



Riverbed and Fortinet Form Alliance to Deliver Best-Of-Breed Unified Security and WDS for Distributed Enterprises

Riverbed Technology, Inc. (Nasdaq: RVBD), the technology and market leader in wide-area data services (WDS), and Fortinet, a pioneer and leading provider of unified threat management (UTM) solutions, today announced an alliance that enables the two companies to deliver complementary best-of-breed security and application acceleration solutions to enterprise customers for managing their distributed workforces.

Through Fortinet's Elite-level membership in the Riverbed Technology Alliance (RTA), Fortinet, Riverbed and their channel partners can immediately provide security and WDS solutions for remote offices, data centers and mobile workers that are functionally superior to those of competing alternatives.

"Together, Riverbed and Fortinet address the need that enterprises have to secure their data; accelerate the performance of applications running on wide area networks (WANs); and reduce IT infrastructure complexity and costs," said Mark Williams, principal architect for enterprise infrastructure at Mercury Insurance. "Implementation of two market-leading technologies such as WDS solutions from Riverbed and Fortinet's ASIC-accelerated integrated security appliances should meet this need while instilling confidence in enterprise companies of all scales."

This partnership takes advantage of the complementary capabilities of the companies' two product lines and the ability to cross-sell to their broad global customer bases. Riverbed and Fortinet combined have nearly 30,000 customers, spanning enterprise vertical markets and service providers, and approximately 2,000 distributors and resellers who can benefit from the comprehensive solutions that this partnership will produce.

"As a provider of comprehensive IT solutions for global enterprise customers, HP Network Services certainly sees the need for unified security and application acceleration solutions to improve network security, performance and total cost of ownership," said Dan Socci, vice president of HP Network Services. "We've already had a successful partnership with Riverbed and Fortinet in delivering these services to customers in EMEA and look forward to expanding our relationship to other parts of the world."

Delivering Security and High-Performance

Enterprises across all industries are more geographically distributed and increasingly face the challenge of managing and delivering services to branch offices, telecommuters and other mobile workers. At the same time, IT is more decentralized than ever, creating performance and security issues. Reconciling these competing demands while at the same time delivering secure, high-performance applications and data over WANs is a challenge that many IT organisations currently face.

Fortinet, the confirmed worldwide UTM market leader according to IDC, provides ASIC-accelerated integrated security appliances, which are used by enterprises and service providers to increase their security while reducing total operating costs. Fortinet solutions were built from the ground up to integrate multiple levels of security protection – including firewall, antivirus, intrusion prevention, VPN, Web filtering, spyware prevention and anti-spam – designed to help customers protect against network and content level threats. Delivered via its flagship FortiGate® family of appliances, Fortinet provides a flexible and extensible platform of security applications and services that enable customers to deploy and centrally-manage the same comprehensive level of protection at remote locations as they have for headquarters and data center environments. In addition, Fortinet's virtualized network security allows enterprises to virtualize, or "divide" multi-threat security appliances into multiple, separately provisioned and managed instances through integrated virtual domain, or VDOM. Now, with this partnership with Riverbed, a distributed network topography no longer means making compromises in network security or performance.

"This alliance marks the coming together of two industry visionaries and leaders – Riverbed and Fortinet – to address enterprise requirements for keeping bad traffic out of the network and accelerating and securing known good traffic and applications," said Michael Rivers, vice president of corporate development for Fortinet. "Our approach of consolidating critical network security applications and services onto a single high-performance platform has proven successful in the market because it reduces the complexity and cost of securing a network. Our partnership with Riverbed offers a very complementary approach to addressing another key network requirement – acceleration of applications

and data over the WAN.”

WDS solutions from Riverbed accelerate applications and data for remote offices, data centers and mobile workers across WANs, making them run up to 100 times faster. The speed delivered by Riverbed WDS solutions allows organizations to be more nimble, flexible and competitive by enabling IT consolidation without sacrificing user performance, allowing higher productivity for remote offices, eliminating end user frustration caused by slow applications, dramatically shortening backup and replication times, reducing traffic on WANs, and even enabling mobile workers to be significantly more productive. To learn more, view Riverbed’s demo: www.riverbed.com/pr/jack.

“More than 3500 customers have chosen Riverbed,” said Alan Saldich, vice president of product marketing and alliances at Riverbed. “We deliver the industry’s best-performing WDS solutions for the applications that are important to business. And, we deliver that market-leading speed in a broad set of scalable solutions that integrate simply and easily into existing IT infrastructure, from the data centers at the world’s largest companies, down to single individuals using laptops. When our customers require a comprehensive security solution, we recommend that they select a best-of-breed solution such as Fortinet. By partnering with Fortinet, we are able to provide our existing and new customers a broad and more comprehensive solution versus our competitors.”

Both Riverbed and Fortinet have received industry-wide recognition from numerous analysts and product awards. The Riverbed Steelhead appliances and the Steelhead Mobile client software were most recently recognized by InfoWorld as a "Technology of the Year” for the best WAN Accelerator for the fourth consecutive year. Fortinet was declared the UTM market leader by IDC for all of 2006 and continues to lead the market as of the third quarter of 2007. Both companies continue to add successful customer implementations to their roster and showcase stellar competitive win rates. And, Gartner has named both Riverbed and Fortinet to the leader quadrant in their respective industry reports – the WAN Optimization Controllers Magic Quadrant, 2007 and the Enterprise Network Firewall Magic Quadrant, 2H07.

About Fortinet (www.fortinet.com)

Fortinet is the pioneer and leading provider of ASIC-accelerated unified threat management, or UTM, security systems, which are used by enterprises and service providers to increase their security while reducing total operating costs. Fortinet solutions were built from the ground up to integrate multiple levels of security protection--including firewall, antivirus, intrusion prevention, VPN, spyware prevention and anti-spam -- designed to help customers protect against network and content level threats. Leveraging a custom ASIC and unified interface, Fortinet solutions offer advanced security functionality that scales from remote office to chassis-based solutions with integrated management and reporting. Fortinet solutions have won multiple awards around the world and are the only security products that are certified in six programs by ICSA Labs: (Firewall, Antivirus, IPSec, SSL, Network IPS, and Anti-Spyware). Fortinet is privately held and based in Sunnyvale, California.

Steelhead Products

Riverbed’s WDS solutions enable organizations of all sizes to overcome a host of severe problems, including poor application performance and insufficient bandwidth at remote sites. By speeding the performance of applications between data centers, remote offices and mobile workers by five to 50 times and in some cases up to 100 times, Riverbed’s award-winning Steelhead WDS products enable companies to consolidate IT, improve backup and replication processes to ensure data integrity, and improve staff productivity and collaboration. Steelhead products 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 just miles apart. To learn more, view Riverbed’s demo:www.riverbed.com/pr/jack.

Forward Looking Statements

This press release contains forward-looking statements, including statements relating to the expected demand for Riverbed's products and services, 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 15, 2008. 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 Riverbed

Riverbed Technology is the technology and market leader in wide-area data services (WDS) solutions for companies worldwide. By enabling application performance over the wide area network (WAN) that is orders of magnitude faster than what users experience today, Riverbed is changing the way people work, and enabling a distributed workforce that can collaborate as if they were local. Additional information about Riverbed (Nasdaq: RVBD) is available at www.riverbed.com.

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