

# RIVERBED STEELFUSION & EMC

## Branch Storage Consolidation with EMC VSPEX

### ESSENTIALS

The VSPEX and Riverbed SteelFusion solution is a converged infrastructure that eliminates the headache of branch office IT. This combined solution:

- **Reduces** capital and operational costs and simplifies IT practices.
- Gives organizations **centralized** control of applications and data.
- Delivers high performance and **instant provisioning**.
- Enables enterprises to deliver **local branch performance** for servers, applications and data over the WAN.

### CHALLENGE: ISLANDS OF INEFFICIENCY

Today's companies must globalize to remain competitive. That means doing business in more locations, tapping into new geographies and pools of talent to sustain growth. As a result, companies are increasing the number of branch offices they must operate. They do so to remain close to customers, partners, and key components of their supply chain. As the number of branches grows, companies find themselves deploying more and more infrastructure to deliver applications and data reliably and efficiently to keep the branches at an acceptable level of productivity.

This proliferation results in islands of distributed branch infrastructure that are necessary to meet local performance and reliability needs, but that are costly, complex, and inefficient to manage. Moreover, companies rarely have the IT staff in branches to maintain such distributed infrastructure.

When branch offices go down because of natural disasters (storms), manmade disasters (a burst pipe), and human error (spilled cup of coffee), the costs are huge. And it can take days or weeks to recover.

### THE SOLUTION : RIVERBED STEELFUSION

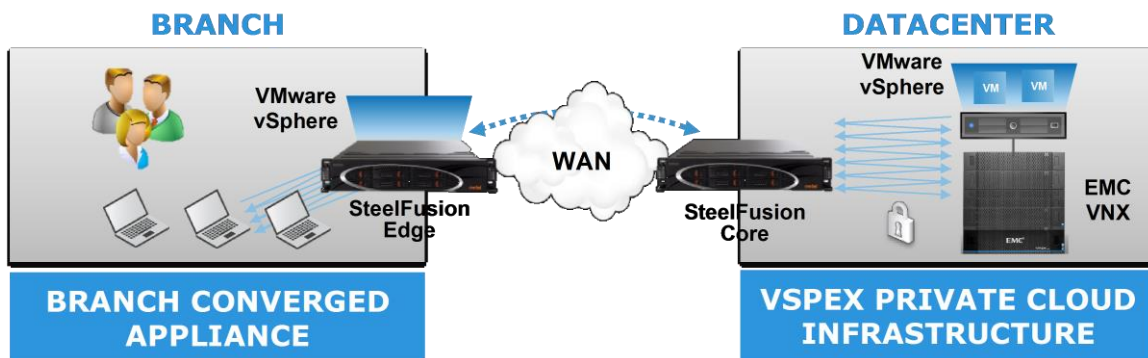
To overcome these challenges, organizations must commit to complete consolidation of branch data to ensure performance, scale, security, control, and availability for enterprise IT.

The combination of VSPEX and SteelFusion reduces capital and operational costs and simplifies IT practices, giving organizations centralized control of applications and data while delivering high performance, instant provisioning, and rapid recovery to all business locations. Enterprises can now deliver local branch performance for servers, applications, and data over the WAN.

The VSPEX and Riverbed SteelFusion solution is a converged infrastructure that eliminates the headache of branch office IT. SteelFusion converges servers, storage, and virtualization into a single branch appliance while centralizing data back to VSPEX Private Cloud infrastructure in the datacenter, all without sacrificing any of the benefits of having branch services running locally for users.

This solution expedites branch office provisioning, backup, and recovery and ensures continuous operations when disasters occur such as inclement weather, fire, and human-induced outages. With VSPEX and 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.

This solution balances performance requirements, cost, data availability, and WAN requirements by using the SteelFusion converged appliance features such as BlockStream (block-level storage delivery, pre-fetch and pinning), Steelhead WAN optimization, the Virtual Service Platform (VSP) featuring VMware vSphere integration, and EMC features such as LUNs and snapshot integration.



The SteelFusion Core device is a physical or virtual appliance that streams virtual machines (VMs) from the VSPEX Private Cloud infrastructure to the SteelFusion Edge appliance. There the VMs run locally on an embedded instance of VMware vSphere, but the data remains safely centralized in the data center.

## ABOUT RIVERBED

Riverbed at more than \$1 billion in annual revenue 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 25,000+ customers include 97% of the Fortune 100 and 95% of the Forbes Global 100. Learn more at [www.riverbed.com](http://www.riverbed.com).

## ABOUT EMC & THE VSPEX VALIDATION PROGRAM

EMC Corporation is the world's leading developer and provider of information infrastructure technology and solutions that enable organizations of all sizes to transform the way they compete and create value from their information. Information must be intelligently and efficiently stored, protected, and managed—so that it can be made accessible, searchable, shareable, and ultimately actionable. EMC creates complete information environments that are reliable, efficient, and secure.

The VSPEX Validation Program offers Independent Hardware and Software Vendors the opportunity to validate, and market joint solutions with EMC VSPEX. Through this program, the VSPEX's Partner community and their channel influence can be leveraged to reach customers around the world. Solving tomorrow's IT challenges requires technology innovation, business leadership and strong partnerships. EMC's VSPEX Validation Program enables partners to deliver solutions that complement VSPEX and drive new business growth.

## CONTACT US

Together EMC and Riverbed offer centralized management. To learn more about this joint solution, call your EMC or Riverbed sales representative, or visit our websites at [www.EMC.com](http://www.EMC.com) or [www.riverbed.com](http://www.riverbed.com).

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