



Exego Group Accelerates Application Performance with Riverbed

Improves WAN Performance by 350 Percent; Reduces Communication Costs with Steelhead Mobile

SAN FRANCISCO – March 18, 2010 – [Riverbed Technology](#) (Nasdaq: RVBD), the IT performance company, today announced that Exego Group, a major supplier to the automotive industry in Australia and New Zealand, has revved up the performance of its IT infrastructure more than threefold with Riverbed®.

Exego Group has four main business units, the most well-known being Repco, the largest automotive parts and aftermarket accessories reseller and supplier in Australia and New Zealand. Repco operates a network of 369 stores and a team of more than 4,000 employees across the region, stocking more than 175,000 automotive parts and accessories - from trailers and roof racks for the family car, to specialist engines and the management equipment for the mechanic's workshop. Exego Group's other business units – Ashdown-Ingram, McLeod Accessories and Motospecs – are well-respected suppliers to the motor vehicle and motorcycle trade.

Working closely with Riverbed partner XSI, Exego Group deployed 17 Riverbed [Steelhead® appliances](#) across its wide area network (WAN), resulting in more than threefold improvement in [application performance](#) – primarily for e-mail communications – while at the same time reducing the need for more expensive broadband links to connect its offices on both sides of the Tasman. Exego Group has also deployed 30 licenses of Riverbed [Steelhead Mobile](#) for its travelling executives.

“We are continually updating our network to create a more efficient IT infrastructure,” says Exego Group's technical services manager for Australia and New Zealand, Garry Cleaver. “With limited bandwidth, both in-country and internationally, we wanted to improve the performance of existing and future applications, without having to buy more bandwidth.”

“After comparing the functionality of WAN optimisation offerings from multiple vendors, it was clear that Riverbed gave us the performance benefits and ease-of-deployment we needed, at the right price point. We felt that Riverbed gave us a broad optimisation solution – not only for email communications but also other critical applications. The improved performance Riverbed delivers has allowed us to implement additional applications with no performance problems or additional WAN costs,” said Cleaver.

Since deploying the Riverbed Steelhead appliances, Exego Group has quantified a total data reduction across its network of 61 percent, hitting peaks of up to 80 percent for various applications. Overall bandwidth capacity has increased 2.6X, while network performance gains of up to 3.5X across the

network are now commonplace. In one example, 15 users experienced performance issues with Lotus Notes until the Steelhead appliances were installed. With the Riverbed deployment, the email application performance problem for those users has been solved by effectively tripling the WAN throughput, making a 512Kb link perform as if it was 1.5Mb. Exego Group currently routes almost 200GB of Lotus Notes traffic across its WAN at any one time.

Improving Communications for the Mobile Workforce

Because of increased bandwidth usage by mobile executives, Exego Group also deployed Steelhead Mobile as an extension of its branch-based Steelhead appliances.

“Our executive teams use 3G wireless connectivity on the road, which can be very expensive to run, especially when they’re working with large files and having to share them with other teams,” says Cleaver. “As with the initial Steelhead appliance deployment, we’ve found it very easy to extend the performance and cost benefits of bandwidth optimisation to our mobile workers with Steelhead Mobile. Our mobile laptop users truly notice improved application performance while they are on the road.”

“From an administrative perspective it couldn’t be easier, because any new devices are automatically ‘sensed’ and configured by the Steelhead appliances and instantly become part of the extended network,” Cleaver adds. “The biggest change from what we had before is that activity peaks have essentially been ‘flattened’; whereas previously during busy periods network activity would peak sporadically, those peaks are much flatter now since we are using less bandwidth, resulting in overall performance improvements across the board.”

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 cost savings resulting from 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.

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