

Riverbed Accelerates Software-Defined WAN Strategy with Ocedo Acquisition

Riverbed Acquires Distributed WAN and LAN Startup

Riverbed Technology acquired software-defined WAN (SD-WAN) startup Ocedo. Ocedo will enhance, expand, and accelerate the rollout of Riverbed's emerging portfolio of SD-WAN solutions, which is currently codenamed Project Tiger.

Ocedo Expands Scope of Project Tiger, Riverbed's Forthcoming SD-WAN Solution

San Francisco-based Riverbed Technology announced its acquisition of Ocedo, a distributed WAN and LAN solution provider with SD-WAN capabilities based in Karlsruhe, Germany. Riverbed is a leading provider of WAN optimization and performance management solutions. Recently, Riverbed revealed plans to introduce a new SD-WAN solution, codenamed Project Tiger, which will leverage several core technologies from its existing product set. The acquisition of Ocedo will expand the scope of Project Tiger, accelerate the timetable for its delivery, and enhance the management system Riverbed is developing for it.

Ocedo's core technology is Cloud Console, a cloud-based WAN and LAN management and orchestration system. Cloud Console provides a graphical user interface (GUI) for managing Ocedo's secure WAN gateways, branch switches, and branch Wi-Fi access points.

Riverbed will launch a new line up of software-defined networking and SD-WAN solutions in March 2016 that combine Ocedo's products with enhancements from Riverbed's existing technology. Those enhancements will include SteelFlow™ telemetry for application-centric traffic classification and end-user experience monitoring. Riverbed will also enable its SteelHead WAN optimization technology to exchange metadata with Ocedo's secure SD-WAN gateways for enhanced, native integration. In a later release, Riverbed will add its own dynamic routing and network quality-based path selection capabilities to the Ocedo products.

In the Q3 2016, Riverbed will release an additional line of secure SD-WAN gateways based on Riverbed's organic research and development investments that will support extensibility of third-party networking services. The full line of products will have a unified management system with an interface designed for ease of use and zero-touch implementation.

Riverbed will also continue to develop and market Ocedo's line of switches and Wi-Fi access points, which are designed for branch office LAN connectivity. These will be Riverbed's first foray into LAN-side network solutions.

EMA Perspective

SD-WAN has emerged as one of the hottest segments of the software-defined networking market, with several incumbent WAN infrastructure vendors competing with a handful of venture-backed startups. Riverbed, a leading vendor in the WAN optimization market, is a natural candidate for participation in this market, but the company had not yet launched an SD-WAN solution.

However, EMA has received in-depth briefings on Riverbed's developing SD-WAN solution, Project Tiger, a new extensible Linux-based platform that will deliver native routing capabilities and a wide variety of network services for remote offices. Riverbed is wisely starting from scratch with a completely new software platform. Rather than trying to adapt its RiOS operating system for SD-WAN, Riverbed will migrate many of its differentiating technologies, such as its network-based application identification, classification, and telemetry capabilities, to Project Tiger's platform.

The acquisition of Ocedo gives Riverbed a solution set that will complement and enhance Project Tiger. Ocedo launched initially as a competitor to Meraki, the cloud-managed distributed LAN and Wi-Fi networking startup that was acquired by Cisco. However, Ocedo evolved to tackle the SD-WAN market by applying its cloud-based management and control technology (Cloud Console) to additional solutions aimed at hybrid WAN and remote site connectivity to public cloud services.

Ocedo's secure WAN gateways are based on Power PC processors, making them best suited for connecting smaller branch offices. Riverbed's Project Tiger will leverage Intel's Data Plane Development Kit (DPDK) for high-performance packet processing on x86-based compute platforms. The DPDK approach will give Project Tiger the performance profile needed for delivering SD-WAN to larger branch offices. As Riverbed merges Project Tiger and the Ocedo products, it will have solutions for a wider variety of remote sites.

By adapting Ocedo Cloud Console to manage both Project Tiger and Ocedo products, Riverbed will be able to offer enterprises a unified central management platform that is designed for simple, GUI-based WAN management.

The Ocedo acquisition should expand and accelerate Riverbed's entry into the hot SD-WAN market. As the company's solutions become available, enterprises should evaluate them alongside other SD-WAN solutions. Existing customers of Riverbed's existing WAN optimization and performance management products should especially pay close attention since Project Tiger will be closely aligned and integrated with those technologies to provide additional value to network operators.

About EMA

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