor User Experience
Lack of app performance

At Risk
Security risk and downtime

Cost Inefficient
High complexity, lack of agility

50%

More than half of all employees work in edge sites

180

Data/IP resides outside the datacenter

50%

Edge sites represent roughly half of IT budget

Source: Riverbed Feb, 2015. DATACENTER AND BRANCH OFFICE RESILIENCY
IT Care-Abouts

- Proving IT **VALUE** to the business
- Service **AVAILABILITY & PERFORMANCE** anytime and anywhere it’s needed
- MITIGATING RISK and **PROTECTING** the brand
AGILITY & VELOCITY

SECURITY

PERFORMANCE
AGILITY & VELOCITY FOR COST
PERFORMANCE

FOR COST & RISK
SECURITY

FOR PERFORMANCE
RIVERBED = NO TRADEOFFS
**Applications Drive the Edge**

<table>
<thead>
<tr>
<th>No servers</th>
<th>Servers for network services</th>
<th>Servers for network &amp; files services and business applications</th>
</tr>
</thead>
</table>

**Extensible, converged platform:**

- **Minimizes complexity & cost** of remote IT operations that touch data, apps, networks
- **Time to Revenue: Accelerates** time to deploy business apps, services and networks
- **BC/DR: Accelerates** time to recover (RTO)
- **Data/IP Security: Centralizes** control of remote data (RPO)
- **Performance: Optimizes all applications**
- **Enables Industrial IoT**

**Number of Servers in Remote Location**
How SteelFusion Works
Eliminate separate edge servers, storage, backup, WANOp

A unique approach to remote IT that converges applications & services into a single 1U or 2U unit, and maximizes local performance while also centralizing data

ISC = Intelligent Storage Cache
WANOp = SteelHead built-into every SteelFusion
Extending Investments to the Edge
Agility & Velocity, Security, Performance

Edges

Datacenter/Cloud

WAN Opt
SD-WAN
DDI (DNS, DHCP, IPAM)
Firewall
File, Print
LOB Apps

STEELFUSION EDGE

Storage

Backup

256-bit AES key

SSL v3/IPSEC

WAN

STEELFUSION CORE

Server

Storage

Backup

NFS
FC
iSCSI

Server

Storage

Backup

Network
Options

Opt
Big 4 Accounting Firm

SteelFusion saves from data loss during Hurricane Irma

- Datacenter in Canada; Edge sites in British Virgin Islands (BVI).

- Under the radar, the solution had just been working. New team never had to touch - apps were performing.

- Customer urgent email: “Good day, due to Hurricane Irma, our office in the BVI has went offline…”

- ALL BVI data was SAFE in the Canada datacenter.

- NO DATA LOSS.
riverbed® Cloud Edge

- No servers. No storage. No backup.
- Instant provisioning. Instant recovery.
- Complete data security. Full visibility.
- Apps that simply work.
Customer Stories
Major US Bank
Branch Modernization Project

San Francisco-based bank, personal & business banking, trust & wealth management services; 68 branch locations

**Problem**
- Client experience issue: irritating to clients when systems slow or down
- Downtime at a bank unacceptable; restores would take too long
- Desire to reduce infrastructure at branches

**Solution**
- Replaced all branch infrastructure with SteelFusion in HA
- All services and apps in one integrated system: Teller app, AD, domain controller, file/print, SCCM, WO
- Allows for rapid deployment and recovery, local user performance
LinkedIn
Standardized on SteelFusion over four continents

Recovery
• 75% reduction in recovery time after a complete stack outage
• Recovery point objective (RPO) was undefined; now near-real-time: 99+%  
• Recovery time objective (RTO) from up to 4 days to under 4 hours: 95.8% improvement

Provisioning
• Time required to set up a new office went from 12 hours to 45 minutes: 93.75% reduction

Infrastructure
• Previously worked with 11 different groups for purchasing, now reduced by 91% to a single vendor

Improving Security
“With SteelFusion you can turn on encryption on the entire data store—it’s a nice advantage. Now if someone broke in they’d just walk off block stream bits on an encrypted disk.”

—Manager of Compute Infrastructure
Multinational Financial Services Company

Global sites across Americas, EMEA, APJ

Problem
- Reduce admin/maintenance of complex remote infrastructures; painful experiences
- No flexibility to easily make changes
- Backup/data sprawl

Solution
- SteelFusion (3100 in HA) replacing all local infrastructure, running SCCM, AD, file/print, and Qumu video distribution server with IBM XIV in datacenter
- FusionSync for datacenter failover
- All data centralized without affecting user productivity
- Fast, centralized global operations
SteelFusion Logical Topology

WAN + Internet

StorageCache/WANOP

Hypervisor

Gbe 0.0
Gbe 0.1
Gbe 0.2
Gbe 0.3
PRI
AUX

LAN 1.0
WAN 1.0
LAN 1.1
WAN 1.1

From/To Design Patterns

16U Legacy Large Office

2x2U large office

Experience Scale Services

HVAC Power Staff S&S

2x1U small office
AGILITY & VELOCITY

SECURITY

PERFORMANCE
AGILITY & VELOCITY

FOR COST
PERFORMANCE

FOR COST & RISK
SECURITY

FOR

PERFORMANCE
RIVERBED = NO TRADEOFFS
Thank You!