F5 Networks
2010 Analyst / Investor Meeting
New York ~ November 16, 2010

f5 IT agility. Your way.

Forward-Looking Statements

Except for historical information, our presentation today contains forward-looking statements which include words such as "believe," "anticipate" and "expect."

These forward-looking statements involve risks and uncertainties that may cause the company's actual results to differ materially from those expressed or implied by these statements.

Factors that may affect F5's results are summarized in our quarterly release and described in detail in our SEC filings.

F5 has no obligation to update any information discussed in this presentation.

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John McAdam

President & CEO

f5 IT agility. Your way.

Agenda

8:00	Welcome/Introduction	**John McAdam,** *President & CEO*
8:10	**Business Model Overview /** **Financial Outlook**	**Andy Reinland,** *SVP & Chief Finance Officer*
8:25	**Market, Partners, Competitors**	**Dan Matte,** *SVP Marketing,* *Corporate Development & Business Development*
8:55	**Solving Customer Problems /** **Expanding Service Provider Opportunity**	**Erik Giesa,** *VP Product Management*
9:25	**Business Development /** **Strategic Partnerships**	**Jim Ritchings,** *VP Business Development*
9:45	**BREAK**	
10:00	**Sales Update**	**Mark Anderson,** *SVP Worldwide Sales*
10:25	**Services Update**	**Julian Eames,** *SVP Business Operations*
10:45	**Technology Update / Roadmap**	**Karl Triebes,** *SVP Product Development & Chief Technical Officer*
11:20	**Q&A**	
12:00	**ADJOURN**	

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Andy Reinland

SVP & Chief Finance Officer

F5: Fiscal 2010 Year-End Highlights

Continued Leadership in Application Delivery Networking

| Revenue Growth	Solid profitability	Healthy balance sheet
• Total revenue up 35% year-over-year • Product revenue up 38% year-over-year • Sequential growth throughout the year • Growth across all geographic regions	• Margins improved steadily throughout the year • Non-GAAP Gross margin: 81.3% in FY10, up from 79.1% in FY09 • Non-GAAP Operating Margin: 37.8% in Q4, 34.1% for FY10	• Zero debt • Strong cash flow from operations: $314 million in FY10 • $862 million in cash and investments • Deferred revenue: $259.4 million, up 41.6% year-over-year

FY 2009 vs FY 2010

Revenue

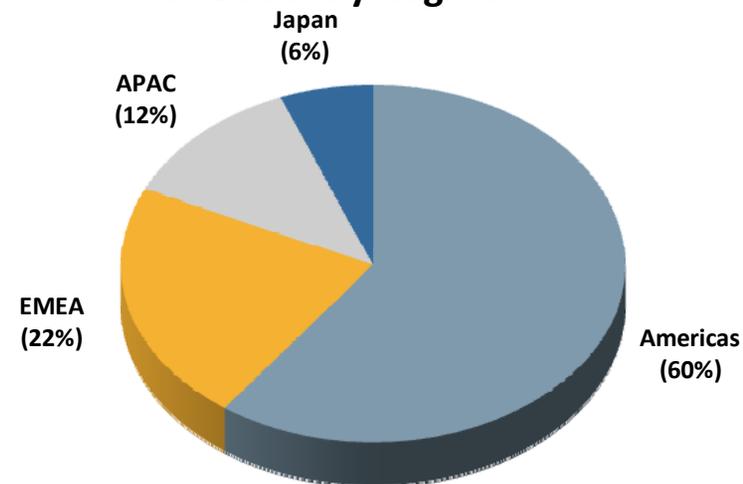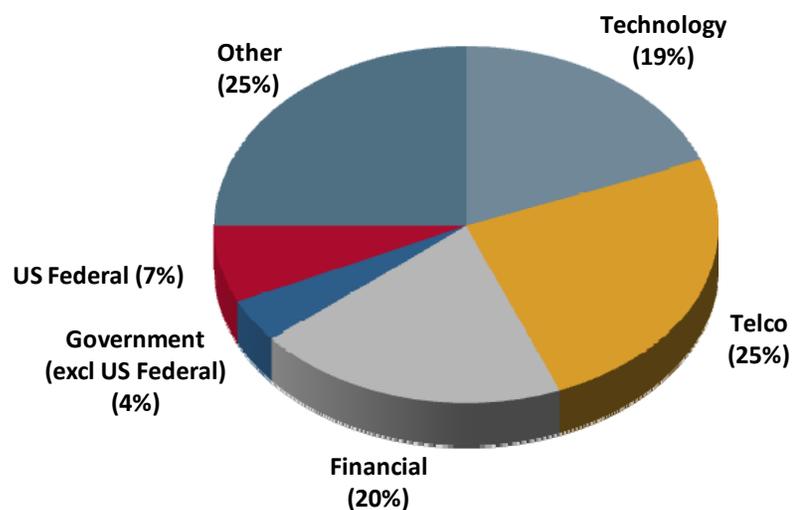**Net Income**

