Riverbed WDS Solutions Deliver LAN-Like Performance Over Wide-Area Networks For VMware Environments

Riverbed's Award-Winning Steelhead® Appliances Allow Global and Regional Enterprises to Virtualize Data Access and Accelerate Collaboration Across Time Zones and Borders While Ensuring Business Continuity and Optimal Utilization of IT Resources

Riverbed Technology, Inc. (Nasdaq: RVBD), the performance leader in wide-area data services (WDS), today announced that its industry-leading Steelhead appliances now enable enterprises to efficiently collaborate across VMware environments, while at the same time centralizing and consolidating IT resources – all without sacrificing application performance. Joint Riverbed and VMware customers can now more efficiently replicate VMware environments to set up remote and branch offices backed by disaster recovery, all while experiencing performance improvements of up to 55x.

As a Premier Partner in the VMware Technology Alliance Partner (TAP) program, Riverbed is able to assure customers of interoperability between VMware’s virtualization solutions and Riverbed’s Steelhead WDS products. Riverbed is scheduled to speak about the WDS offering at VMworld 2007, September 11-13, 2007 in San Francisco in a one-hour session, BC39, titled, “Optimizing Data Protection for Virtual Environments with Deduplication and WAN Acceleration.” To learn more about the event, please visit www.vmworld.com.

Enterprise customers have already recognized the value of the Riverbed and VMware offering. When asked about the solution, Mandi Turner, director of information technology at Greenebaum, Doll & McDonald, a US-based business law firm with approximately 200 legal professionals in seven offices, serving local, national and international clients, commented, “The VMware and Riverbed solution delivers multiple benefits. First, they have allowed us to consolidate our IT. We’ve eliminated 66% of our servers, yet our remote staff is able to work as if they are local. Second, we’re now able to accelerate our virtualized data for disaster recovery by nine times. File transfers that once took six hours now take 20 minutes. Lastly, our WAN capacity has increased an average by 2.5X. Without the combination of these two products, we wouldn’t have been able to deploy this project.”

Cubist Pharmaceuticals, a rapidly growing biopharmaceutical firm that focuses on the development of anti-infective drugs, replicates VMware virtual machine images as part of a next generation disaster recovery strategy and has deployed Riverbed’s WDS solutions to accelerate that replication.

Michael Geldart, senior manager of computer operations at Cubist, described his VMware implementation as follows, “We're an early adopter and heavy user of newer enabling technologies, VMware being one of those. Two years ago, we embarked upon utilization of VMware Infrastructure as our primary virtualization platform. We now have roughly 90% of our Windows and Linux servers running inside of VMware ESX Server as a virtual machine, which allows us to do a snap of these machines and replicate them to other sites.”

When asked to describe the benefits of the Riverbed solution, Geldart stated, “The Steelhead products have given us unbelievable performance when replicating VMware virtual machines. For some of the common VMware snaps that we do on a regular basis, we now see upwards of 50 to 55x improvement in data transfer for a snap of a VMware machine, which is just incredible.”

“VMware is a premier provider of virtualization solutions, while Riverbed is the leader in WDS,” said Eric Wolford, senior vice president, marketing and business development at Riverbed. “Customers who deploy our solutions get additional economic benefits: ease of deployment and reduced cost of virtualized infrastructure in addition to the regular day-to-day performance benefits for remote users provided by Riverbed’s WDS. And, with the release of Steelhead Mobile, we have the potential to extend deeper into virtualized environments.”

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. By speeding the performance of applications between distributed sites by five to 50 times – and in some cases up to 100 times – Riverbed improves backup and replication processes to ensure data integrity, and improves staff productivity and collaboration. 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 just miles apart. To learn more, view Riverbed’s demo: www.riverbed.com/pr/jack.

Solutions providers around the globe are working closely with enterprise customers to realize the value of deploying both Riverbed and VMware products. Michael Paynter, managing partner of Tier 3 Technology, a Kentucky-based consulting and services company specializing in project management, business continuity planning, virtualization and WAN application acceleration, described how his firm is working with VMware and Riverbed, “We’ve built a business continuity and disaster recovery offering based on VMware Infrastructure 3 and Riverbed’s WDS solutions called the ‘Everready Services Platform.’ The offering allows us to meet our customers’ deployment, cost and performance objectives for ensuring data integrity and continuous operations, while delivering the added benefit of LAN-like application performance to users at remote sites.”

“By working with VMware and Riverbed, we are now able to meet recovery point objectives in 30 minutes, when 48 hours is seen as the gold

standard. And the time needed to replicate data has dropped dramatically. For example, we are now able to move Windows 2003 servers over a VPN and replicate 8-9 GB machines in 20-30 minutes. This would have taken 24-36 hours in the past,” Paynter continued. “The ease with which customers can implement these solutions and the incredible response times and cost reductions means that companies that in the past had paper-only disaster recovery strategies can now implement workable solutions easily and simply.”

About Riverbed Riverbed Technology is the performance 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.

Forward Looking StatementsThis 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-Q filed with the SEC on July 30, 2007. 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.

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