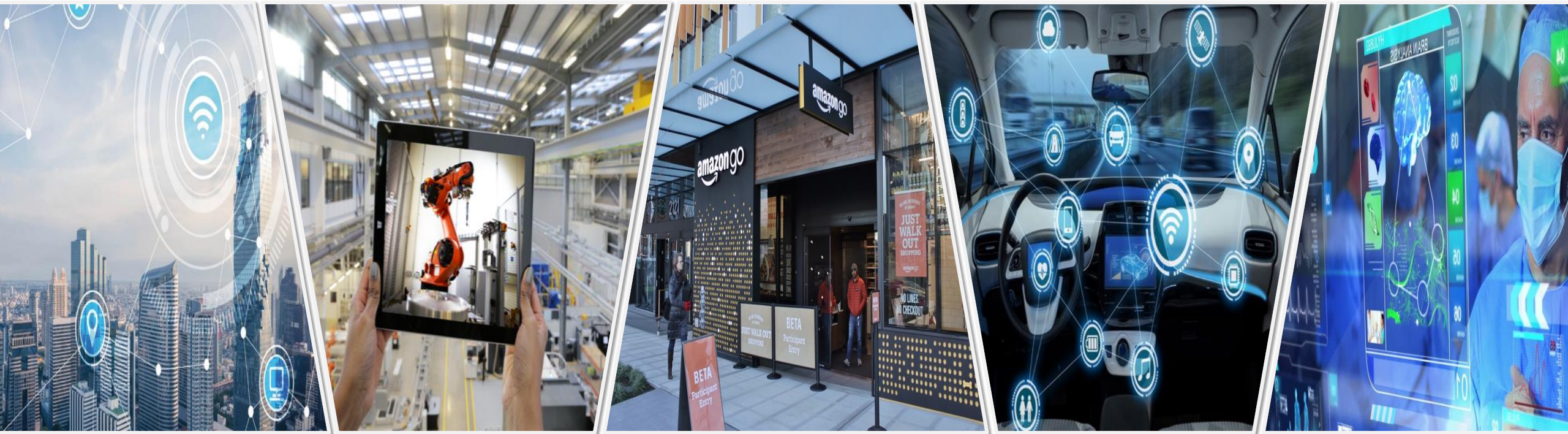# Riverbed Corporate Overview

Maximizing Performance in the Digital Era

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The Digital Performance Company

Our World Has Gone Digital
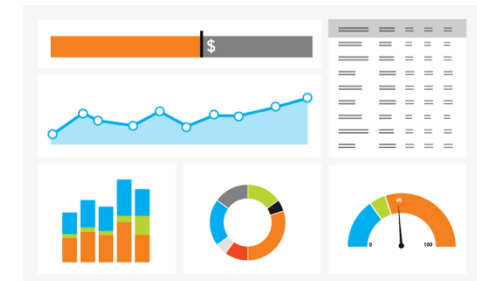
Catalysts For The Digital Revolution

Cloud

Mobile

Analytics

PERFORMANCE
IS CRITICAL IN THE DIGITAL ERA

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PERFORMANCE
IS NOT JUST
SPEED

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Customer Loyalty

NPS

Shopping Cart Completion

Productivity

Same Store Sales

Agility

Inventory Turns

PERFORMANCE

User Experience

Speed

Gross Margin

Security

Sales

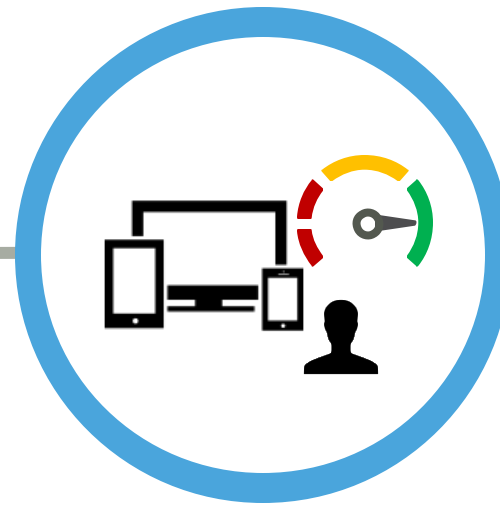**Outcomes**

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OUR PURPOSE

Rethink Possible.

