



K-12 Education

Goal is to Improve and Transform Education with a New Style of IT!

Meet Riverbed

Who We Are



Riverbed makes applications, websites, networks, data centers, the cloud, and remote offices work better. A storied company with a long legacy of market leadership, Riverbed pioneered WAN optimization. Since then, we've brought the promise of digital transformation to life by building a software-defined architecture for efficient secure operation and performance assurance of digital services.

What We Do



- Provide end-to-end visibility across today's complex IT infrastructures
- Maximize efficiency with the only hyper-converged solution in remote office and branch office areas
- Bring an application-defined approach to SD-WAN
- With Riverbed's digital experience management, we have a full understanding of application infrastructure performance for the end-user and provide solutions to improve their overall experience.

Market Touch Point

Q1 (July – Sept.) Awareness

- Texas fiscal year end (FYE) = September
- New budget for 46 states
- Kick off projects/\$\$\$

Q2 (Oct. – Dec.) Awareness/Consider

- Michigan and Alabama FYE = October
- Governor reviews next year's \$\$\$

Q3 (Jan. – March) Consider/Convert

- New York FYE = March
- Legislature reviews next year \$\$\$

Q4 (April – June) Convert/Plan

- 46 states FYE = June
- Largest state buying quarter
- Next year \$\$\$ gets passed



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Riverbed Solutions Platforms



Unify Performance Visibility



Redefine Edge Networking



Rethink Branch IT



Optimize Hybrid Networks

Selling to K-12 Education

Priorities and Available Riverbed Solutions



1:1 Computing
Digital Content & Curriculum
Online Testing
Mobility and Common Core/State Standards
Network Infrastructure Upgrades



Qualifying Questions



- What are your digital transformation objectives for the classroom, libraries, labs and research programs, & online courses/remote learning?
- Do you have any new school locations in your district and how are they being supported?
- Are there any data center consolidation projects within the district?
- How does your school district leverage cloud initiatives or SaaS projects (i.e. Office 365)?
- How is network infrastructure visibility a priority to the library, payroll, HR and/or food services?
- What are your school's critical mobile/end-user applications for classroom instruction and learning?
- How does your school utilize router refresh or SD-WAN direction?
- What is your school's Wi-Fi requirements/refresh for data warehousing, reporting, and financial systems?
- Which applications are driving bandwidth consumption within the district for online courses/remote learning, e- text books, professional development, digital assessment and digital gradebooks?