

# Riverbed Cascade Saves You Money

Five ways Cascade can save you money!

We realize that, especially in today's economic environment, the last thing our customers need is just another management tool. That's why Riverbed is focused on providing solutions that deliver a superior return on your investment. As any of our 200+ enterprise customers will attest, Cascade accelerates your existing workflows, augments existing management resources, optimizes the use of skilled resources, provides information to help you avoid costly security and performance events, and provides value across multiple operations groups. As a result, you save on both operating and capital expenditures.

## 1. Reduced MTTR

Cascade's unique end-to-end view of the application delivery path expedites the troubleshooting process for both security and application delivery events. As a result, IT understands the inter-relationships among all the applications and the network and server components that work together to deliver application services to business users.

### Value

- ✓ Behavioral analysis reduces the "noise" and missed events typical of threshold-based solutions.
- ✓ Action-oriented alarms provide context for security and application delivery events including most probable cause.
- ✓ Integrated data model that incorporates network, server, application and response time data as well as rich integrations with other management tools to streamline troubleshooting workflow.

### Savings

- \$ Reduces revenue loss from business service disruptions.
- \$ Reduces troubleshooting man-hour requirements of highly skilled network and security staff.

## 2. Minimal Hardware Deployment

One of the common contributors to Riverbed's success in winning customers is our ability to provide visibility and security with a minimal deployment of devices such as IDS sensors or network probes. Our lightweight deployment model scales by number of data centers as opposed to WAN links or remote sites

### Value

- ✓ Application response-time and layer 7 visibility into Web-based application traffic without the need to deploy large numbers of network probes.
- ✓ Compliance with intrusion detection regulatory requirements without large numbers of IDS sensors.
- ✓ Integration with existing data sources and management systems.

### Savings

- \$ Significantly reduces capital expenditures required to reach full deployment.
- \$ Eliminates operations expenses related to maintaining remote hardware and agents.

## 3. Optimized Use of Skilled Staff

Riverbed's focus on ease of implementation and accelerating workflows reduces the amount of time spent by skilled staff on management processes.

### Value

- ✓ Intuitive navigation and UI allow network, security, and data center personnel to view the same infrastructure from their unique perspectives.
- ✓ Pivot tables — based on a data model that integrates user, network, servers, and applications — answer significantly more questions than competitive implementations before requiring you to turn to another tool.
- ✓ User-defined policies, self-learning analytics, and rich context alerting minimize the time spent interacting with the management system for planning, troubleshooting, and proactive management.

### Savings

- \$ Increases the percentage of workflow that can be completed at a lower pay scale.
- \$ Frees up highly skilled personnel for problem avoidance and planning activities, eliminating the need for costly outside resources.
- ☞ Reduces the overall operational expense of network, application, and security management processes.

## 4. WAN Bandwidth Rationalization

Riverbed customers can avoid costly bandwidth upgrades by identifying and minimizing non-business use of expensive WAN resources.

### Value

- ✓ Layer 7 visibility into Web-based application traffic allows you to discriminate between non-business use of the Internet and Web-based business applications.
- ✓ Historical usage views allow identification of batch and back-up processes interfering with time-critical applications during peak activity periods.

### Savings

- \$ Assists prioritization of WAN links that would most benefit from optimization, enabling you to focus capital expenditures for best results.
- \$ Identifies cases where bandwidth upgrades can be avoided, reducing ongoing WAN expense.

## 5. Minimized Business Service Outages

The Aberdeen Group estimates that, on average, outages and slowdowns affect revenues from business services by 9 percent. Cascade has unique abilities that enable early detection of and assurance against service disruption.

### Value

- ✓ Advanced analytics provide early detection of changes in numbers of user connections, response time, network availability, and bandwidth utilization that will adversely affect delivery of key applications and services.
- ✓ Rich context information, including most probable cause, is provided to accelerate problem resolution.
- ✓ User-defined policies enable truly proactive service assurance by mitigating problem recurrence.

### Savings

- \$ Significant reduction in the time required to restore disrupted services minimizes the operating cost of problem resolution.
- \$ Proactive assurance reduces the number of service-affecting incidents, thus maximizing services income.

**riverbed**

Think fast.™

### About Riverbed Technology, Inc.

Riverbed is the IT infrastructure performance company whose industry-leading WAN Optimization solutions give organizations an order-of-magnitude increase in the performance and value of their existing network, application, and storage infrastructure. With Riverbed, organizations no longer need to sacrifice IT strategy when cutting costs.

Riverbed frees business from common IT constraints by arming CIOs with WAN Optimization solutions that increase network throughput and application performance by up to 100 times; provide enterprise-wide network and application visibility; store three-to-10 times more data; and support distributed users better. Further, Riverbed lets companies achieve all this with the same amount of network bandwidth, storage and servers they have today. In fact, customers can often reduce their current IT infrastructure footprint after deploying Riverbed's products.

These capabilities may sound "unbelievable," yet they are market-proven by thousands of successful enterprise deployments. Riverbed helps budget-constrained CIOs extract more value from their IT infrastructure without requiring significant upgrades to support operations in their data centers, remote offices or for their mobile users. With Riverbed, CIOs can effectively navigate this era of tight or shrinking budgets while continuing to support today's fluid, ever-changing, and increasingly dispersed enterprises.

Thousands of the world's most demanding businesses, including half of the Forbes Global 100, trust Riverbed to make their IT infrastructure faster, less expensive and more responsive – by an order of magnitude.

Riverbed: Believe it.

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