

Increasing Flexibility and Value to Your Acceleration IT Infrastructure

Stay ahead of evolving network demands with scalable Riverbed Flex Acceleration solutions that grow with your business.

IT leaders seek solutions that enable them to drive network or compute infrastructure changes without stranding assets. The age of AI and hybrid cloud is exacerbating this problem with rapid technology changes that alter where and how much data should be moved and processed. This makes network acceleration once again critical.

Recognizing IT needs for greater network agility, Riverbed is introducing Flex, a new offering that provides architectural freedom, license portability, value-retention with overall improved TCO for SteelHead Acceleration products. The offering enables the usage of Riverbed Acceleration value across any of our supported deployment types: cloud, virtual or hardware in your data center, with unlimited portability under an active subscription.

Whether you are new to Riverbed Acceleration or looking to refresh an existing Riverbed solution, this new subscription model delivers:

- **License Portability:** Riverbed Acceleration licenses can be transferred from hardware, virtual or cloud at no cost, providing architectural freedom to best meet networking needs.
- **Optimized ROI:** Right-sizing your acceleration needs with an OPEX approach that protects your investment.
- **Future Proofing:** Get peace of mind knowing you have access to the latest acceleration capabilities and can easily scale as needs change.

This Flex offering is available now, enabling current and new customers to use Riverbed SteelHead solutions dynamically with greater flexibility and at better economics.

Evolving Infrastructure and Licensing Challenges

Connectivity today can be very complex, but it can be always distilled as users and devices need to access applications and data across a variety of locations: corporate headquarters, branch locations, home office, customer sites, or anywhere. But one thing is clear: getting it right can significantly improve application performance, productivity and user experience.

As businesses continue to transition towards hybrid and multi-cloud environments, traditional

hardware-based software licenses present a significant challenge. These licenses are often rigid and tied to specific hardware or cloud environments, making them inflexible to redeploy as needs and infrastructure evolve. This limitation often results in stranded investments and increased costs when moving workloads between on-premises and cloud platforms.

Enter Riverbed Acceleration and Riverbed Flex.

Riverbed Acceleration

Riverbed Acceleration enables resilient networking to securely deliver applications and data at every scale and network condition. It provides businesses with resilient networking: peak performance, secure delivery, visibility and AIOps.

Resilient Networking with Riverbed

Riverbed delivers resilient networking so you can maintain continuous, high-performance network operations even in the face of unexpected disruptions. It involves:

- **Peak Performance:** Goes beyond just speed—it is about ensuring lightning-fast application responses and delivering critical data exactly where and when it is needed. By enhancing performance, it enables smooth, uninterrupted workflows, eliminates bottlenecks, and maximizes team productivity. Whether in the cloud, at the edge, or across your network, peak performance empowers real-time decision-making and keeps your business operating at its highest potential, no matter what the obstacles.
- **Secure Delivery:** Ensures secure data delivery from data storage—whether in the cloud or data center—straight to the edge. It safeguards data with encryption both at rest and in transit and makes possible near real-time data synchronization between central storage and the edge.
- **Visibility and AIOps:** Streamlines data management for rapid recovery and seamless restoration at the edge.

In essence, resilient networking solutions help businesses stay connected, secure, and efficient, no matter what challenges they face.

Riverbed Flex

With growing hybrid cloud adoption, the need to quickly and easily adapt your network becomes more evident. Riverbed Flex addresses this with portable licenses and streamlining hardware refreshes, enabling seamless Accelerations solution transitions between hardware in your data centers and cloud environments. This provides you flexibility to adapt without being penalized by outdated licensing models or hardware. It also eliminates the need to renegotiate perpetual licenses as needs change and networks evolve.

Riverbed Flex innovative subscription-based Acceleration solutions provide a future-ready approach by decoupling Acceleration software licenses from hardware, offering seamless transitions between physical, virtual, and cloud-based deployments, and ensuring continuous software and hardware refreshes as part of the subscription.

The Riverbed Flex Acceleration Advantages

License Portability

- Move licenses anywhere
- Move licenses anytime
- Move capacity across fleet
- Add capacity as needed
- Use burst capacity

Optimized ROI

- Right-size licenses to needs
- Upgrade or replace hardware at lower cost
- No stranded assets
- OPEX not CAPEX

Future Proof Capacity

- Adapt and scale as your needs change
- Increase capacity on demand—no extra hardware purchases
- Easily adopt new capabilities

License Portability

In today's fast-moving business world, agility is key. Riverbed Flex offers the ability to pivot between different environments, allowing you to adapt to changing workloads, cloud strategies, and performance demands without additional licensing costs.

Riverbed Flex Acceleration licenses empower you to adapt Riverbed Acceleration solutions as your networks and architecture evolves between data centers, cloud and edge. This architecture-agnostic approach allows you to use either Riverbed hardware or your own, ensuring maximum flexibility in managing IT investments.