Our Strategy:
Maximize Digital Performance

CLOUD NETWORKING   DIGITAL EXPERIENCE   CLOUD EDGE

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CLOUD NETWORKING

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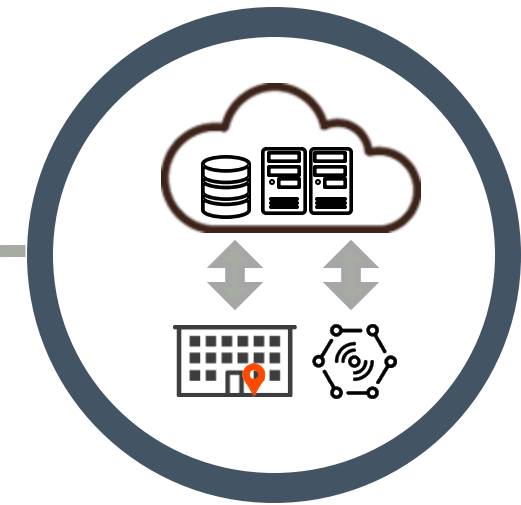
Networking Hasn't Kept Up With Cloud

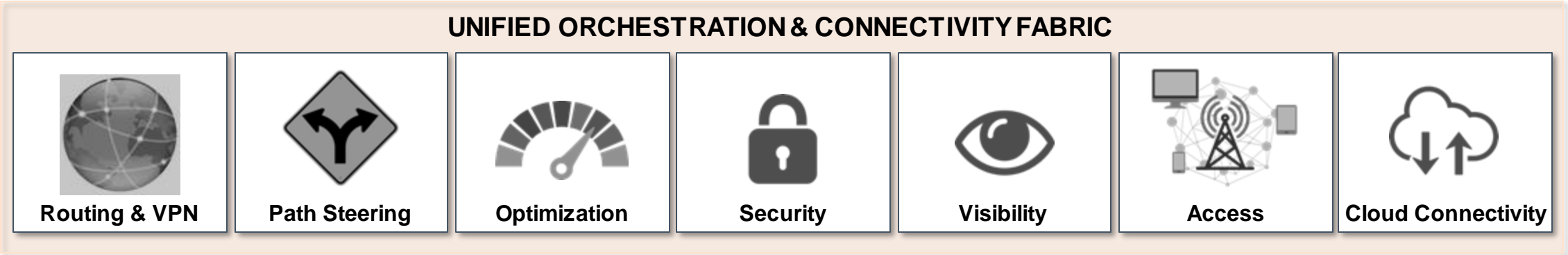| Routing & VPN	Path Steering	Optimization	Security	Visibility	Access	Cloud Connectivity

- **Lack of agility**
  - Different management tools for each part of the stack
  - Changes need to be made on each individual box
- **Harder to secure**
  - Direct Internet access at multiple locations
  - Remote and mobile users further expand IT perimeter
- **Unpredictable performance**
  - Limited visibility into encrypted apps and SaaS vendors
  - Limited capacity due to bandwidth-intensive apps

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Riverbed Cloud Networking

UNIFIED ORCHESTRATION & CONNECTIVITY FABRIC

Routing & VPN	Path Steering	Optimization	Security	Visibility	Access	Cloud Connectivity

← **SD-WAN** →

← **Gartner's WAN Edge Infrastructure** →

← SD-LAN →

← **RIVERBED CLOUD NETWORKING** →

Riverbed Cloud Networking

UNIFIED ORCHESTRATION & CONNECTIVITY FABRIC

Routing & VPN	Path Steering	Optimization	Security	Visibility	Access	Cloud Connectivity

