

The Application Performance Company

“It was important to have a lean and agile IT organization that was more about innovation and change than just ongoing maintenance and support of the existing environment. With help from Riverbed, we’ve achieved the leanness, performance and agility I wanted.”

Timothy Weaver, VP/CIO, Del Monte Foods

Riverbed is the Application Performance Company™. We know application performance end-to-end and inside and out. Delivering high performance over long distances has been our focus since Jerry Kennelly founded Riverbed in 2002. We’ve helped over 27,000 customers solve the world’s toughest application delivery challenges since we launched the first WAN optimization appliance in 2004, Riverbed® SteelHead™, and we’re still the market leader a dozen years later. Along the way, much has changed.

Revolutionizing Application Performance in a Cloud-Centric World

Today, Riverbed provides an architecture for maximizing application performance in a cloud-centric world. We give business and IT leaders the tools to understand, optimize, simplify, and protect their apps and data, even as the underlying infrastructure grows ever-more complex with apps in the cloud and on-premises running over the Internet and private networks. In short, Riverbed provides the keys to extraordinary application performance across the hybrid enterprise:

Unified Visibility

First, Riverbed enables end-to-end visibility so businesses can understand what is happening with apps at every stage. Riverbed® SteelCentral™ provides unified, cross-domain visibility into app performance from the code to the network it runs across all the way out to the end-user experience. We blend this performance data in tailored dashboards designed to bridge the traditional disconnect between business and IT with visualized insight and actionable analysis. IT and business owners can now not only react to performance issues, but can collaborate to proactively size and tailor the network to avoid issues and outages in the first place.

Application-Defined Networking

Second, Riverbed revolutionizes networking with Riverbed® SteelConnect™, our new SD-WAN solution with a unique application-defined approach to networking. SteelConnect provides a new experience for both IT and business, making deploying and managing network services as intuitive as downloading apps onto your smart phone and as instant as spinning up compute and storage resources into a public cloud. SteelConnect replaces the time-consuming, error-prone manual configuration of routers with a virtual network design based on plain-language business policies, such as “Send all business traffic over secure VPNs”. These designs can be instantly deployed across the enterprise with zero-touch provisioning, with changes orchestrated just as easily via the powerful policy engine. SteelConnect provides seamless connectivity from the cloud to the data center to the edge with a complete line of WAN gateways, LAN switches, Wi-Fi access points, and mobile clients, all orchestrated with an intuitive graphical portal.

Software-Defined Edge

Finally, application performance is all about the “edge”—the remote offices and branch offices (ROBO) where most employees work and most business gets done. When a company has hundreds or thousands of remote sites, having data that remains vulnerable, managed at each remote facility by non-IT or offsite personnel, presents huge cost, performance, security, and business continuity challenges. Riverbed solves these problems by software-defining the edge so that remote site IT, just like any other app, can be quickly provisioned and managed from a central data center.

Instead of installing infrastructure at remote locations, it is all virtualized and centralized on a hyper-converged edge platform, under the expert management of IT pros. With Riverbed SteelFusion, branch employees get great application performance and the business gets much lower costs, faster agility, better data security, and guaranteed business continuity.

The Riverbed Application Performance Platform™ brings these solutions together into an integrated architecture for application performance that helps with:

- **Visibility:** See and understand what’s going on with your apps and services. Get clear visibility spanning the entire enterprise from cloud to branch to data center to user, giving you the insights you need to make the best business decisions with confidence in the support of IT.
- **Performance:** Optimize the performance of apps and services for the best possible user experience, whether for employees, partners, or customers, wherever they’re located, and whatever devices and networks they’re using.
- **Security:** Protect your company assets and customer data to avoid financial and brand repercussions.
- **Agility:** Simplify and automate infrastructure so you can respond quickly to change to gain competitive advantage.

Together with Our Partners

Riverbed works with a global and diverse ecosystem of partners who deliver a range of implementation, integration, and value-added services that extend the value of our platform. Today, partners are more important than ever to customers during the digital transformation that is rapidly changing the global business landscape. Riverbed partners can help make the transformation painless and successful with solutions and managed services for any-size company in any industry in any region of the world.

5 Facts About Riverbed That You May Not Know

1. Riverbed is recognized as a market leader and admired for our technology excellence and “products that work as advertised”.