Enterprises can deploy the solution across multiple environments (data centers, private clouds, public clouds) without being bound to a specific deployment architecture. Flex software licenses are transferable across hardware, virtual, and cloud environments, allowing businesses to pivot quickly in response to infrastructure changes or strategic shifts.

- **Across Architectures:** Redeploy Riverbed Acceleration and Network Observability products between data centers, edge computing and your choice of cloud platforms whenever the need arises.

- **Move Capacity Across Fleet:** Migrate capacity from hardware to virtual to cloud, anytime without cost. You get networking architecture freedom to adapt to changing needs of your network.
- **Move licenses Across Hardware Upgrades:** Move licenses across generations of hardware, enabling low-cost upgrades as new hardware capabilities are introduced.
- **Future Proof Capacity:** Purchase of hardware with capacity to grow, while initially applying only the required capacity, then adding license capacity in the future.
- **Use Burst Capacity:** Quickly increase capacity when it is s needed on some devices some of the time.

Optimized ROI

Riverbed Flex enables you to right-sizing Acceleration licenses to network needs, thereby optimizing resource allocation, reducing unnecessary expenses. It enhances performance, minimizes downtime, and improves user satisfaction. Efficiently managed networks lead to lower operational costs and better scalability, ultimately boosting return on investment (ROI) by maximizing the value derived from the network infrastructure.

Riverbed Flex also simplifies cost management by converting large upfront CAPEX expenditures into manageable OPEX expenses. Riverbed Flex's predictable, subscription-based pricing model helps streamline budget planning and eliminates

unexpected costs related to hardware refreshes or software upgrades. An added benefit: you no longer have to cost-justify an essential hardware upgrade or worry about the available CAPEX budget when refresh time comes around.

Because Riverbed Flex licensing enables you to easily change and re-deploy Acceleration resources as applications and networking needs evolve, you longer have to strand Acceleration investments. Riverbed Flex Acceleration ensures no unused assets as businesses can continuously align IT infrastructure with evolving needs, maximizing every dollar spent.

Future-Proof Capacity

Riverbed Flex is not just about reducing costs; it is about future-proofing your business. Riverbed Flex ensures that as your network evolves— whether through expansion, migration to the cloud, or infrastructure upgrades—you will not be locked into outdated systems or face expensive overhauls.

And as your network evolves, our solutions scale with you, with greater performance and processing power. Riverbed Flex Acceleration licensing not only enables easy change and re-deployment as applications evolve, but it also ensures continuous evolution of software capabilities, without tying value to specific deployment.

Businesses gain access to the latest features and enhancements through continuous software updates, with the flexibility to scale up or down based on demand.

With Riverbed Flex, capacity—whether bandwidth, connections, or application performance—can be scaled (with additional purchase) to meet business needs without downtime or disruption. This enables you to have the same software capabilities and network throughput, whether deployed on physical appliances or cloud platforms.

Additionally, Riverbed Flex supports rapid adoption of new network and security requirements, enabling you to upgrade or change environments without compromising performance. You can significantly reduce the risk of unplanned downtime, operational disruptions, and security vulnerabilities tied to outdated hardware.

SteelHead License Comparison

| Feature | Flex Licenses | Perpetual License |
|--|------------------|--|
| Software Features | | |
| RiOS upgrade | License Mobility | Within major release (dot releases only) |
| Easily adopt future capabilities | Yes, Evergreen | No |
| Performance tier | Yes | No |
| License Mobility | | |
| Move licenses | Yes | No |
| Scale licenses up and down | Yes | No |
| Move licenses anytime | Yes | No |
| Move capacity across fleet | Yes | No |
| Use Burst Capacity | Yes | No |
| Increase capacity on demand with existing hardware | Yes | No |
| Financial Considerations | | |
| Payment structure | Subscription | Up front + maintenance |
| Expense method | OPEX | CAPEX |
| Lower cost upgrades | Yes | No |
| No stranded assets | Yes | No |

Upgrade to Riverbed Flex for Acceleration

Riverbed Flex innovative subscription-based offering provides scalable acceleration solutions that grow with your business and deliver real, tangible benefits:

Architectural Freedom

Make the right infrastructure decision for your business and know you can seamlessly move Acceleration software licenses at will.

Drive Better Cost Efficiency

Right-size Acceleration licenses by moving up or down as your needs change and no longer stranding your investment through OPEX subscriptions.

Future Proof Your Network

Have the latest and best tools available to keep your network running smoothly, secure and optimized for performance.

Learn More

Contact [Riverbed](#) or your Riverbed representative to learn more about how this flexible subscription model can revolutionize your IT infrastructure.