- Business-aligned policies & orchestration
- Efficient app-based local Internet breakouts
- Integrated WAN optimization
- Cloud-based management
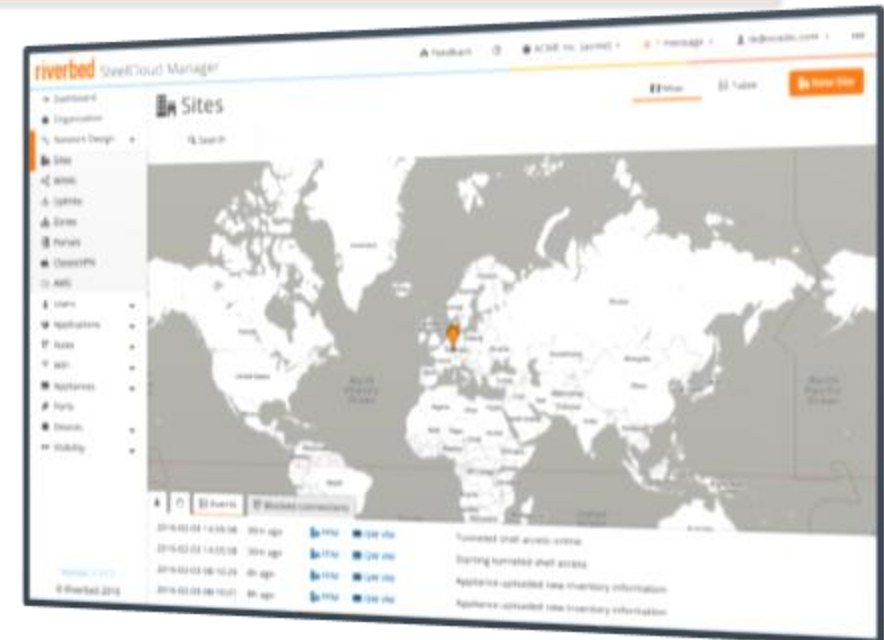
WAN Optimization Is Critical In Cloud Era

"We predict that, through 2019, more than half of all global-scale deployments of Microsoft Office 365 will experience network-related performance problems."

Gartner®

Network Design Best Practices for Office 365

Neil Rickard, Andrew Lerner, Bjarne Munch, 3 August 2016

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Riverbed Cloud Networking

UNIFIED ORCHESTRATION & CONNECTIVITY FABRIC

Routing & VPN	Path Steering	Optimization	Security	Visibility	Access	Cloud Connectivity

- Two-tier security capabilities
  - Native firewall
  - Best-of-breed partner integrations
- Native & real-time visibility to identify issues before users are impacted

Riverbed Cloud Networking

UNIFIED ORCHESTRATION & CONNECTIVITY FABRIC

| Routing & VPN | Path Steering | Optimization | Security | Visibility | **Access** | Cloud Connectivity |

- Next generation cloud based management
- Single policy framework across WAN & LAN
- Microsoft & Google integration to simplify access

Riverbed Cloud Networking

UNIFIED ORCHESTRATION & CONNECTIVITY FABRIC

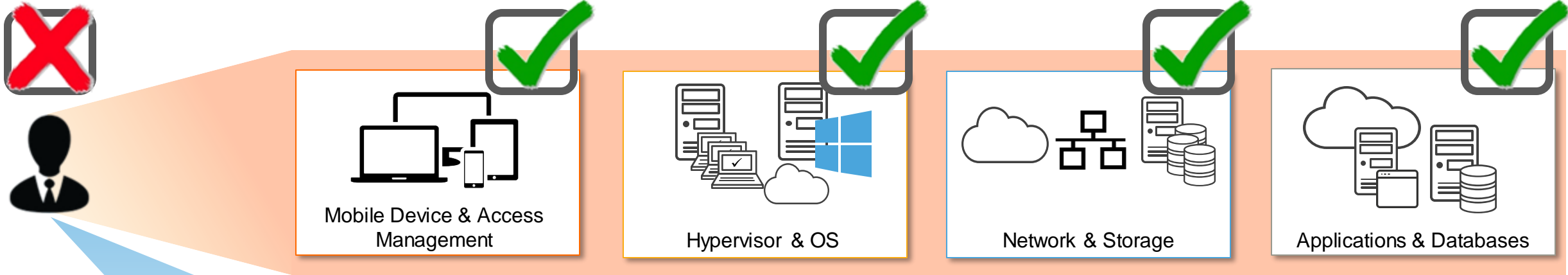| Routing & VPN	Path Steering	Optimization	Security	Visibility	Access	Cloud Connectivity

- Fully-automated "one-click" connectivity
- Intra-cloud, inter-region & inter-cloud networking
- Azure & AWS marketplace integration

DIGITAL EXPERIENCE

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Performance Monitoring Has Not Focused On The User

Mobile Device & Access Management	Hypervisor & OS	Network & Storage	Applications & Databases

- **My app is not responding**
- **It's slow when I execute a trade!**
- **My shopping cart crashed!**

