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### **Riverbed Appoints Westcon as a Distributor in Australia and New Zealand**

*New regional distributor extends reach for Riverbed WAN optimisation solutions*

**SYDNEY, AUSTRALIA, APRIL 22, 2010** – [Riverbed Technology](#), the IT performance company, today announced it had appointed Westcon Group as a distributor in Australia and New Zealand (A/NZ). Westcon, which already serves as a channel partner to Riverbed® in regions outside of A/NZ, will act as an indirect sales channel for Riverbed's award-winning wide area network (WAN) optimisation solutions in A/NZ, leveraging its sales force, technical capabilities, logistics services and breadth of customer relationships to cost-effectively distribute Riverbed IT performance solutions across the A/NZ region. Westcon joins Distribution Central and M.Tech as Riverbed distributors in Australia.

Westcon Group recently acquired Datastor, a Riverbed channel partner and leading distributor of storage, virtualisation and data centre solutions in New Zealand. Westcon's expertise in advanced network technology solutions is expected to further strengthen Riverbed's market coverage, support efficiencies and leverage to engage larger opportunities within the New Zealand market.

"Westcon's established channel program infrastructure will help us work more efficiently with many key service providers, systems integrators and value-added resellers," said Steve Dixon, managing director for Australia, New Zealand at Riverbed. "The partnership is expected to expand the route to market for our award-winning WAN optimisation solutions, as we look to assist enterprises and government organisations in overcoming the challenges associated with distributed workforces."

"We are very excited to offer Riverbed WAN optimisation solutions to our customers across the A/NZ region," said Leigh Howard, managing director for Westcon Group Australia.

"Riverbed is a great fit within our Datacentre and Storage practice, where branch-office, data centre consolidation and virtualisation solutions are designed and built for our reseller customers.

"Westcon's continued product strategy is to work with leading technology vendors in building out complementary eco-system solutions and services, and Riverbed is a perfect vendor partner in this regard," continued Howard.

To learn more about Westcon's Riverbed offerings, please contact Westcon Group on 1800 646 112.

### **Forward Looking Statements**

This press release contains forward-looking statements, including statements relating to the expected demand for Riverbed's products and services, statements relating to Riverbed's expectations or goals regarding sales growth in Australia and New Zealand, 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 Westcon Group**

Westcon Group is the world's leading specialty distributor of advanced network technology solutions.

Through its Westcon and Comstor brands, Westcon Group is a significant sales channel for Avaya, Cisco, Check Point, EMC, Polycom and close to 100 other industry-leading vendors. Founded in 1985, Westcon Group has particular expertise in Converged Networking, Security and Storage. They specialise in the convergence of voice, data and video applications and technologies, including VoIP, network security and wireless and mobility-based connectivity as well as storage, virtualization and datacenter requirements.

Westcon Group's Westcon and Comstor business practices offer significant benefits to its networking and communications equipment vendor partners as well as its reseller, systems integrator and service provider customers. For vendors, Westcon Group acts as an indirect sales channel, allowing use of its sales force, technical capabilities, logistics services and breadth of customer relationships to cost-effectively distribute vendors' networking and communications products across six continents including the Americas, Europe, Emerging Markets and Asia Pacific regions. For more information, visit <http://www.westcongroup.com>

### **About Riverbed Technology**

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 is available at [www.riverbed.com](http://www.riverbed.com).

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