



## **Certeon Offers Extreme Scalability for Accelerating Applications over the WAN**

*--aCelera Virtual Appliance Offers 50 Percent More Connections at 60 Percent Less Cost than Competitive Solutions --*

**BURLINGTON, Mass. – October 13, 2009** – [Certeon](#), the leading provider of virtual appliance solutions for wide area network (WAN) optimization and application acceleration, announces that it is the most scalable and cost-efficient solution on the market today by enabling over 50 percent more sustained accelerated network connections at greater than 60 percent less cost than proprietary hardware appliances. In some cases, Certeon's *aCelera* Virtual Appliance software delivered a more than \$3.5 million savings over Riverbed Steelhead hardware appliances.

Data from a recent [Tolly Group Test Report \(#209129, October 2009\)](#) found that Certeon's *aCelera* Virtual Appliance (VA) software running on an industry standard server sustained 3,500 concurrent accelerated connections while reducing file transfer times by up to 99 percent over a high latency WAN. This exceeds the published number of network connections supported by other standard competitive hardware appliances, such as Riverbed's Steelhead 1050H appliance (2,300 connections), with similar hardware profiles as the *aCelera* VA software running on an industry-standard server.

Certeon compared the cost of *aCelera* software installed on an industry-standard server against an equivalent Riverbed Steelhead appliance. Based on the number of connections achieved, this analysis found *aCelera* software delivers enterprises with 50 percent more connections for greater than 60 percent less cost when compared to Riverbed Steelhead hardware appliances.

The Riverbed approach of licensing a specific number of accelerated connections for each Steelhead appliance model forces customers into limiting their WAN optimization scalability options. A Riverbed Steelhead 1050H supports a maximum of 2,300 accelerated connections as per Riverbed's specifications. To achieve equal scalability

to the number of connections achieved by *aCeler*, Riverbed would need to push users into the next level of appliances, the Steelhead 2050M, with a maximum 4,000 connections. This causes a forklift upgrade and dramatically increases the costs. As more and more enterprises are consolidating hardware resources at data centers and branch offices, the Riverbed approach of pushing larger boxes to support more users is counterintuitive and not cost effective.

The cost comparison was based on list pricing of the Certeon *aCeler* software and Riverbed Steelhead 1050H and 2050M appliances in two customer scenarios: one supporting 10,000 users in 50 branch offices and the other supporting 30,000 users in 100 branch offices. In the 10,000 user scenario, the cost for the Certeon *aCeler* solution is \$537,500 versus \$1,399,738 for the Riverbed Steelhead 1050H — a 62 percent savings. In the 30,000 user scenario, the *aCeler* solution cost is \$1,525,000 versus the Steelhead 2050M cost of \$4,399,463 – a 68 percent savings. For more information on this, see Certeon's whitepaper, [\*WAN Optimization – Extreme Scalability for Application Acceleration\*](#).

Network scalability in WAN optimization and application acceleration is critical to maintaining an efficient, dynamic, and agile infrastructure that can support today's cost- and space-conscious enterprises. Organizations need the flexibility to grow the number of connections/users supported over optimized WANs without having to perform “forklift” upgrades to hardware that is larger, more costly, and often partially underutilized.

“Certeon has seen the growing importance of scalability and cost-effectiveness as today's organizations adopt more efficient computing paradigms, such as virtualization and cloud computing,” said Peter Dougherty, President and CEO, Certeon. “The analysis between *aCeler* and Riverbed demonstrates that companies don't have to overpay for underutilized hardware appliances. Using a fully virtualized appliance that offers more flexibility for less cost just makes sense in a world moving progressively toward cloud computing.”

*aCeler* software products are the perfect union of virtualization and application acceleration technology, providing businesses with performance, scalability, and easy management. *aCeler* is system-independent and hypervisor-agnostic. *aCeler*

maximizes application acceleration for all traffic with performance enhancements for mission critical applications and business continuity environments, improving network bandwidth optimization and performance by more than 95 percent. When compared to proprietary hardware appliances, *aCeler*a software saves IT departments more than 60 percent in network optimization capital, operations, and network bandwidth costs.

To read more about the Tolly Group report, also announced today, see "[Certeon Announces the Findings of a Tolly Group Report Highlighting Extreme Scalability for Virtualized WAN Acceleration.](#)"

### **About Certeon**

Certeon's *aCeler*a software is the first WAN optimization and application acceleration virtual appliance to deliver acceleration, scalability, and manageability when remotely accessing applications throughout a distributed enterprise. *aCeler*a software reduces application response time over the WAN by more than 95 percent without proprietary hardware appliances. *aCeler*a performance scales linearly as more resources are added (i.e., CPU, memory, and disk) and supports up to 50 percent more concurrent accelerated connections than "closed" proprietary hardware appliances. Enterprises and managed service providers can save more than 60 percent in total cost of ownership (TCO) when deploying *aCeler*a software to virtualized infrastructures. *aCeler*a is flexible and easy to deploy, delivering faster, more scalable application acceleration to more users. For more information visit [www.certeon.com](http://www.certeon.com).

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