Digital Experience Has Not Focused On The User

Mobile Device & Access Management	Hypervisor& OS	Network & Storage	Applications & Databases
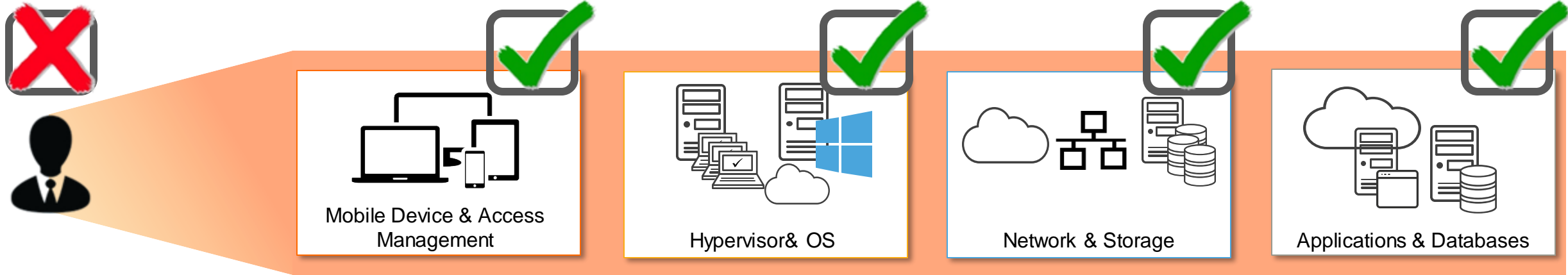
- **Point tools for each layer of the IT stack complicates monitoring**
- **Focus on digital experience of the end user is missing**
- **Inability to co-relate between layers impairs troubleshooting**

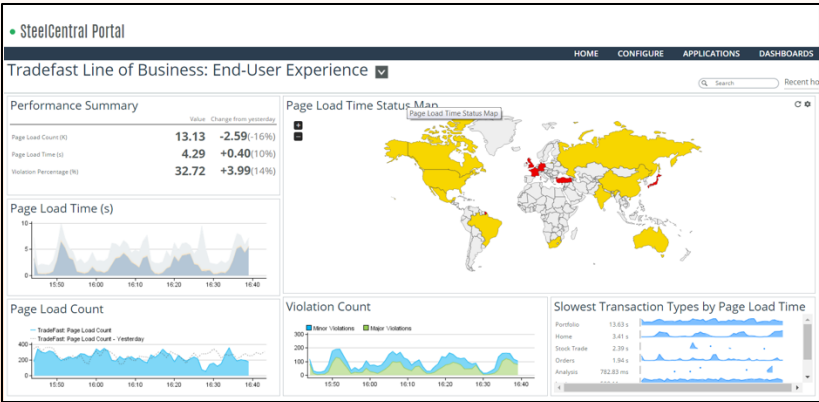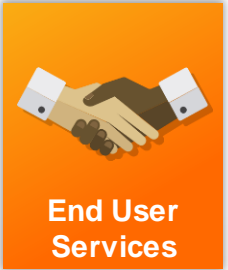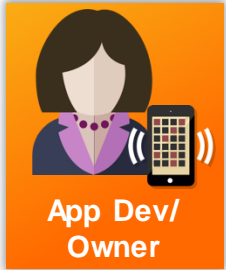# Point Tools Can't Manage The Digital Experience

Mobile Device & Access Management	Hypervisor & OS	Network & Storage	Applications & Databases
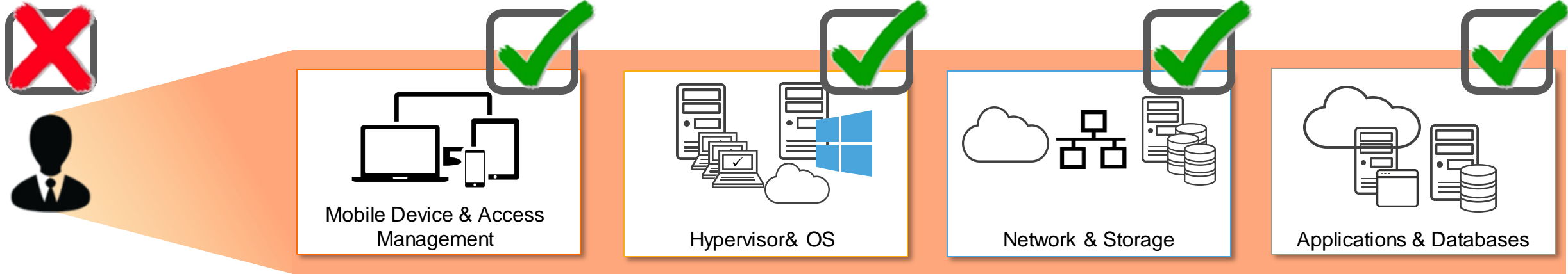
55% OF ENTERPRISES HAVE MORE THAN

