PACKETEER®

Fast WAN. Fast Apps. Fast Business.

Guaranteed
Application Delivery

Rigid Networks
Can't Support Advanced Applications

Applications

Service Gap

Network

Business at Risk

- Critical applications unavailable or fail to perform
- Complaints from end users, low productivity
- Increased bandwidth demand & costs
- Distributed IT systems result in increased costs & complexity

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Packeteer
The Intelligent Overlay

**Guaranteed
Application Delivery**
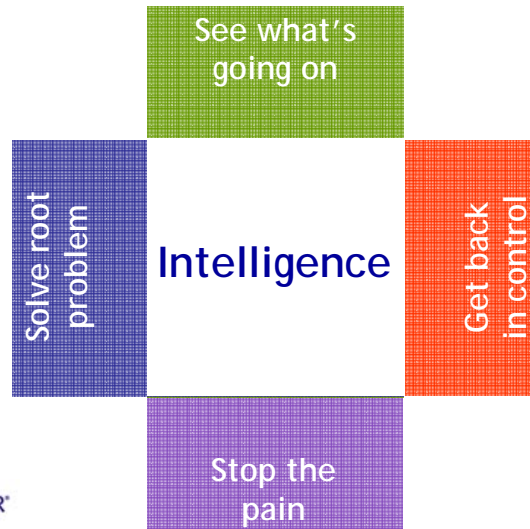*Every application
Every location*

- Protect & optimize key business applications over the WAN
- Consolidate to lower costs & simplify management
- Extend storage & application services to the branch

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The Packeteer Difference

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One Partner to Manage the Challenge

Centralized Management
PolicyCenter and ReportCenter

Visibility	**Control**	**WAN Optimization**	**WAFS & IT Services**
Discovery Monitoring	App Shaping QOS Provisioning	Data Compression Acceleration	Server & Storage Consol Branch Office in a Box

Appliance Delivery
128 kbps to 1 Gbps

Software Delivery
Client, Server, Embedded

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Packeteer Overview

- Founding technology innovators in both WAN Optimization and WAFS. 10+ years leadership.
- Market Leader - #1 Gartner, #1 IDC, #1 Infonetics
- Proven effectiveness with hundreds of business-critical applications
- Over 50,000 units shipped to over 7,500 customers
- 700+ sales partners in 50+ countries
- 24x7 global support
  - Cupertino, Netherlands, Sydney, Tokyo, Hong Kong, Kuala Lumpur
- Partnerships
  - Brocade, Microsoft, IBM Global Services, HP Services, CSC, Equant, Avaya, France Telecom, NTT, Telecom New Zealand, Samsung, Citrix, Extreme Networks, Polycom, Concord, BMC
- Dozens of product awards worldwide

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Visibility: Discovery & Monitoring
What's on the Network

- **Key Features**
  - Unique deep application classification of network traffic
  - Real time monitoring of key network & application statistics
  - Performance reporting & automated alarming
- **Problems solved**
  - Discover all applications on the network
  - Track application utilization, measure user experience & SLAs
 - Identify issues & select the right tools to fix

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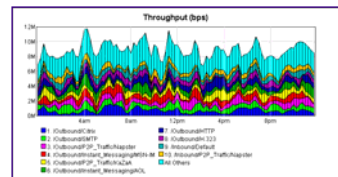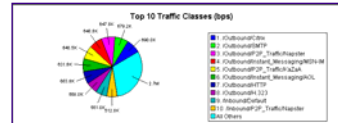
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Control:
QOS Beyond Queuing and Port-based Marking

- **Key Features**
  - Application-specific QOS for all application types (TCP, UDP)
  - TCP Rate Control manages remote traffic from a single point
  - QOS Provisioning: Aggregate, Per session and sub application
- **Problems solved**
  - Apply business rules to wan traffic
  - Ensure availability and performance of key applications
  - Contain recreational and malicious traffic
  - Minimize network congestion & latency

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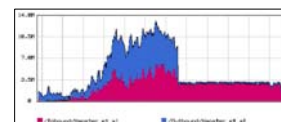
Optimization:
Compression & Acceleration