Cash Flow from Operations
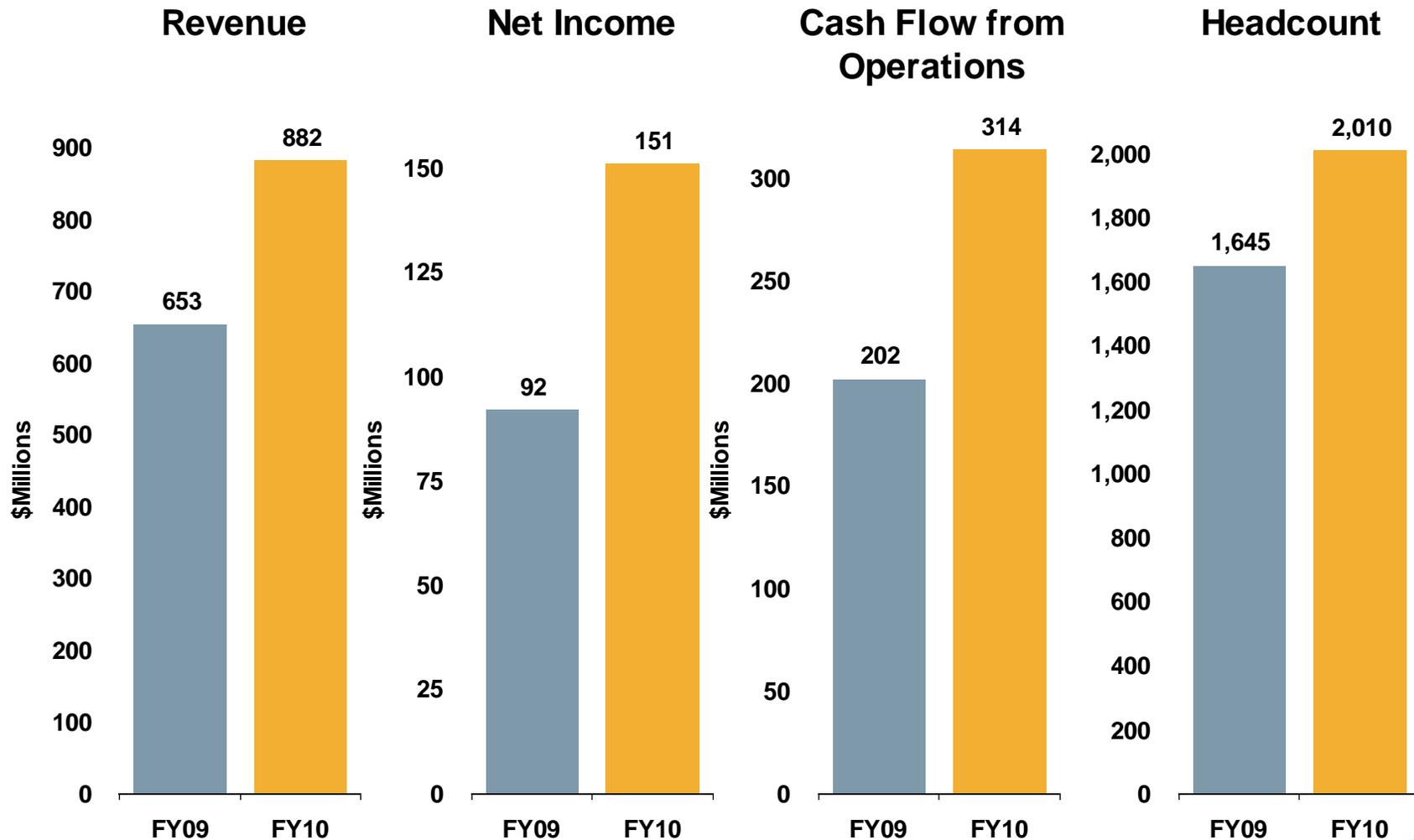
Headcount

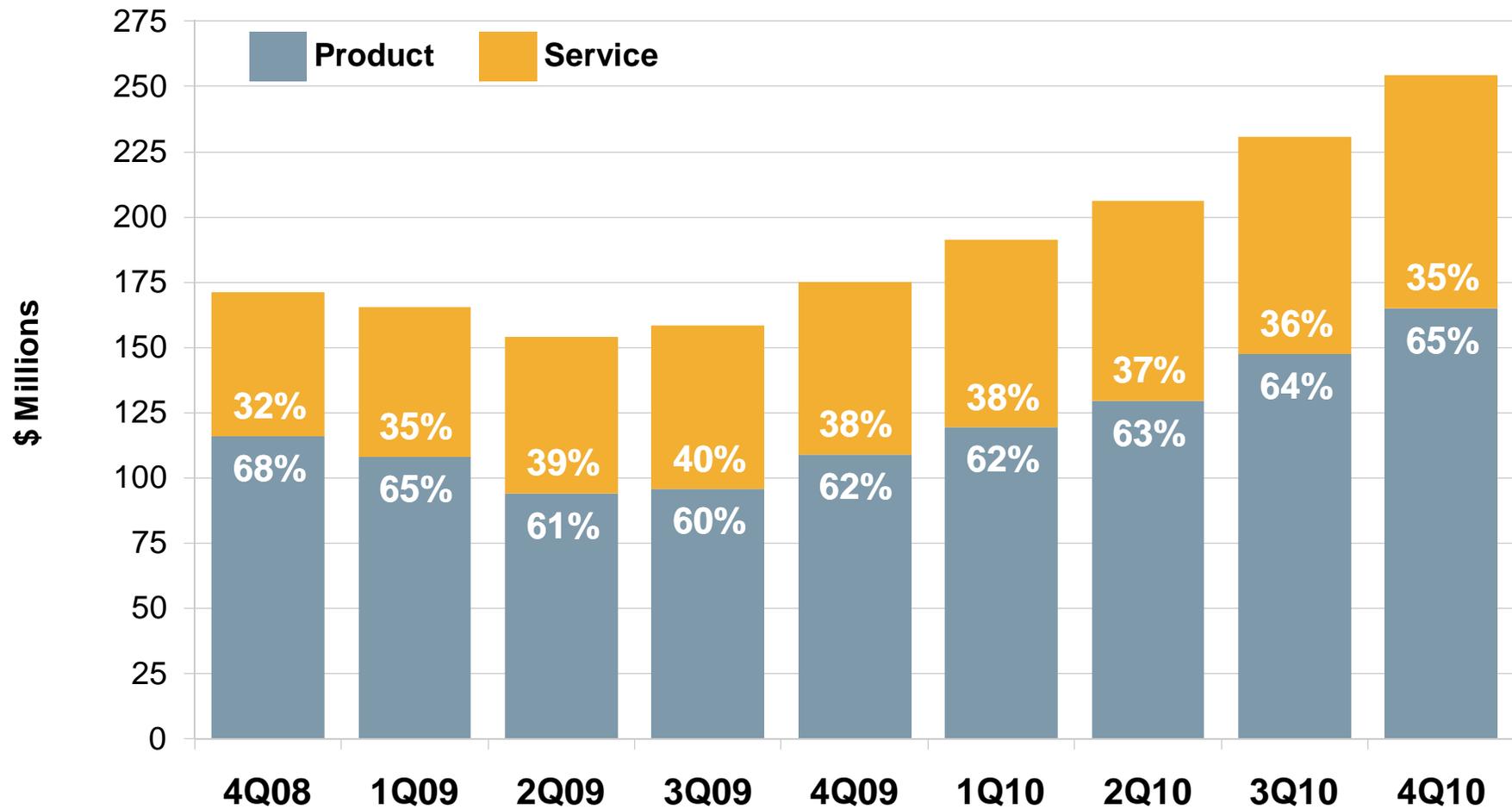# Revenue Breakout

Total Revenue