10 PERFORMANCE MONITORING TOOLS[1]

45% OF ENTERPRISES REPORT MORE THAN

5 PERFORMANCE BLIND SPOTS

[1]Digital Enterprise Journal, Modernizing IT Operations for Digital Economy Research Study – Executive Summary, http://dej.io/2017/08/modernizing-it-operations-for-digital-economy-research-study-executive-summary/

Unified Digital Experience Management

IT Ops/ NetOps

App Dev/ Owner

End User Services

Business & IT Execs

Everyone Has Access To Same Dataset

Unified Digital Experience Management

End User Experience Monitoring	Network Performance Monitoring	IT Infrastructure Monitoring	Application Performance Monitoring
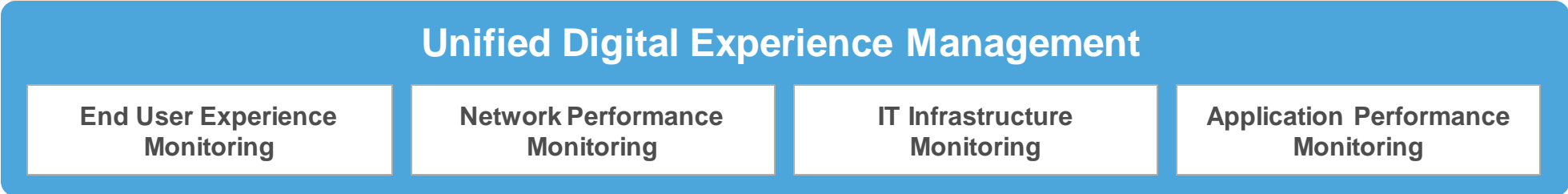
Unified Digital Experience Management
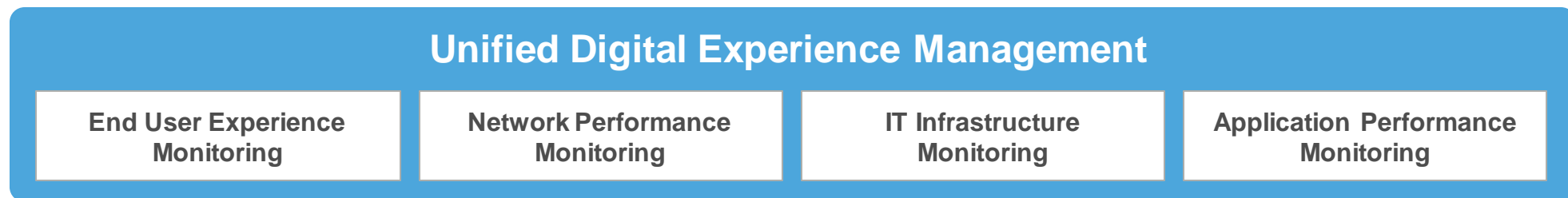
Overall Leader
Gartner MQ

3400+
Customers

300%
Avg. Productivity Gain

- Fully integrated insights across all users, apps, & devices
- Across on-premises & cloud deployments
- Smarter decisions and better policies for a superior user experience

Unified Digital Experience Management

End User Experience Monitoring	Network Performance Monitoring	IT Infrastructure Monitoring	Application Performance Monitoring

