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Think fast.

The ROI of Riverbed SteelFusion

EVALUATING THE VALUE OF BRANCH CONVERGED INFRASTRUCTURE

Riverbed® SteelFusion™ Introduction

Riverbed SteelFusion is branch converged infrastructure that eliminates the headache of branch office IT. SteelFusion converges servers and storage into a single branch appliance while centralizing data back to the datacenter, all without sacrificing any of the benefits of having branch services running locally for users. SteelFusion expedites branch office provisioning, backup, and recovery and ensures continuous operations when disasters occur such as inclement weather, fire, and human-induced outages. With SteelFusion, businesses can restore operations in a matter of minutes vs. days, centrally protect and secure data, and significantly lower the TCO of branch and remote offices.

The Branch Office Challenge

To meet the local performance needs of users, organizations have purchased, deployed, and maintained server, storage, and backup resources in remote offices. As the number of offices grows, so does the complexity and cost of managing the global IT infrastructure landscape. Companies rarely have the expertise in branches to maintain such distributed infrastructure. This increases business risk due to outages, obsolescence, and data loss. Islands of distributed branch infrastructure are expensive and inefficient to manage.

The ROI of Branch Converged Infrastructure

SteelFusion branch converged infrastructure enables organizations to reduce capital and operational costs, accelerate disaster recovery, and mitigate risks associated with data in remote locations. SteelFusion is the first converged infrastructure solution purpose-built for the branch. Its industry-first storage delivery architecture enables users to access applications running locally in the branch while primary data is stored in the

datacenter. Decoupling compute from its underlying storage enables the SteelFusion branch converged infrastructure appliance to deliver local performance and capacity requirements without requiring a storage-intensive architecture in the branch. This significantly reduces required branch infrastructure and centralizes management of branch services.

The SteelFusion solution provides several key advantages that deliver return on investment (ROI) and reduce the total cost of ownership (TCO) of branch and remote office IT:

- Reduces capital costs by eliminating branch office server, storage, and backup infrastructure
- Drives more efficient utilization of enterprise storage and backup investments in the datacenter
- Lowers operational costs by minimizing required branch support and maximizing datacenter staff utilization
- Improves agility of IT with near-instant provisioning of branch offices from the datacenter
- Enables greater business continuity with instant branch recovery from the datacenter
- Improves user productivity from reduced downtime
- Eliminates travel expenses for support of remote locations

Example SteelFusion ROI Scenarios

The following sample small and large branch offices scenarios compare traditional branch IT deployments with the SteelFusion branch converged infrastructure solution.

Small Branch Example
- Five branches
- An average of 40 users per branch
- Four servers per branch
- Tape backup at branch

Business as Usual	Cost per Branch	SteelFusion	SteelFusion
Server Hardware/Software	$24,000	SteelFusion	$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 *1 hour per user per year*	$1,923	60% reduction in downtime	$769
Total	**$2723**	**Total**	**$1,089**

3 year IT savings:	$77,764
3 year productivity savings:	$24,508
Payback period:	6.2 Months
Total ROI:	**50%**

38% branch equipment cost reduction

50% ROI

Large Branch Example
- 40 branches
- An average of 100 users per branch
- Six servers per branch
- Tape backup at branch

Business as Usual	Cost per Branch	SteelFusion	SteelFusion
Server Hardware/Software	$36,000	SteelFusion	$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
4 IT Hours/yr. @ $200/Hr.	$3,200	60% reduction in IT Hours	$1,280
IT related user downtime *1 hour per user per year*	$4,808	60% reduction in downtime	$1,923
Total	**$8,008**	**Total**	**$3,203**

3 year IT savings:	$1,270,200
3 year productivity savings:	$576,554
Payback period:	4.32 Months
Total ROI:	**73%**

50% branch equipment cost reduction

73% ROI

ABOUT RIVERBED

Riverbed is the leader in Application Performance Infrastructure, delivering the most complete platform for Location-Independent Computing. Location-Independent Computing turns location and distance into a competitive advantage by allowing IT to have the flexibility to host applications and data in the most optimal locations while ensuring applications perform as expected, data is always available when needed, and performance issues are detected and fixed before end users notice. Riverbed's 24,000+ customers include 97% of the Fortune 100 and 95% of the Forbes Global 100. Learn more at **www.riverbed.com.**