



## **OMV Accelerates Smoothly with Riverbed**

*Oil Exploration Company Conquers Geographical Distance, Accelerates Applications by up to 10X and Achieves ROI within Six Months Using Riverbed Steelhead Appliances*

**Sydney, Australia – April 30, 2009** – Riverbed Technology (NASDAQ:RVBD), the IT infrastructure performance company for networks, applications and storage, today announced that OMV, one of Europe's leading oil and gas companies, has deployed Riverbed® Steelhead® appliances and Steelhead Mobile client software across its Australian and New Zealand operations. The Steelhead products have dramatically accelerated application performance across the WAN between OMV offices in Australia, New Zealand and at one offshore rig contracted by OMV in the Taranaki Basin. Employees have experienced application performance improvements by up to a factor of 10x across the region.

OMV has approximately 150 employees and contractors based in Australia and New Zealand. When the organisation embarked on a New Zealand-based oil field development project in 2008, it faced a number of challenges posed by the geographical distance between sites.

Peter Zuzula, IT manager, OMV Australia, says a strategy to share resources meant staff in Perth, Australia, and Wellington and New Plymouth, New Zealand, were all involved in the new oil field development project, together with employees on an offshore drilling location. Reliable, high-performance communications between team members was considered critical to the success of the project. However, because the development project was scheduled to last only 12 months, OMV did not want to relocate staff for this project.

"Users require a certain level of service from their IT infrastructure, even when they are in remote locations. Prior to our deployment of the Riverbed WAN optimization solutions, employees were complaining and the business was suffering from slow-performing applications," explains Zuzula. "Since we installed the Steelhead appliances, that problem has been eliminated. Calls to our IT group from irate users complaining about slow systems have stopped."

Working with Riverbed and the Perth-based systems integrator Expanse IT, OMV deployed the Riverbed Steelhead 2020 and Riverbed Steelhead Mobile Controller (SMC) at its Perth office; another Riverbed Steelhead 2020 at the Wellington branch; a Riverbed Steelhead 520 in New Plymouth; and Riverbed Steelhead Mobile client software at the offshore oil rig in the Taranaki Basin.

Zuzula says he had excellent support throughout an uncomplicated deployment process. Systems integrator Expanse IT contributed significantly to the success of this project. Expanse IT reviewed OMV's existing WAN infrastructure, designed the appropriate Riverbed solution and deployed the Steelhead appliances, Steelhead Mobile Controller and Steelhead Mobile client software in a matter of days. No disruption to production IT services was required.

### **Accelerating Applications for the Mobile Workforce**

While the initial use of the Riverbed Steelhead Mobile client software was limited to those users based on OMV's offshore rig in the Taranaki Basin, many more OMV employees across Australia and New Zealand are now using Steelhead Mobile to work faster from home.

"The initial driver was to improve IT systems performance for those users based on the oil rig, but I could immediately see the possibilities for mobile workers as well," Zuzula says. "Working from home can sometimes be quite painful but Steelhead Mobile gives us a huge performance boost; this dramatically increases user productivity."

Zuzula says that the acceleration of OMV's Outlook and File Sharing applications by, on average, eight times, has enabled the company to achieve a positive return on its investment (ROI) in just six months.

"Because we employ a number of contractors, it's important they can work as productively as possible – otherwise the company is losing money," he explains. "Getting back our initial investment within six months is a simply incredible result for any IT project."

"If every large IT project went as smoothly as this implementation did, it would be great," Zuzula continues. "Everything runs fast and users are happy. The Riverbed products have proven themselves stable and reliable; ongoing operations and maintenance requirements for them are virtually nil."

OMV is now planning to expand its installation of Riverbed Steelhead appliances to include its global head office in Vienna, Austria.

### **About Expanse IT**

Expanse IT is a "specialist integrator" focusing on the supply and implementation of Riverbed wide area network (WAN) optimization solutions, as well as Netapp storage and VMWare virtualization products.

In recognizing Riverbed's leadership in Application Acceleration and WAN Optimization technologies, Expanse IT has embraced the Riverbed product portfolio and has the capability to architect and deliver Riverbed solutions to both small and large-scale enterprises.

Having dedicated capabilities and expertise that spans storage, backup, networking and virtualization, Expanse IT aims to help organizations sort through product claims, provide straight answers and deliver solutions and products best suited to address customers' business needs.

Expanse IT staff have designed and successfully implemented a number of application acceleration and WDS solutions across heterogeneous environments addressing key areas such as WAN acceleration, consolidation, remote site mirroring, remote backup and VPN solutions.

### **Forward Looking Statements**

This press release contains forward-looking statements, including statements relating to the expected demand for Riverbed's products and services 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 for the year ended December 31, 2008. 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 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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