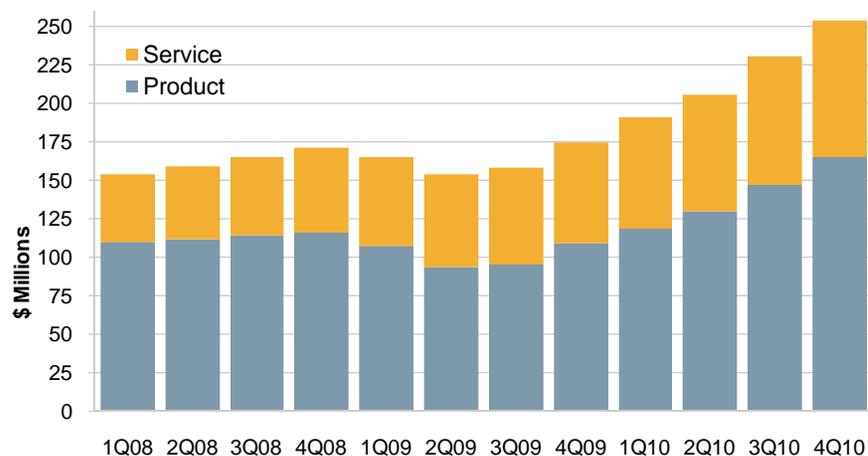
Revenue by Region

Revenue by Industry Vertical

Non-GAAP Gross Margins
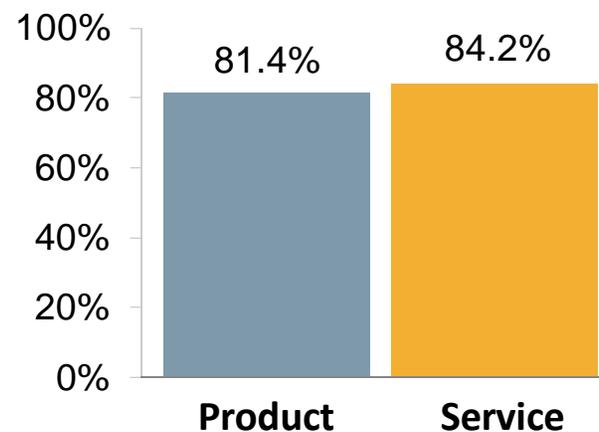
Revenue Trends: Product & Service