CLOUD EDGE

The Edge

Regional Offices

Branch Offices

Remote Locations

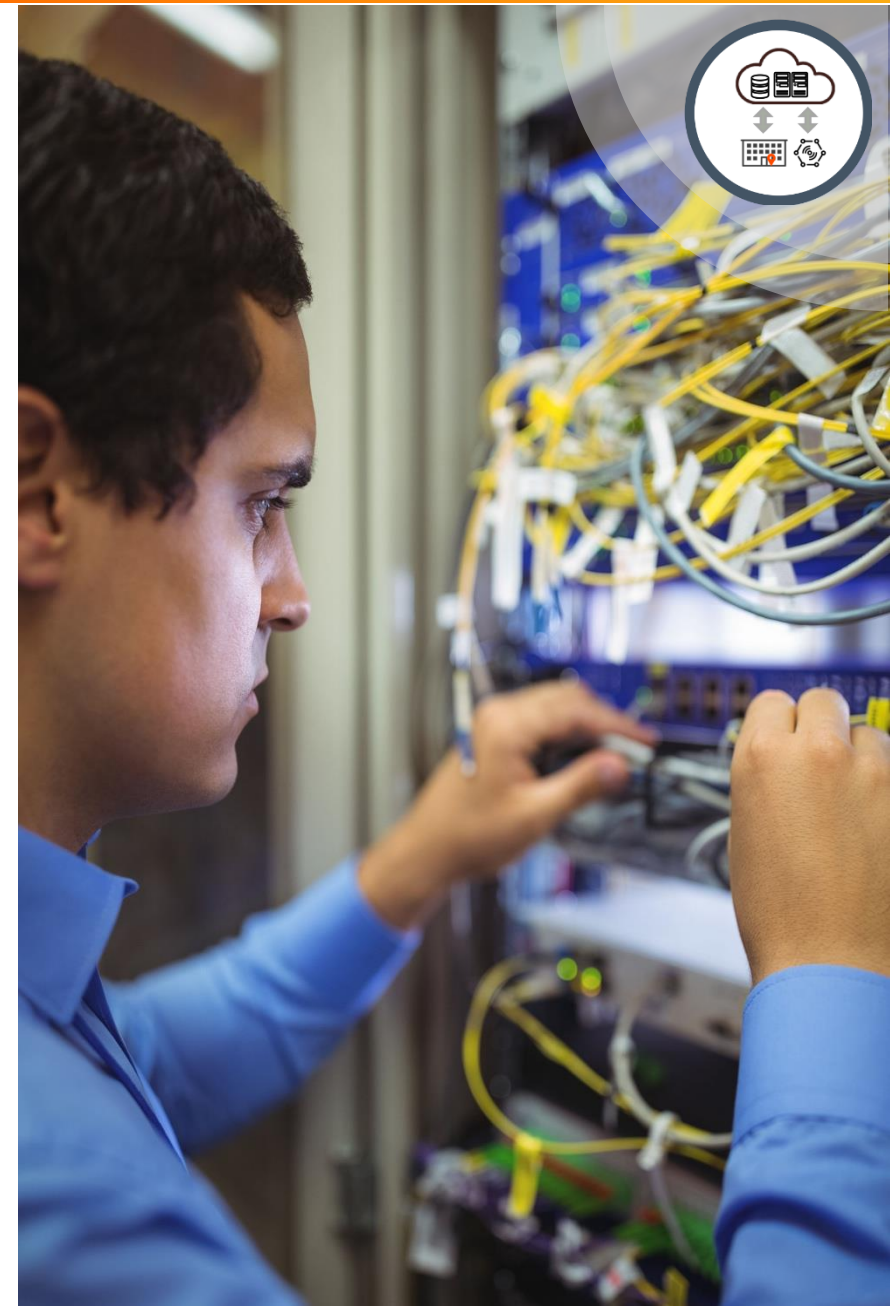Manufacturing Facilities

Retail Stores

Internet of Things

Challenges At The Edge
Overcoming Distance and Latency

- **Lack of Agility**
  - Time consuming to deploy new sites and services
- **Increased Risk**
  - Islands of remote data difficult to secure, backup and recover
- **Constrained Performance**
  - Lack of edge compute and storage resources resulting is slow applications and poor experience
- **Limited IT Resources**
  - Little to no IT staff at remote locations to deploy and support infrastructure and apps

The Cloud Edge

Remote Data | Local Compute | Local Performance

| INTELLIGENT STORAGE CACHING | SDWAN | WANOP | 3RD PARTY SERVICES & LOCAL APPLICATIONS |

EXTENSIBLE PLATFORM

| Dramatically Simplifies Edge Operations | 100% Data Secured In The Data Center | Local Performance & Availability At The Branch | 100x Faster Recovery Time (RTO). | On-premises & Cloud Deployments |

