

A photograph of the Golden Gate Bridge in San Francisco at dusk. The bridge's orange-red structure is illuminated with warm lights, and its reflection is visible in the dark water below. The city lights of San Francisco are visible in the background under a twilight sky.

Новости Riverbed

Управление Цифровой Трансформацией

Сергей Козлов

Глава технического блока Riverbed Russia&CIS

riverbed[®]

FINANCIAL SERVICES

RETAIL

UTILITIES

MANUFACTURING

PUBLIC SECTOR

HEALTHCARE

Цифровая Трансформация
ПРОИСХОДИТ ВЕЗДЕ

Побеждай или будешь побежден





Основа цифровых сервисов Это ПРИЛОЖЕНИЯ

35 %

Увеличение расходов на
приложения в мире

Gartner

2x

Рост центров
разработки

IDC
Analyze the Future

60%

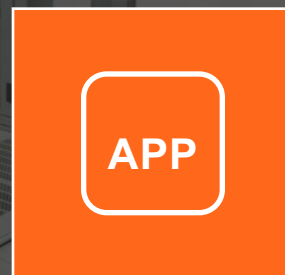
Цифровых инициатив не
реализуются из-за
отсутствия



Стратегической
Архитектуры

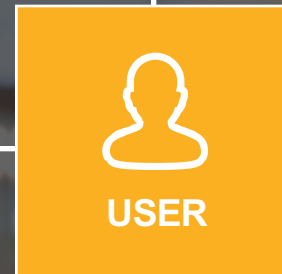
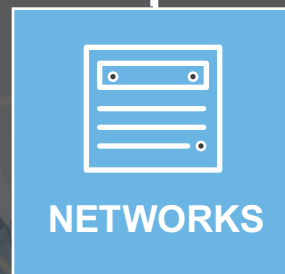
Новое ИТ окружение - сложно

SaaS, Облако, ЦОД, на физических или виртуальных серверах, внешние сервисы

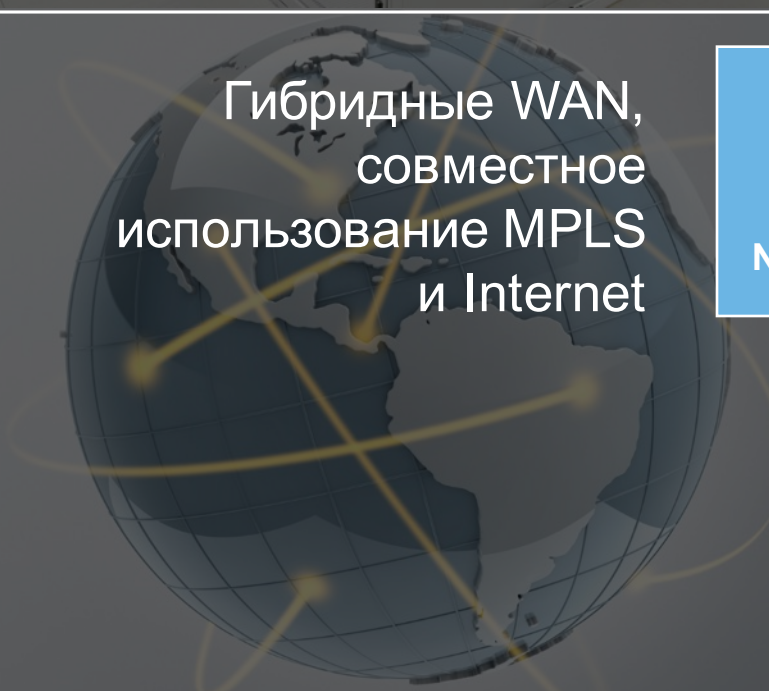


ЦОД, Облако, региональные ИТ хабы или в каждом филиале

Гибридные WAN, совместное использование MPLS и Internet



Мобильность. Плоская сеть для сотрудников, партнеров, клиентов





Видимость

Как видеть, что происходит?



Производительность

Как обеспечить уровень сервиса?



Скорость и гибкость

Как успевать за быстрыми изменениями требований бизнеса?



Безопасность

Как защитить данные клиентов и компании?