Revenue Trends: Geography
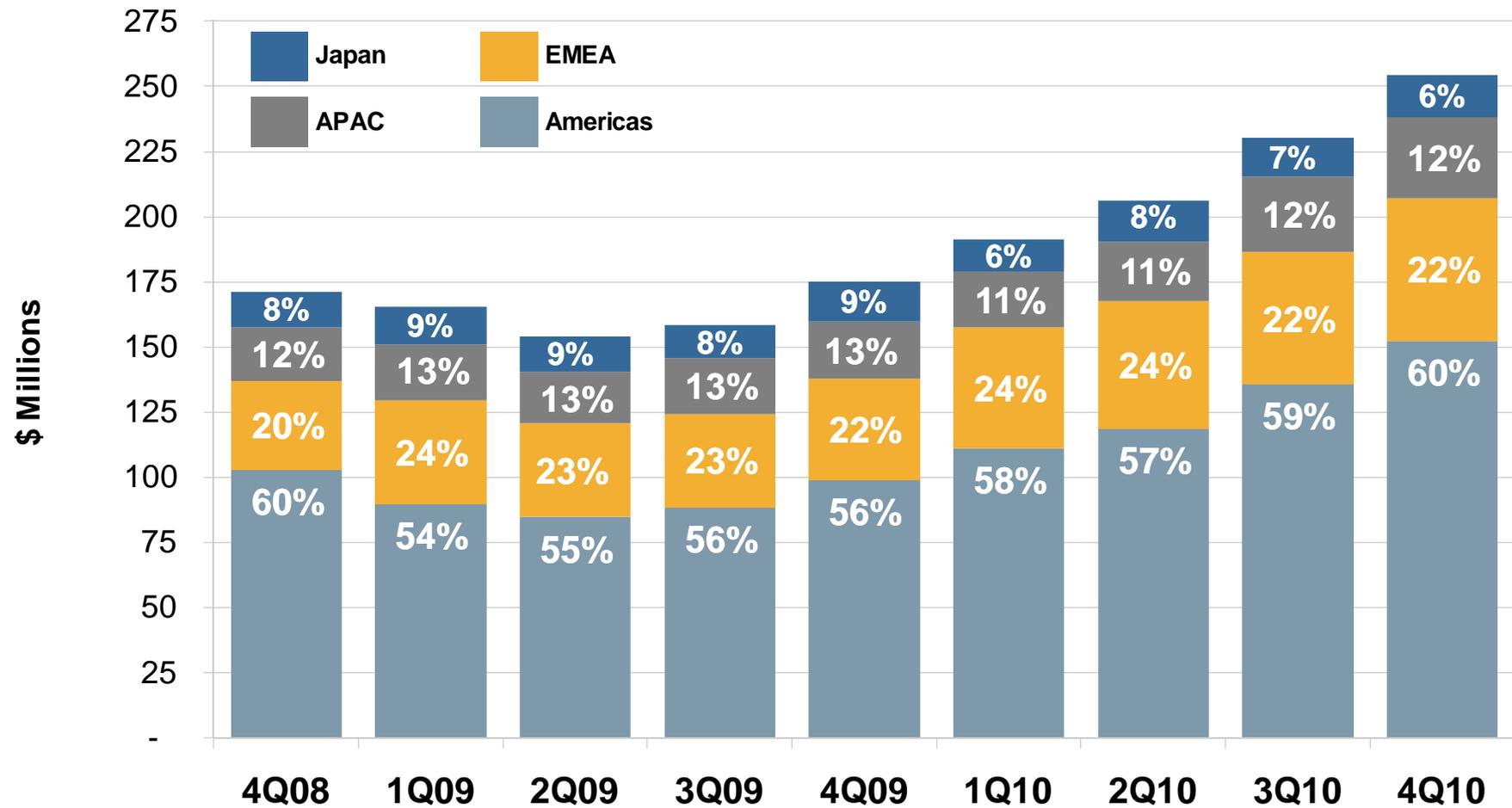
Revenue Trends: Industry Vertical

