



# Design Worldwide Partnership (dwp) Selects Certeon to Replace Riverbed Hardware

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## Certeon Software Solution, aCelera, Delivers Improved Cost, Efficiency and Performance for Unparalleled Access to Corporate Data

Jun. 14, 2011 (Business Wire) — As server centralization combined with new data creation increases within, and potentially overwhelms, global enterprises, companies must prepare themselves for this surge in data and ensure they have a proper solution in place that provides better data access than the traditional, latency hampered Wide Area Network (WAN) links. One company recognizing and preparing for this challenge is Design Worldwide Partnership (dwp), an integrated global design company, which implemented Certeon’s software WAN optimization product, *aCelera*. The solution is providing the company’s global employees unparalleled access to centralized corporate data – something that had once been considered strategic issue for the business.

dwp is using Certeon’s *aCelera* software to replace a hardware WAN optimization solution from Riverbed. As a hardware solution, dwp could not install Riverbed in some branch offices due to costly shipping and lengthy deployment and support times. With Certeon, however, dwp has been able to deploy application optimization to all its offices, even those that did not previously have a WAN optimization solution. With *aCelera*, dwp is now experiencing superior application performance of data sharing across sites, as well as increased performance of its cornerstone SharePoint Portal. The company has even removed its distributed file system (DFS) replication, as employees are now sharing data across sites live via WebDav.

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“As a medium-size business, we don’t have a large IT budget, but we do require tools that allow us to efficiently access centralized data across our global offices so that we can deliver timely results to our clients and stay competitive,” said Niwat Lertnamvongwan, Group IT Director, Design Worldwide Partnership. “With our previous WAN optimization solution, the hardware proved to be a real challenge on a variety of different levels: cost, efficiency and support. Because some of our sites don’t have a service center, the cost of shipping an item to and from the site for

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maintenance became extremely time consuming and expensive — and that's on top of the actual cost of the solution itself.”

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dwp's infrastructure design required a WAN acceleration solution that was cost-effective, able to be deployed quickly and was hardware independent. *aCeler*a software allowed dwp to deploy the acceleration solution across all offices, while avoiding the time and cost of shipping multiple pieces of hardware to and from global remote locations.

“With the dramatic increase of intercompany data sharing, and our challenges with latency ranging from 60 ms/sec to 500 ms/sec, we knew we needed a new solution,” continued Lertnamvongwan. “*aCeler*a was simple to deploy, taking less than 20 minutes to install and configure at each site, and has addressed all of our concerns. We are now able to share data across the WAN efficiently – one of the most critical aspects in ensuring success for our business.”

“Companies continue to be plagued by the challenges that centralization of data and globalization of their work force present. Hardware appliance solutions are not a good option due to their inherent inflexibility, time to deploy and their high cost,” said Peter Dougherty, CEO and co-founder of Certeon. “With *aCeler*a, enterprises are getting better performance at a significantly lower cost, and because it's software-based, it's able to be deployed in all branch offices in minutes not months unlike hardware solutions. With our flexible licensing model, we are able to partner with companies like dwp in order to align their IT needs with their budget and performance requirements.”

#### About dwp

Founded in 1994, we are a global design consultancy with over 450 professionals delivering Architecture, Interior Design and Planning consultancy across Asia, India, and the Middle East.

Our goal is to utilize our combined strengths to deliver an exceptional and unique level of service to our customers and to distinguish both our clients and ourselves through exemplary performance. Wherever we operate, we want to be seen as an outstanding multicultural design company who works in collaboration to deliver aesthetics and functionality for clients to exceed design challenges and respond to their budgets and timeframe.

#### About Certeon

Certeon is the application performance company. With Certeon, enterprises and cloud providers successfully realize key initiatives including consolidation, virtualization, replication and application performance SLAs. Certeon *aCeler*a is the only software WAN Optimization product that is hypervisor agnostic, hardware agnostic and cost effective. *aCeler*a's ability to provide automated, secure and optimal access to centralized applications at the lowest possible TCO make *aCeler*a a cornerstone of enterprise and cloud provider infrastructures. Additional information about Certeon is available at [www.certeon.com](http://www.certeon.com).

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