



## **Riverbed Extends WAN Optimisation Leadership with New Virtual Steelhead**

*Virtualised Solution Broadens WAN Optimisation Deployment Flexibility for Virtual Data Centers, Ruggedised Environments and Space Constraints*

**Sydney July 23, 2010** – Riverbed Technology (NASDAQ: RVBD), the IT performance company, today announced the release of Virtual Steelhead™, a virtual version of its Riverbed® Steelhead® wide area network (WAN) optimisation appliance. With the release of Virtual Steelhead, Riverbed is extending the reach of its market-leading WAN optimisation solutions. Virtual Steelhead enables customers to deploy Riverbed WAN optimisation solutions in a wider range of environments that may have specialised requirements, such as ruggedised environments or environments with space limitations, as well as data centers that have been heavily virtualised. Enterprises and governments now have the freedom to choose among physical Steelhead appliances, Steelhead Mobile software and Virtual Steelhead as best suits their various locations. Additionally, service providers and systems integrators that deliver managed services based on Riverbed WAN optimisation now have the option to deliver a virtualised solution.

The award-winning Riverbed Steelhead product family offers organisations of all sizes acceleration of applications and data regardless of location. Riverbed WAN optimisation solutions speed application performance in some cases by up to 100 times, making the WAN feel more like the LAN. More than 8,300 customers, across a wide range of markets, have implemented Riverbed WAN optimisation solutions to improve remote and mobile employee productivity, enable private clouds, and provide enterprise-wide network and application visibility. As enterprises and government organisations have demanded more deployment options, Riverbed has developed innovative WAN optimisation solutions with mobile, physical and now virtual form factors.

With the introduction of the Virtual Steelhead, built for the VMware vSphere™ Platform, organisations have the flexibility to provide anywhere access for employees from a comprehensive set of solutions that meets the needs of customers in any environment.

“Our server infrastructure is 80% virtualised today. The option to extend virtualisation to a WAN optimisation solution based on Riverbed’s best-of-breed Steelhead appliance will enable our continued effort to reduce our IT hardware footprint. Virtual Steelhead is built on a proven WAN optimisation solution. Virtualisation is an innovative way to handle consolidation, cost-control

measures, and even green initiatives," said Searl Tate, director of engineering at Paul Hastings, a global law firm.

### **Getting Acceleration in a Wider Range of Environments**

The Virtual Steelhead offers customers greater flexibility to deploy Riverbed WAN optimisation technology in a wider range of environments that have specialised needs and require resilience and customisation, while still offering simplified management. With the Virtual Steelhead, a virtualised WAN optimisation solution can now be deployed in virtualised data centers, as well as on hardened military or first responder equipment, news vans and construction trailers that are in rugged environments or where a Steelhead appliance won't fit due to physical space limitations.

"As organisations continue to migrate toward consolidated and virtualised data centers, enterprises are turning to WAN optimisation to maximise IT performance and keep end users connected to their data and applications. With the launch of Virtual Steelhead, Riverbed is providing customers with a new option that extends the reach and flexibility of its WAN optimisation to new environments that often have specialised physical requirements," said Zeus Kerravala, distinguished research fellow, Yankee Group. "The Virtual Steelhead enables organisations to overcome performance challenges in a variety of environments, including military zones, emergency scenarios with first responders and transient worksites."

"The Virtual Steelhead appliance will allow us to deploy WAN optimisation to remote locations with satellite links as the only means of data communication," said Jon Rudol, senior systems engineer of FHI, a global health and development organisation. "We see great optimisation benefits with the Steelhead appliances today, and believe the Virtual Steelhead will only further our gains, by allowing us to reduce our hardware footprint, especially since most of our field offices are severely space-constrained and subjected to harsh environmental conditions."

Virtualisation in the data center holds the promise of improved server utilisation, more rapid deployments and lower power consumption. With this release, organisations can virtualise the Steelhead appliance in these environments. The virtualised platform gives customers the ability to leverage existing virtual infrastructure and scale on demand. Additionally, enterprises and governments are able to update and upgrade all of their Virtual Steelhead deployments from a central location as IT resources may not be available locally. The Virtual Steelhead is available in a wide range of configurations, up to a Steelhead 2050H model appliance equivalent.

"Our customers will benefit from Riverbed's Virtual Steelhead built to run on the VMware vSphere™ platform to provide optimum performance in virtualised environments," said Parag Patel, vice president, Global Strategic Alliances at VMware. "The new solution is designed to

enable customers to extend the effectiveness of virtualised data centers and an assortment of unique environments without compromising performance or productivity regardless of location.”

### **Managed Virtual Steelhead Service**

Many customers have chosen WAN optimisation as a managed service to optimise their bandwidth usage while simultaneously consolidating their IT infrastructure, which reduces their IT complexity and overhead. With the Virtual Steelhead, managed service providers can offer Riverbed WAN optimisation solutions in a virtualised platform without having to put an additional physical box in the customer location, making provisioning easier and allowing customers to more cost-effectively reap the benefits of application acceleration and IT consolidation with a flexible pay-as-you-grow model.

“Partnering with Riverbed allows us to deliver to our customers managed services as best-of-class IT performance solutions that are critical to the success of strategic IT initiatives, including virtualisation, IT consolidation and cloud computing,” said Jean Critcher, solution director at Orange Business Services, a Global level partner in Riverbed’s Service Provider program. “With Virtual Steelhead, Riverbed will enable us to plan our managed service development with a more innovative approach to our enterprise customers whose needs are especially concerned with more flexible deployment options in their virtualised data centers or specialised environment.”

Virtual Steelhead is expected to be generally available in Q3 2010.

### **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, including Virtual Steelhead, and statements relating to Riverbed’s ability to meet the needs of distributed organisations. These forward-looking statements involve risks and uncertainties, as well as assumptions that, if they do not fully materialise 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-Q filed with the SEC on April 30, 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) optimisation 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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