	4Q08	1Q09	2Q09	3Q09	4Q09	1Q10	2Q10	3Q10	4Q10
Financial	16%	20%	22%	21%	15%	31%	20%	24%	20%
Technology	22%	17%	20%	17%	19%	12%	24%	20%	19%
Telco	23%	23%	26%	25%	24%	21%	20%	23%	25%
Govt ex Federal	4%	5%	4%	5%	6%	5%	4%	5%	4%
Federal	8%	4%	3%	5%	9%	7%	6%	5%	7%
Other	27%	31%	25%	27%	27%	24%	26%	23%	25%
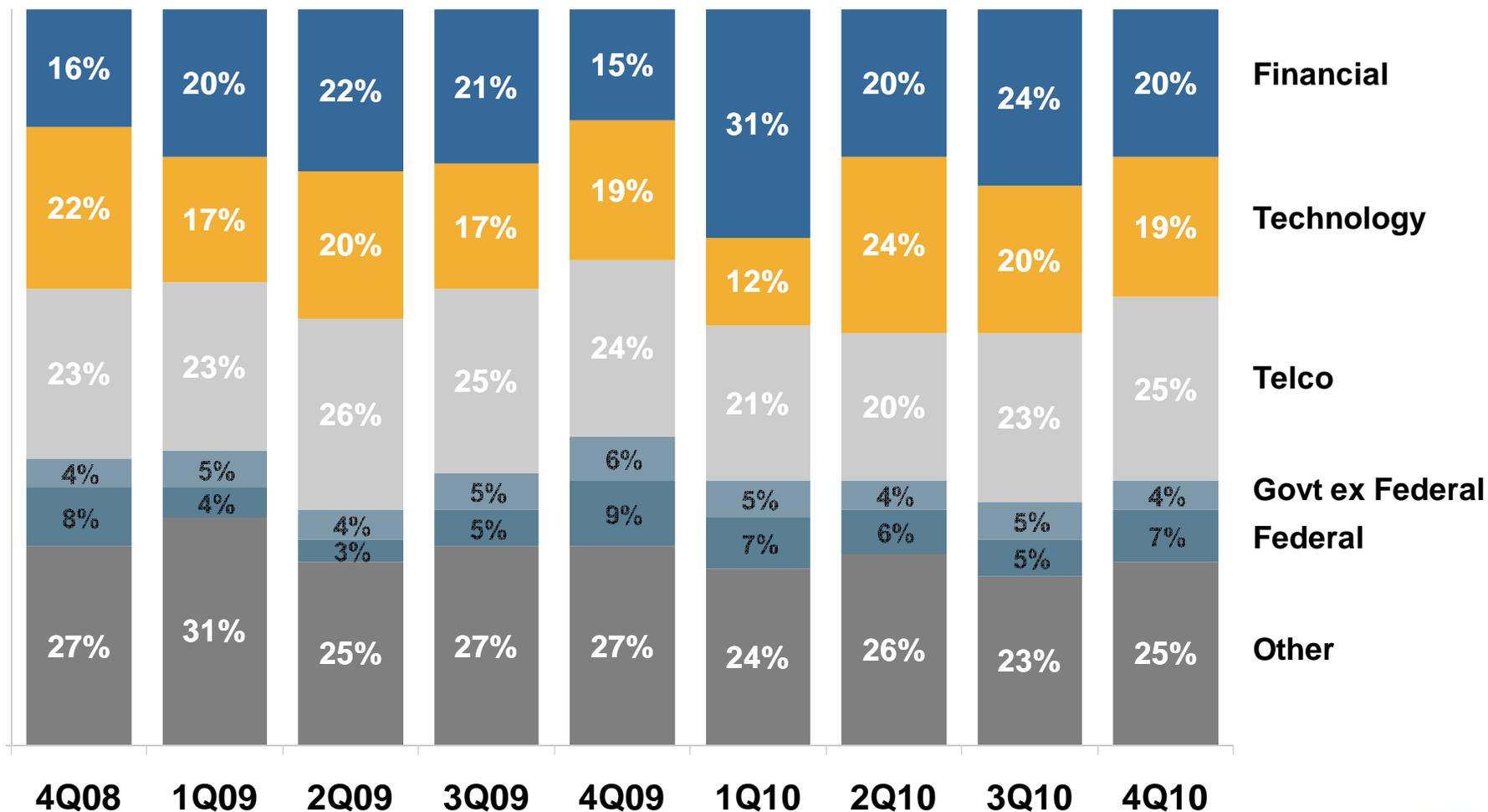
Business Model Trends

Headcount
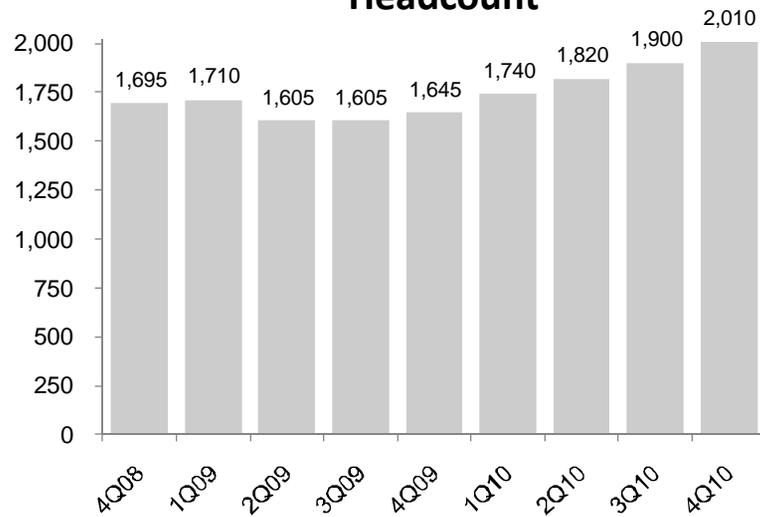
Gross Margin (Non-GAAP)

