

Evaluating the ROI of Riverbed® Steelhead® EX + Granite™

The Value of Edge Virtual Server Infrastructure

Introduction

Through consolidation and centralization, IT departments can take advantage of greater cost efficiencies at data centers while gaining new levels of flexibility to serve business needs. Despite the success of massive consolidation initiatives, many of today's enterprises still maintain a significant amount of server and storage infrastructure in branch offices to serve the needs of local users. Managing storage and data at the edge comes at a cost however, including the need to purchase, maintain and support equipment, but also in the form of increased risk to valuable corporate data assets managed outside the data center. With Steelhead EX + Granite global enterprises can achieve complete consolidation of edge applications, servers and storage to the data center. Steelhead EX + Granite delivers edge virtual server infrastructure that delivers first-of-its-kind block-storage optimization that accelerates access to storage area networks (SANs) across the WAN, decoupling storage from servers and allowing data to reside in one location yet be presented at the branch as if it were local. With Steelhead EX + Granite, organizations can reduce complexity in the branch and eliminate cost and risk without compromising the user experience.

The ROI of Riverbed Steelhead EX + Granite

Organizations forced to maintain server and storage resources in branch offices to meet the needs of custom and write-intensive applications now have an effective alternative that allows data and applications to be managed and protected centrally yet projected remotely. Steelhead EX + Granite delivers a significant return-on-investment (ROI) for organizations seeking to simplify branch office infrastructure. The ROI model is based on several factors including elimination of capital purchases as well as a reduction of operational expenses. Key elements to consider when measuring the ROI of WAN optimization and global storage consolidation via Steelhead EX + Granite include:

- Reduction of branch office IT equipment requirements including servers/storage
- Elimination of backup/replication software for data protection
- Reduction in maintenance/support costs per office
- Reduction of FTEs through reduced complexity, simplified management
- Improved productivity from reduced downtime
- Elimination of travel expenses for support of remote locations
- More efficient utilization of enterprise storage investments in the data center

Example Granite ROI Scenarios – Small and Large

The following sample scenarios depict typical ROI from a Granite deployment:

Company 1 – Small Number of Branches

- Five branches with an average of 40 users per branch
- Four servers per branch
- Tape backup at branch

Business as Usual	Cost per Branch	Riverbed EX + Granite	EX + Granite
Server Hardware/Software	\$24,000	EX + Granite	\$17,274
Server Maintenance (annual)	\$3,600	Maintenance (annual)	\$2,591
Backup Hardware/Software	\$4,000	Backup Hardware/Software	\$0
Backup Maintenance (annual)	\$600	Backup Maintenance	\$0
Total	\$32,200	Total	\$19,865
Productivity	Cost per Branch	Productivity	Cost per Branch
4 IT Hours/yr. @ \$200/Hr.	\$800	60% reduction in IT Hours	\$320
IT related user downtime <i>1 hour per user per year</i>	\$1,923	60% reduction in IT related user downtime	\$769
Total	\$2723	Total	\$1,089

\$12,335 savings in hardware/software and maintenance per branch – 38%

Three-year consolidation savings:	\$77,764
Three-year productivity savings:	\$24,508
Payback period – consolidation cost savings:	7.4 Months
Payback period – consolidation + productivity:	6.2 Months
Total ROI:	50%

Company 2 – Large Number of Branches

- 40 branches with an average of 100 users per branch
- Six servers per branch
- Tape backup at branch

Business as Usual	Cost per Branch	EX + Granite	Cost per Branch
Server Hardware/Software	\$36,000	EX + Granite	\$21,600
Server Maintenance (annual)	\$5,400	Maintenance (annual)	\$3,240
Backup Hardware/Software	\$7,500	Backup Hardware/Software	\$0
Backup Maintenance (annual)	\$1,125	Backup Maintenance	\$0
Total	\$50,025	Total	\$24,840
Productivity	Cost per Branch	Productivity	Cost per Branch
16 IT Hours/yr. @ \$200/Hr.	\$3,200	60% reduction in IT Hours	\$1,280
IT related user downtime <i>1 hour per user per year</i>	\$4,808	60% reduction in IT related user downtime	\$1,923
Total	\$8,008	Total	\$3,203

\$25,185 savings in hardware/software and maintenance per branch – 50%

Three-year consolidation savings:	\$1,270,200
Three-year productivity savings:	\$576,554
Payback period – consolidation cost savings:	5.96 Months
Payback period – consolidation + productivity:	4.32 Months
Total ROI:	73%

Conclusion

With Steelhead EX + Granite, organizations can implement a more fluid architecture where application performance is accelerated regardless of location. Steelhead EX + Granite set a new architectural standard that allow IT to consolidate and manage all edge servers and data in the data center. Whether your organization is small or large – or somewhere in between – Steelhead EX + Granite delivers a significant ROI for your business measured in the effective reduction of both capital and operational expenses.

Want to calculate your own Granite ROI? Contact a Riverbed or Riverbed Partner Network representative for more information on how you can achieve higher cost savings through greater branch office consolidation. Visit www.riverbed.com for details.

About Riverbed

Riverbed delivers performance for the globally connected enterprise. With Riverbed, enterprises can successfully and intelligently implement strategic initiatives such as virtualization, consolidation, cloud computing, and disaster recovery without fear of compromising performance. By giving enterprises the platform they need to understand, optimize and consolidate their IT, Riverbed helps enterprises to build a fast, fluid and dynamic IT architecture that aligns with the business needs of the organization. Additional information about Riverbed (NASDAQ: RVBD) is available at www.riverbed.com.



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