- We pioneered WAN Optimization with SteelHead and have led the market for 12 years—today with over 50% market share.
- SteelHead has been named a “Leader” in the Gartner Magic Quadrant for WAN Optimization for 9 consecutive years.
- SteelCentral has been named a “Leader” in the Gartner Magic Quadrant for Network Performance Monitoring and Diagnostics for 3 consecutive years, and is a “Challenger” in the most recent Magic Quadrant for Application Performance Monitoring Suites.
- Riverbed has more than 27,000 customers worldwide, including 97% of the *Fortune* 100 and 98% of the *Forbes* Global 100.

2. Riverbed’s Application Performance Platform gives CIOs unprecedented visibility, optimization, control, and agility across the entire hybrid enterprise.

- **Riverbed® SteelCentral™**—complete performance management and control suite that uniquely provides unified visibility spanning all aspects of user experience, application, and network performance.
- **Riverbed® SteelHead™**—industry’s #1 WAN optimization solution for accelerating delivery of all applications across the hybrid enterprise.
- **Riverbed® SteelConnect™**—application-defined SD-WAN solution that unifies network connectivity and orchestration of application delivery across hybrid WANs, remote LANs, and cloud networks with a complete line of WAN gateways, LAN switches, and Wi-Fi access points managed centrally from a cloud console.

- **Riverbed® SteelFusion™**—the first and only hyper-converged infrastructure solution designed to enable zero IT at the edge by centralizing 100% of branch data and servers into data centers and the cloud without compromising local performance or availability for workers at the edge.

3. SteelConnect offers a unique connectivity fabric that unifies networking across enterprise and cloud.

- Enables the virtual design of networks based on plain-language business requirements.
- Eliminates manual configuration of routers, automatically provisions resources remotely with zero-touch based on network policy overlays, and enables easy change management by changing only a single policy.
- Provides automated deployment and unified orchestration of networks and services with a line of secure WAN gateways, remote LAN switches, WiFi access points, and mobile clients.
- Enforces performance SLAs and security requirements for each application regardless of source or destination and enables seamless connectivity between infrastructure on-premises and in the cloud with the same global policy engine.
- Integrates into an architecture for application delivery in the digital age, the Riverbed Application Performance Platform.

4. We have deep local roots and global reach, and we are expanding.

- Our founder Jerry Kennelly continues to lead Riverbed as CEO and Chairman after 14 years.
 - In 2015, we partnered with **Thoma Bravo, one of the most successful private equity firms in the US**, to go private and in our first year have improved all financial success metrics from growth to profitability.
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- We are proudly based *in San Francisco as the second largest tech company* in the city, and are an integral part of the community.
 - In 2016, Riverbed was named one of the *Best Places to Work in the San Francisco Bay Area* for the fifth time by its employees and the *San Francisco Business Times* and *Silicon Valley Business Journal*.
 - We have employees all around the world including *South America, Canada, Europe, Asia, Africa* and *the Middle East*, and are always growing and expanding into new markets.

5. We have a world-class global partner ecosystem to ensure customer success.

- We are working with a broad, diverse ecosystem of partners to extend the value of our platform and deliver a range of implementation, integration, and value-added services. CRN has recognized our program as a 5-Star Partner Program since 2008.

- We are investing in incentives to help partners expand across three key areas: building an embedded solution and services program, driving joint engagement, and accelerating repeatable revenue in the smaller enterprise and mid-markets.
- We are adding a new track to our partner program for Managed Services and making focused investments and refinements to our Value-Added Distributor program.
- We are launching pilot programs for Managed Services sold via the channel with subscription licensing and pricing, and an Authorized Consulting Partner track to enable key partners to better support customers by delivering Riverbed franchise professional services.

At a Glance

Company Information

- Founded in 2002
- Headquarters: Riverbed Technology
680 Folsom Street, San Francisco, CA 94107 USA
- Customers: 27,000+ (including 97% of the *Fortune* 100 and 98% of the *Forbes* Global 100)
- Employees: 2,500 in 73 offices across 37 countries
- Revenues (non-GAAP): FY '14 revenue was \$1.1 billion, up 3% compared to FY '13
- Riverbed is the second largest technology company headquartered in San Francisco, by annual revenue (after Salesforce.com)

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About Riverbed

Riverbed Technology, the leader in application performance infrastructure, provides the most complete platform for the hybrid enterprise to ensure applications perform as expected, data is always available when needed, and performance issues can be proactively detected and resolved before impacting business performance. Learn more at riverbed.com.