Our Offering – An Integrated & Unified Platform
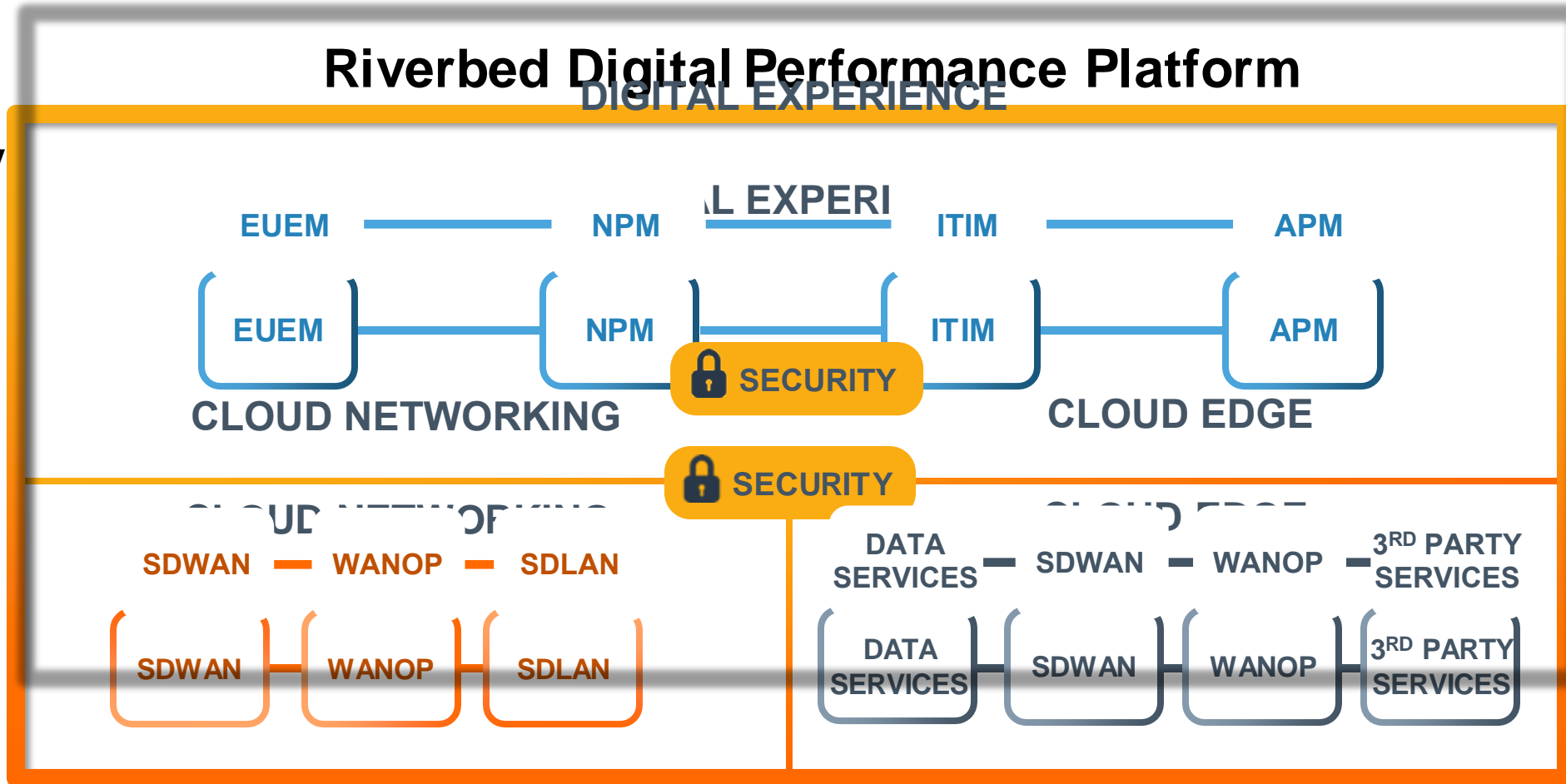## Maximize Your Digital Performance