Operating Margin (Non-GAAP)

EPS (Non-GAAP)

Balance Sheet Trends

Deferred Revenue

4Q08	1Q09	2Q09	3Q09	4Q09	1Q10	2Q10	3Q10	4Q10
145	156	160	170	183	211	226	240	259

DSO

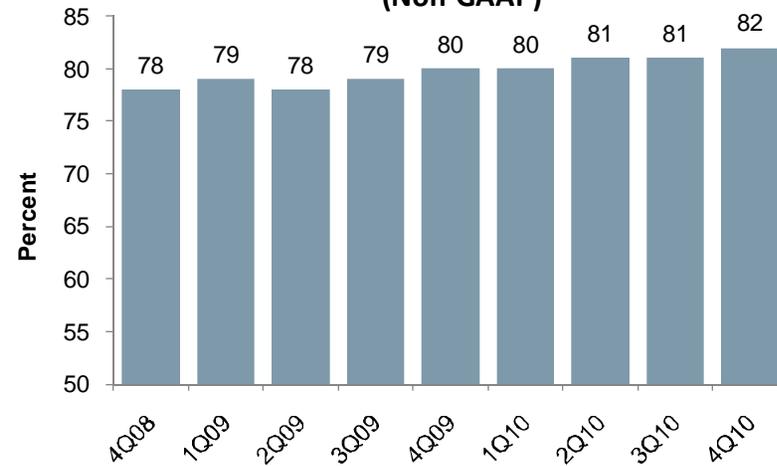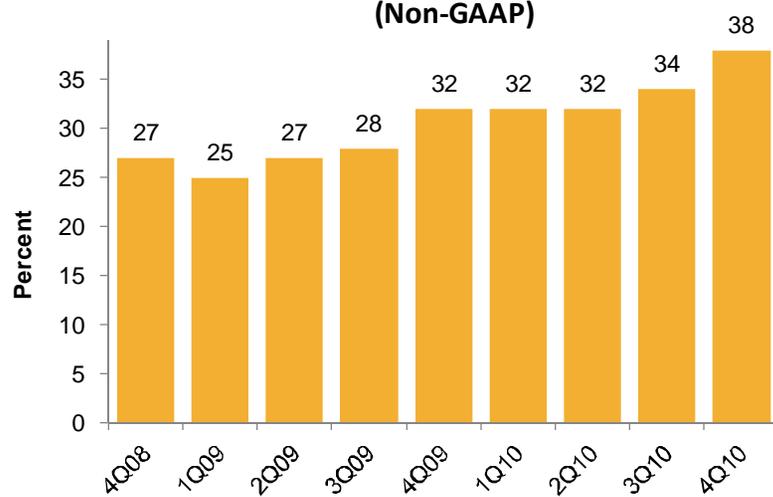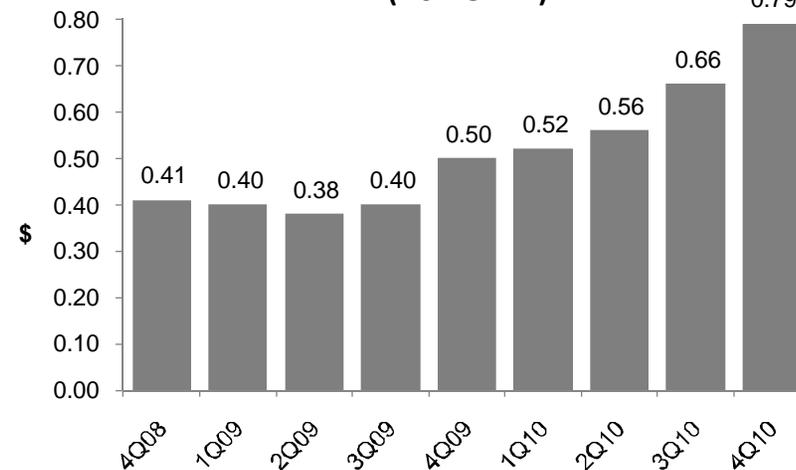| 4Q08	1Q09	2Q09	3Q09	4Q09	1Q10	2Q10	3Q10	4Q10
51	55	53	52	55	51	39	40	40