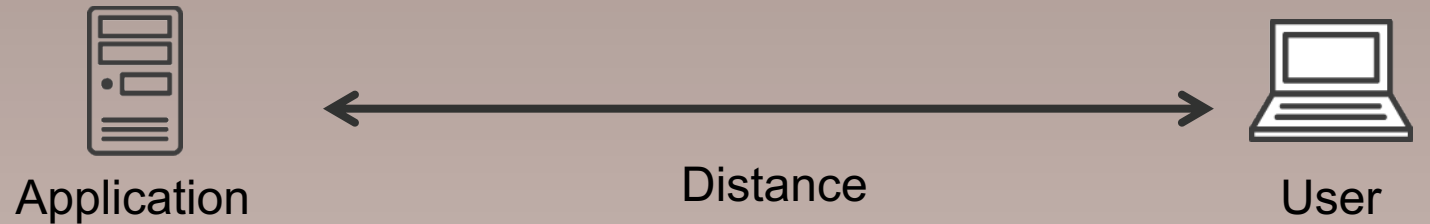


ПЛАТФОРМА ПРОИЗВОДИТЕЛЬНОСТИ ПРИЛОЖЕНИЙ от RIVERBED



#1 WAN Optimization
Solution

2004



51.3%
Market Share

9th Year
Leader in Magic Quadrant



#1 WAN Optimization
Solution

2004



End-to-End
Visibility

2009



End-to-End
Visibility

2009

Overall Leader

Gartner MQ

3400+

Customers

300%

Avg. Productivity Gain

Unified, End-to-End Performance Monitoring – On-premises & Cloud

All Networks

All Infrastructure

All Applications

All End-Users



#1 WAN Optimization
Solution

2004



End-to-End
Visibility

2009



Software-Defined
Branch

2012



Software-Defined
Branch

2012

9,600+

SteelFusion Edges
Shipped

1,000+

SteelFusion
Customers

100PB+

Data Storage
Managed

Безопасность

Непрерывность
бизнеса

Трансформация
филиалов

Упрощение
обслуживания

Application-Defined Networking

NEW

- Единая связность
- Оркестрация на основе бизнес задач
- Простое управление



Application-Defined Networking

- Единая связность
- Оркестрация на основе бизнес задач
- Простое управление

5-year ROI
10.7x

Payback
3.7 months

Annual Savings
\$1.2M



**END-TO-END
VISIBILITY**

**APP-DEFINED
NETWORKING**

**SOFTWARE-DEFINED
BRANCH**

RIVERBED APPLICATION PERFORMANCE PLATFORM™

11x

Лидер Gartner MQ

236

Патентов по управлению
производительностью

28k

Клиентов по
всему миру



RiOS 9.6 feature list

- New VCX models based on CLMF
- Web Proxy for VCX
- VCX Flexible Disk size
- VCX Provisioning
- VCX over ESXi v6
- 1G VCX over KVM
- SCC Scaling
- Admission Control Reporting
- In-path and load balancing rules counters
- EasyTCP Dump
- IPv6 Connection Forwarding
- Catfish support
- Multi-inpath SH active/active for IC
- Bandwidth Optimization for HTTP2

New VCX Vertical Business Cases

Service Providers

- NFV Environment
- SP Data Centers
- Inter-cloud connections
- Orange (France)
- AT&T

Private Cloud

- DiData

Network Service Orchestration

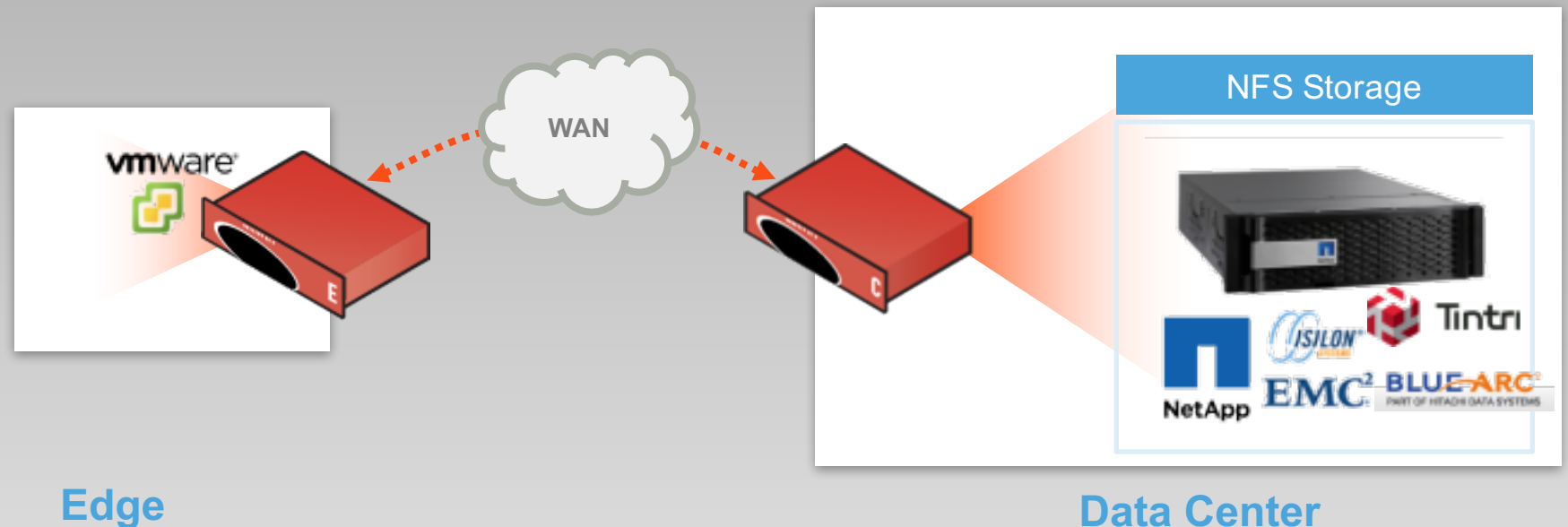
- NFV Environment (KVM)

