

CORPORATE OVERVIEW: Riverbed Technology

Riverbed Technology, Inc. (Nasdaq: RVBD) is the performance leader in wide-area data services (WDS) solutions for companies worldwide. Riverbed's WDS solutions enable organizations with more than one office to overcome a host of severe problems, including poor application performance and insufficient bandwidth at remote sites.

Riverbed's award-winning Steelhead® WDS appliances speed the performance of applications between distributed sites, typically by five to 50 times and in some cases up to 100 times, enabling companies to consolidate IT, improve backup and replication processes to ensure data integrity, and realize significant capital and operational cost savings. By providing optimizations that are orders of magnitude greater than what users experience today, Riverbed is changing the way people work – and enabling, for the first time, a distributed workforce that can collaborate as if they were local.

Solutions

Riverbed's products are powered by the Riverbed Optimization Systems (RIOS™) software platform, which is based on patented technologies that address four main solution areas in a simple-to-deploy IT appliance:

- **Application Acceleration** – Riverbed accelerates all TCP traffic – Mail, File transfers, FTP, Web, Notes, Dbase, ERP, backup applications, and other key enterprise applications – delivering LAN-like performance that dramatically improves collaboration, file sharing and productivity for distributed enterprises.
- **WAN Bandwidth Optimization** – Riverbed eliminates all redundant WAN traffic, effectively expanding bandwidth by a factor of 10 or more. This reduces congestion, makes room for other applications, and enables network managers to delay or avoid WAN bandwidth upgrades, or even de-provision their current bandwidth.
- **IT Infrastructure Consolidation** – Riverbed enables network architects to consolidate file servers, email servers, NAS and tape libraries from remote offices to data centers – without degrading end user performance. Successful site consolidation cuts IT maintenance and management costs dramatically.
- **Backup & Replication Acceleration** – Riverbed reduces backup windows and transfer times for applications like SnapMirror, s-copy, and others – enabling organizations to quickly and securely back up and replicate data across the WAN from systems that are hundreds, or even thousands of miles from the data center.

Customers & Partners

Riverbed has deployed thousands of Steelhead appliances to support tens of thousands of remote workers on every continent in the world. Steelhead appliances have been deployed in organizations ranging from the world's largest corporations with offices around the globe to small companies with a couple of sites that are only a few miles apart.

Riverbed's solutions serve a wide range of industries that face challenges transferring files and data among offices, including architecture, engineering, and construction; manufacturing; finance and banking; legal, insurance, and other professional services; and domestic and foreign government agencies.

Riverbed's products are available worldwide through an extensive network of channel and OEM partners, as well as directly from Riverbed.

Background

Riverbed is a publicly-held company based in San Francisco, CA. Riverbed has operations in every major country across the globe, including offices in the UK, France, Germany, the Netherlands, Italy, Spain, Switzerland, Australia, Singapore, China, Japan, Korea, Hong Kong, India, and South Africa.

Management Team

The Riverbed executive management team is comprised of seasoned veterans with a rich combination of industry-specific knowledge, leadership expertise, and enterprise and startup experience, from companies including Inktomi, Cisco, EMC, Oracle, HP, and FastForward Networks.

- Jerry M. Kennelly – CEO
- Dr. Steve McCanne – CTO
- Dr. Mark Stuart Day – Chief Scientist
- Randy Gottfried – CFO
- Eric Wolford – SVP Marketing and Business Development
- David M. Peranich – SVP Worldwide Sales

Industry Recognition

- *InfoWorld* Technology of the Year 2007, 2006, and 2005: Best WAN Accelerator
- Positioned by Gartner as a Leader in the WAN Optimization Controller Magic Quadrant 2006
- *eWeek* Excellence Award 2006
- *Network Computing* Well-Connected Award 2006
- *Byte & Switch* Big Bytes Award 2006
- *eWeek* Top Products of the Year and Top 5 Storage Developments 2006
- *Computer Business Review* 10 Most Influential Companies in Storage 2006
- *Network World* All-Star Award 2006 for Riverbed Customer HHS
- *Wall Street Journal* Technology Innovation Award 2005