Cash Flow from Operations

4Q08	1Q09	2Q09	3Q09	4Q09	1Q10	2Q10	3Q10	4Q10
59	58	39	46	59	74	78	75	86
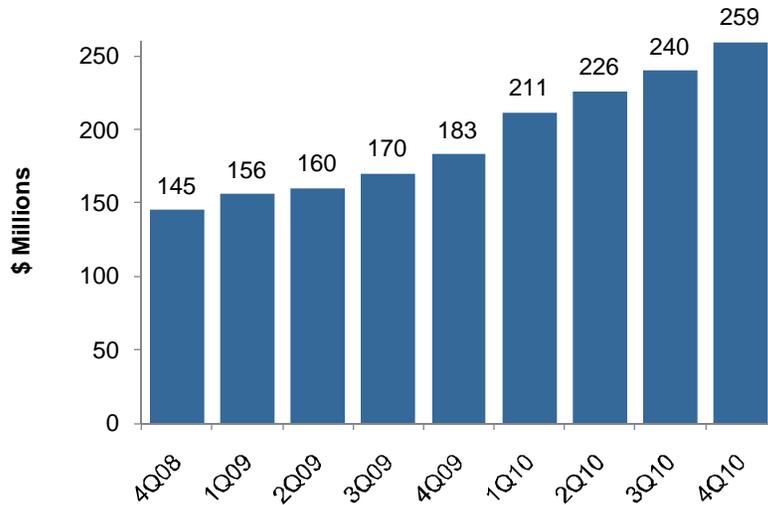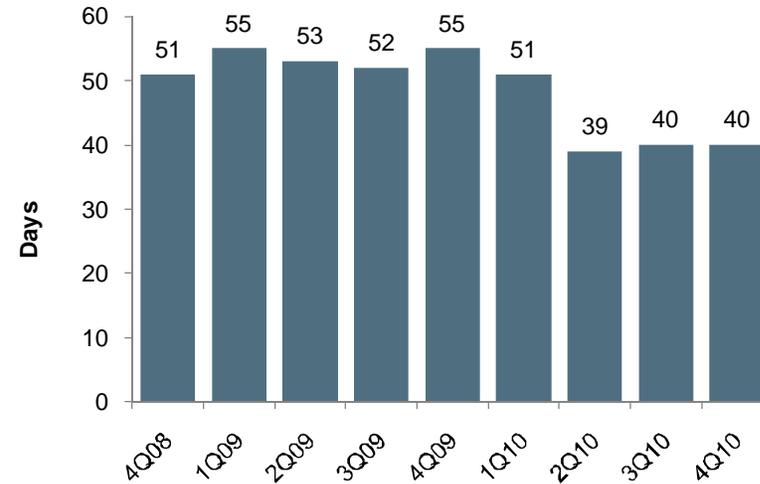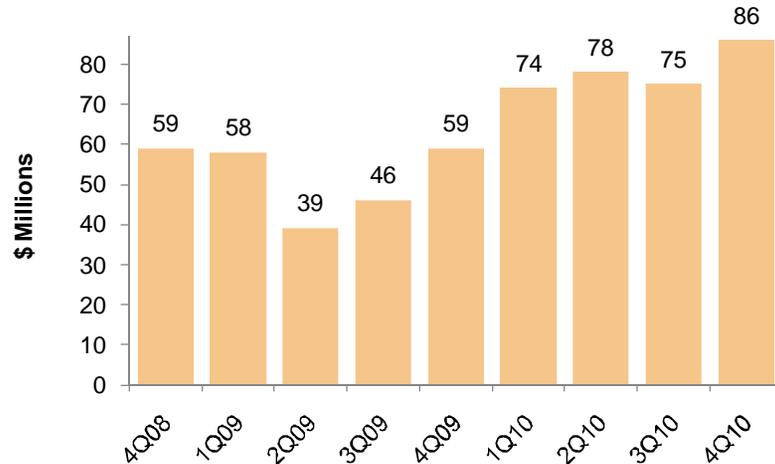
Cash & Investments/Share Repurchase

4Q08	1Q09	2Q09	3Q09	4Q09	1Q10	2Q10	3Q10	4Q10
451	487	499	538	574	647	712	781	862
-50	-20	-27	-16	-24	-15	-20	-20	-20

Headcount

FINANCE/OPS
226 (11%)

MANUFACTURING
39 (2%)

SALES (QUOTA)
233 (12%)

PROFESSIONAL
SERVICES
434 (22%)

PRODUCT
DEVELOPMENT
509 (25%)

SALES (SUPPORT)
431 (21%)