- **Key Features**
  - Advanced dictionary based data compression techniques
  - Disk-based & RAM-based dictionaries for proper fit to environment
  - Transport acceleration (TCP, Layer 3/4)
  - Application-specific acceleration: CIFS, Web, Exchange (Layer 7)
- **Problems solved**
  - Accelerate performance of key applications
  - Increase capacity & utilization of links
  - Eliminate the impact of latency on chatty protocols
 - Allow for centralized application delivery architectures

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WAFS & IT Services
Server/Storage Consolidation & Branch Office in a Box

- **Key Features**
  - Wide area file services (WAFS)
  - Remote office IT services: SMS, Domain Controller, Print, DNS/DHCP
  - File & data integrity management
  - Single instance virtual storage cache
- **Problems solved**
  - Enable real-time file collaboration, deliver centralized storage and data to branch locations
  - Control data growth & distributed storage costs through consolidation without performance or security compromise
  - Consolidate & deliver key IT services at branch location in a single device
 - Provides single instance of corporate data for compliance, integrity & control

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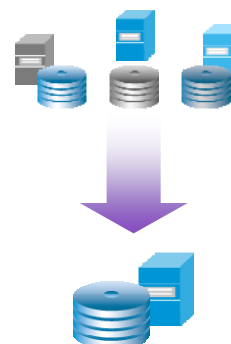
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Centralized Management: Solutions & Integration

- Centralized analysis and reporting: collection, storage, analysis, report distribution
- Centralized policy management and device administration
  - Tiered Group Policies lowers TCO in large environments
- Rich APIs and alerts
- Leading Network Management System vendor integration

PolicyCenter
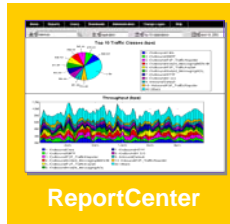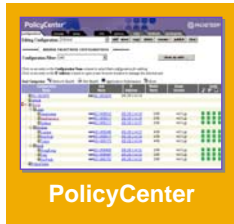
ReportCenter

ReportCenter provides deep insight to many PacketShapers

PolicyCenter simplifies deployment, configuration and response

Adaptive Response can identify and respond automatically

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iShared Typical WAFS / CIFS / MS Application Improvement Ranges

Requirement	Protocol/Application	Typical Improvement over WAN access
File Sharing	CIFS (Windows)	**9-357X**
	NFS (UNIX)	**20-34X**
	MS Exchange (Email)	**9-52X**
TCP Protocols	HTTP	**8-10X**
	FTP	**3-40X**
	MS SharePoint	**4-25X**
Bandwidth Reduction	CIFS	**88-98%**
	NFS	**89-99%**
	MS Exchange	**90-99%**
IT Services	DNS, DHCP, Print, Domain Controller, SMS	Local Server for each function integrated natively into appliance

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PacketShaper Typical Application Improvement Ranges

INERGY AUTOMOTIVE SYSTEMS

| Key Applications	Results
Transaction Applications	Shortened Delay 75%
Voice & Collaborative Video	Quality of Services Increased 60% (Jitter, Latency, Loss)
WAN Capacity	Increased 300%
Business Web Applications	Reduced Response Time 50%
Payback / IRR	6 Months / 185%

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Packeteer System

- Key features
  - Best of breed technologies
  - Flexible deployment: single box deployment, modular software, stepped evolution
  - Multiple delivery options: appliance, client or server software options
  - Centrally managed from remote consoles
- Problems solved:
  - Transparent & integrated to existing infrastructure
  - Adapt infrastructure to changing needs and new application issues
  - Apply specific technologies to meet needs of each location & changing needs over time

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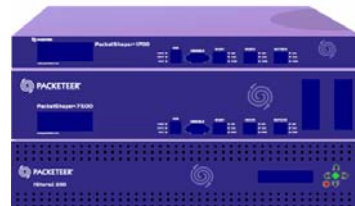
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Great User Experience for Every Application at Every Location

- Ensure availability of critical applications
- Increase application performance & employee productivity
- Consolidate IT resources for compliance & cost efficiencies
- Decrease risk and ensure the payoff of IT investments

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Thank you.