SteelFusion 5.0 with NFS Support

1. Augment SteelFusion storage protocol support with NFS
2. End-to-end NFS support – Core and Edge
3. Consume NFS datastores in DC and present to VSP

WHY YOUR CUSTOMERS CHOOSE NFS environments

- IP Based
- Easier to Deploy
- Easier to Manage
- Lower Cost



NFS Support – Why is it Valuable to You?

Expands Your Reach

- NAS = **49%** of ALL datacenter storage by 2019
- **\$3B TAM** 2016 > **\$6B by 2019** (21% CAGR)
- **36% of enterprises** use NFS in virtual environments today

In other words... the opportunity is BIG

Customers Are Asking

- | | |
|-----------------------|--------------------|
| ■ Riverbed IT | ■ Fiducia |
| ■ Zoetis | ■ BMW |
| ■ Tribune Media | ■ Tecan Trading |
| ■ McKinsey | ■ Garmin |
| ■ Magma | ■ McDonalds |
| ■ US Army | ■ Tristate Energy |
| ■ NKT Cables | ■ American Express |
| ■ Eissmann Automotive | |
| ■ First Republic Bank | |

Enabler for New Business Use Cases

- Today: All the use cases you know
 - Centralized Data AND Application Performance
 - Agility: Simplified Remote Infrastructure & Operations
- V2:
 - Distributed content sharing from head office to multiple locations

Virtual SteelFusion Edge

Opportunity

- Address new use cases: SWAP, unique or flexible compute
- TAM = ~20% of SDS. SDS = \$3.1B, 35.2% CAGR
- \$12M-\$15M per year incremental upside
- Align with server refresh sales motion

Incremental Use Cases

- Size Weight and Power Restrictions (SWaP)
- Unique Compute, e.g. more compute, more capacity, graphics card for VDI, etc.
- Server hardware contract related lock-out

Key Benefits

- Customize compute and connectivity needs
- Optional WAN Opt for DC and Cloud Applications
- Customize for performance needs with all SSD or hybrid architecture



SteelConnect 1.0

SD-WAN
Cloud Networking
Branch LAN/WLAN

Virtual Network Design
Zero-Touch Provisioning
Next-Gen Firewall
One-click Cloud Extension
Application Classification
WAN Path Selection
Network QoS

Early Access
April 26, 2016

SteelConnect 2.0

2016

Riverbed Platform Integrations
Data Center Scale
Native Routing

SteelHead Service-chaining
SteelFlow™ Telemetry

eBGP WAN-Side
Quality-based Path Monitoring
3rdParty VPN Path Selection

Branch HA

Cloud Security Interoperability
AWS Integrated SteelHead

SDI-1030 Branch Gateway
SDI-5030 Data Center Gateway
SDI-24 Branch LAN Switch

Q1/Q2 2017

2017

Enterprise Cloud Networking

Per App Path Quality Monitoring
Quality based Path Selection
Dynamic Path Selection

Multi-VRF
QoS Enhancements
Network Segmentation

Routing Enhancements
New Topologies for Hyper Scale
(4000 sites)
Additional HA configurations
LTE modem support for uplink

Multiple SCM Deployment Options

SD-LAN: Switch link Aggregation
WIFI IDS(research), DHCP Snooping

SteelHead-SD

Azure Cloud Gateways
SOC Certification

SteelCentral Insights





- ✓ Application-Aware Interoperability
- ✓ Auto-Discovery & Zero-Touch Deploy
- ✓ Flexible & Ubiquitous Deployment Options

“Single-Click” Cloud Deploy

SteelConnect 2.0
Sep, 2016

Dual Box

SteelConnect 2.1 & RiOS 9.20
Oct, 2016

Converged Box

SteelHead SD – CX xx70
Dec, 2016

SteelHead-SD : Converged SD-WAN & WAN Opt



SteelHead CX Appliance (570/770/3070)

- SD-WAN With Integrated WAN Optimization
- Available in SteelHead 570, 770 and 3070 platforms
- Central Management by SCM





Thank You

vmware

Microsoft Azure

amazon
web services

salesforce

service now

Office 365

box

