



## Tier3 Leverages New Riverbed Offerings

### Tier3 Technologies' CEO Michael Paynter on Riverbed's Expanded Solutions

Riverbed Technology announced on February 1<sup>st</sup> that it is evolving its Steelhead® product family, which is used by thousands of global organizations to accelerate the performance of applications over wide area networks (WAN). The new product families allow organizations to meet their top IT performance priorities, from accelerating application performance worldwide to completely consolidating remote office infrastructure into the data center.

***"Working with global organizations, we've seen two types of IT initiatives. There are organizations that want WAN optimization for its core function – to increase the performance of applications over the WAN for their distributed offices. There are other organizations that have a primary focus on consolidating their entire infrastructure,"*** said Michael Paynter – CEO of Tier3 technologies, ***"these new high-performance product series meet the needs of both client types."***

The Steelhead product family is powered by the Riverbed Operating System (RiOS®) software, which solves application performance problems to overcome bandwidth and geographical limitations to improve productivity and enable global collaboration. Tier3 clients utilizing Riverbed WAN optimization have reduced bandwidth consumption by 65% to 95% and accelerated application performance from five to 50x, even up to 100x in some cases.

"Performance is paramount in our business. The speed at which our attorneys can access, modify and send documents is vital," said Sean Power, CIO at Lathrop and Gage. "I'm impressed by the evolution of the Steelhead product family; the new Steelhead appliances have more memory, processing power and throughput



than previous models. As Steelhead appliances have demonstrated their worth every day and cemented themselves into our network as key devices in our WAN performance strategy, this is exactly what I've been looking for from Riverbed."

**Branch Office Consolidation:** Every Steelhead EX appliance features the VSP, similar to the Riverbed Services Platform (RSP) that runs on the xx50 series, which has a dedicated platform that runs virtual services and enables greater consolidation in branch offices. With the VSP, each appliance is designed to leverage VMware virtualization technology to run virtualized instances of an organization's own services, including DNS, DHCP, Active Directory, print serving, streaming media, security service or 3rd party software.

***"Leveraging the ability to deploy multiple virtual servers on a single appliance, our clients can eliminate the cost and complexity of administering branch office infrastructure. With this innovation, companies can now easily and affordably realize the elusive 'branch office in a box'. All of this while simultaneously realizing the massive WAN speed improvements that already come with these appliances,"*** according to Paynter.



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**Remote Server & Storage Consolidation to the Data Center:** The Steelhead EX series can also be upgraded to include Riverbed Granite™. This revolutionary new product enables a new architectural approach called edge virtual server infrastructure (edge-VSI) that does for edge servers what virtual desktop infrastructure (VDI) did for desktops: it allows IT to consolidate and manage all edge servers in the data center. But unlike VDI, edge-VSI does this while delivering 20-50% lower total cost of ownership (TCO).

With Granite, global enterprises can achieve complete consolidation of edge applications, servers and storage to the data center, while delivering services to the edge of the enterprise as if they were local. Edge-VSI is complementary to WAN optimization, accelerating performance for applications and use cases not addressed by any WAN optimization approach today. Organizations that deploy Granite are expected to save up to 50% over traditional approaches to managing distributed infrastructure by eliminating costly backup and recovery processes in remote locations, consolidating underutilized edge servers and storage, and cutting many of the general IT administration costs including travel associated with managing infrastructure at the edge.

***“Our customers are very excited about this. Organizations have made tremendous investments in centralized Data Storage, but now they have the ability to fully extend Data Center storage to the edge of their network at LAN-like speeds and at a fraction of the cost of more traditional solutions,”*** said Paynter.

More than 16,000 organizations worldwide depend on Riverbed to understand, optimize and consolidate their IT infrastructure, through solutions that overcome

performance issues caused by distance, distributed computing, and ever increasing amounts of data. As IT organizations embark on strategic initiatives to virtualize, consolidate and migrate workloads into cloud environments, users are moved farther from their data, and slow applications, file transfers and inefficient websites negatively impact the performance of these initiatives. Tier3 Technologies transforms IT performance by providing solutions spanning WAN optimization, application-aware network performance management (NPM), application delivery, web content optimization (WCO), and cloud data protection for backup, archive and disaster recovery. By providing the broadest portfolio of performance solutions that deliver anywhere, any application optimization, Tier3 enables organizations to increase productivity and efficiency, while enhancing business resilience and controlling costs.

***“Our focus at Tier3 Technologies has always been on end-to-end Network performance combined with cost reductions for our clients. I am excited about how these new technologies from Riverbed align with our commitments to our customers,”*** concluded Paynter.