Riverbed Digital Performance Platform

Rethink Possible with Riverbed

15x
Recognized as Leader in Magic Quadrant

300+
Digital Performance Patents

30K
Customers Around the Globe

Rethink Possible

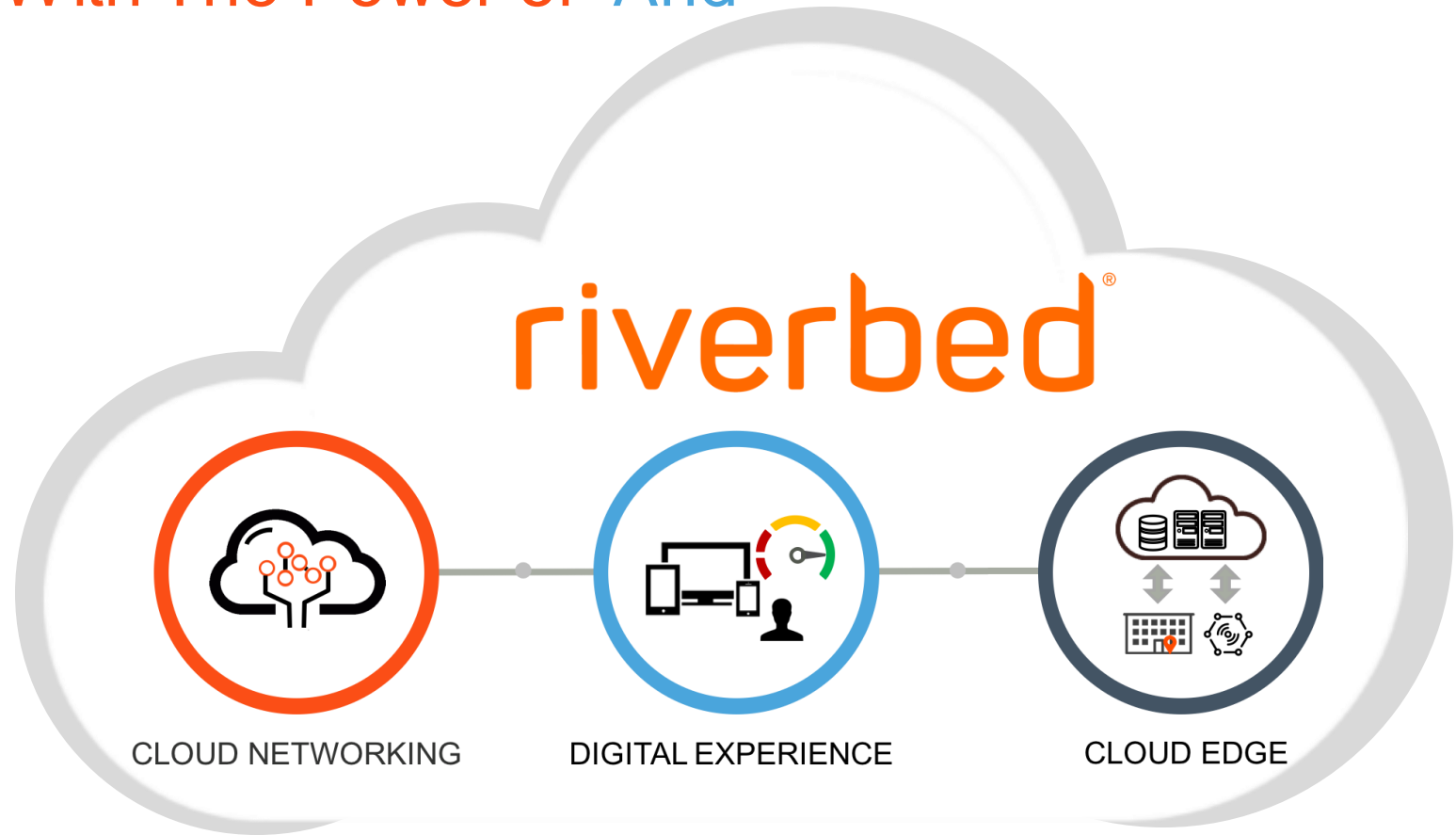## Empowering Businesses With The Power of 'And'

Increase Agility

&

Improve Visibility

&

Reduce Risk

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CLOUD NETWORKING

DIGITAL EXPERIENCE

CLOUD EDGE

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Thank You

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