



## **BAULDERSTONE SLASHES IT INFRASTRUCTURE COSTS WITH RIVERBED**

*Building and Engineering Giant Cuts WAN Bandwidth Usage in Half and Cuts Data Replication Times; Expected ROI in 14 Months*

**SAN FRANCISCO – March 24, 2010** – Riverbed Technology (NASDAQ:RVBD), the IT performance company, today announced that one of Australia’s premier construction companies, Baulderstone, is using Riverbed® WAN optimisation solutions, including Steelhead® appliances, Steelhead Mobile and the Central Management Console (CMC), to optimise its disaster recovery infrastructure performance and slash its bandwidth costs. Since the deployment of the Riverbed solution, Baulderstone has reduced its data replication time by two thirds, from 30 minutes to 10. At the same time, the company has enjoyed significant cost savings by reducing its WAN bandwidth usage by 50 percent.

Baulderstone is responsible for some of Australia’s most iconic structures, including the world-famous Sydney Opera House, Sydney’s Anzac Bridge and Melbourne’s Etihad Stadium. The company operates out of five permanent offices in Australia’s major cities, and a number of smaller regional offices around the country. In addition, as many as 50 temporary offices may be active at major construction sites across Australia at any given time.

Ian Newby, IT infrastructure manager at Baulderstone, says, “With a workforce of over 1,000 people distributed all over Australia, Baulderstone faced challenges delivering high performance for critical business applications to all staff nationwide while keeping costs low.”

“Our biggest challenge was the time taken to replicate the contents of our operational data center in Adelaide to our disaster recovery facility, which is 1,400 km away in Sydney,” he says.

“Upgrading our WAN bandwidth did not deliver the performance increase we needed. After doing some research, we realised that WAN optimisation was the best technology to help us achieve our goals. While we did look at three other vendors, Riverbed, in our view, was lowest risk choice. So we got in touch with Riverbed and asked for a trial.”

Riverbed was able to meet Baulderstone’s technical requirements with no changes to hosts, network or security policies. In addition, Riverbed is expected to meet Baulderstone’s ROI goal of a sub-18 month payback.

“The magic of the technology is that it basically works from day one,” says Newby. “Installation was quick and fairly simple and we could see that the WAN data reduction began as soon as the

appliances were switched on. At the current rate, we expect a positive ROI with Riverbed in only 14 months.”

Boulderstone’s network management and monitoring systems show many impressive performance improvements based on the optimisation provided by Steelhead appliances, including:

- The Riverbed Steelhead appliances reduced 2.7 terabytes of backup data traffic between the company’s Adelaide and Sydney data centers to only 455 gigabytes – taking 83% of the data off the WAN;
- EMC Mirrorview / Asynchronous replication traffic on i-SCSI - traffic was reduced by 70-90% and replication times by 50-70%;
- In a five-day test between Sydney and Adelaide, Commvault backup application performance improved three-fold;
- Lotus Notes email traffic was reduced by 66%;
- Intranet Web traffic was also reduced by 66%; and
- Pre-compressed application traffic, such as Mimix, which replicates data between IBM i (AS/400) systems, was optimised by over 60%.

To manage and obtain historical reporting from all the Riverbed appliances, Boulderstone implemented the Riverbed CMC. This system also enables the rapid deployment of new Steelhead appliances, using a configuration template.

Boulderstone has also deployed the Steelhead Mobile client software on the laptops of employees that routinely work at major construction sites across Australia. These mobile and remote workers normally use Telstra’s “Next G” mobile data network, which is priced based upon total data volume. Because the Steelhead Mobile software client reduces WAN data and accelerates applications, the remote workers receive the same performance as their co-workers located in the office and rarely have to worry about exceeding their monthly data limits. By using Steelhead Mobile, the company has cut email WAN traffic by approximately 60% to 70%, and Web and File Share traffic by between 30% to 60% for its remote users.

“A large portion of our IT costs relate to WAN connectivity,” says Newby. “Riverbed has helped us to drastically reduce these costs, and at the same time dramatically improve performance.”

*To download a high-resolution version of the following image, click on the link below:*

## **Forward Looking Statements**

This press release contains forward-looking statements, including statements relating to the expected demand for Riverbed's products and services, statements regarding performance results of Riverbed solutions and customer payback and cost savings following implementation of Riverbed solutions that may suggest likely or certain outcomes, and statements relating to Riverbed's ability to meet the needs of distributed organizations. These forward-looking statements involve risks and uncertainties, as well as assumptions that, if they do not fully materialize or prove incorrect, could cause our results to differ materially from those expressed or implied by such forward-looking statements. The risks and uncertainties that could cause our results to differ materially from those expressed or implied by such forward-looking statements include our ability to react to trends and challenges in our business and the markets in which we operate; our ability to anticipate market needs or develop new or enhanced products to meet those needs; the adoption rate of our products; our ability to establish and maintain successful relationships with our distribution partners; our ability to compete in our industry; fluctuations in demand, sales cycles and prices for our products and services; shortages or price fluctuations in our supply chain; our ability to protect our intellectual property rights; general political, economic and market conditions and events; and other risks and uncertainties described more fully in our documents filed with or furnished to the Securities and Exchange Commission. More information about these and other risks that may impact Riverbed's business are set forth in our Form 10-K filed with the SEC on February 12, 2010. All forward-looking statements in this press release are based on information available to us as of the date hereof, and we assume no obligation to update these forward-looking statements. Any future product, feature or related specification that may be referenced in this release are for information purposes only and are not commitments to deliver any technology or enhancement. Riverbed reserves the right to modify future product plans at any time.

## ***About Riverbed***

Riverbed Technology is the IT 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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