MARKETING
140 (7%)
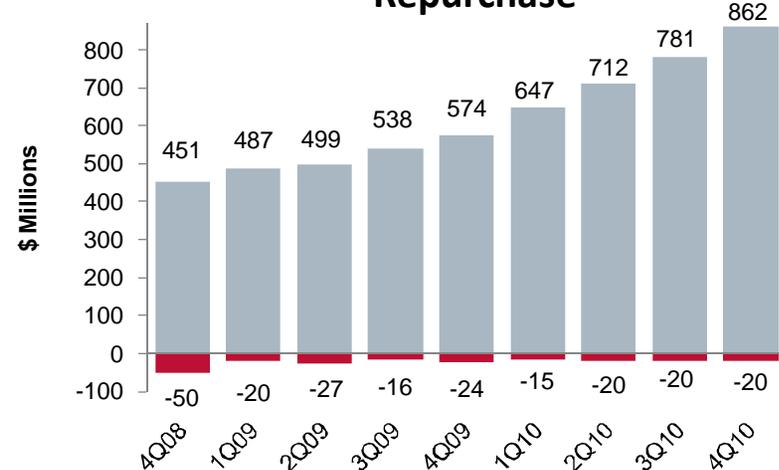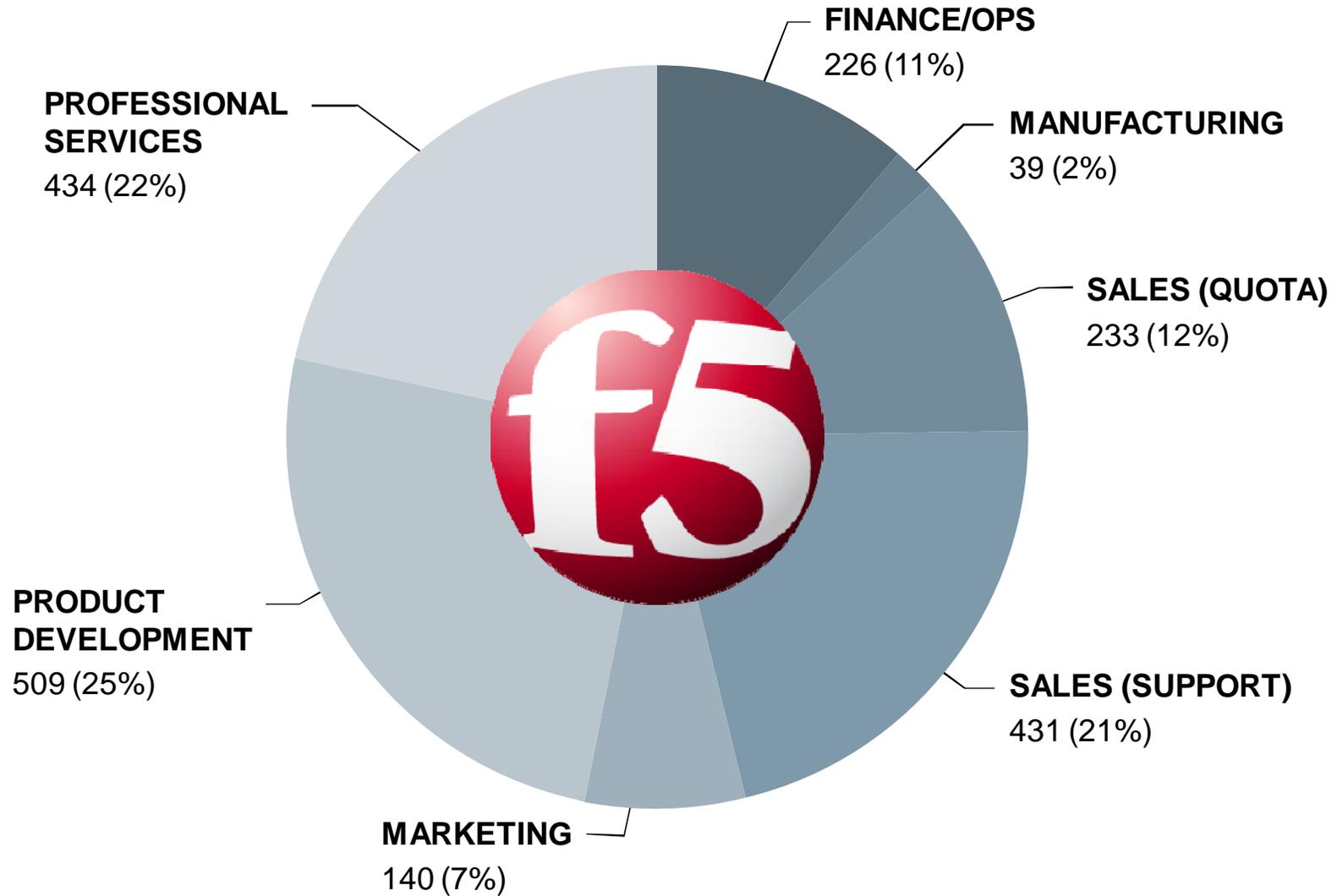
4Q10 Results / 1Q11 Targets

	Q4 Actual	Q1 Guidance
Revenue	$254.3	$265–270
Gross Margin (GAAP)	81.6%	81–82%
Operating Expenses (GAAP)	$131.1	$137–141
EPS (GAAP) **EPS (non-GAAP)**	$0.59 $0.79	$0.62–0.64 $0.80–0.82
DSO	40 days	Low 40s
Inventory	$18.8	$17–19
Cash Flow from Operations	$86.4	> $95

Dollar amounts in millions except EPS

FY11 Planning Assumptions

- Sequential revenue growth throughout fiscal 2011

- Gross margins in 81% to 82% range

- Non-GAAP operating margin between 36% and 38%

- Stock based compensation expense at Q1 levels until next annual grant in August.

- CapEx approximately $4 - 8 million per quarter.

- Tax Rates

  - GAAP: 36.5%

  - NonGAAP: 35%

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Dan Matte

SVP Marketing,
Corporate Development & Business Development

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Traffic Changes & Trends Favor F5

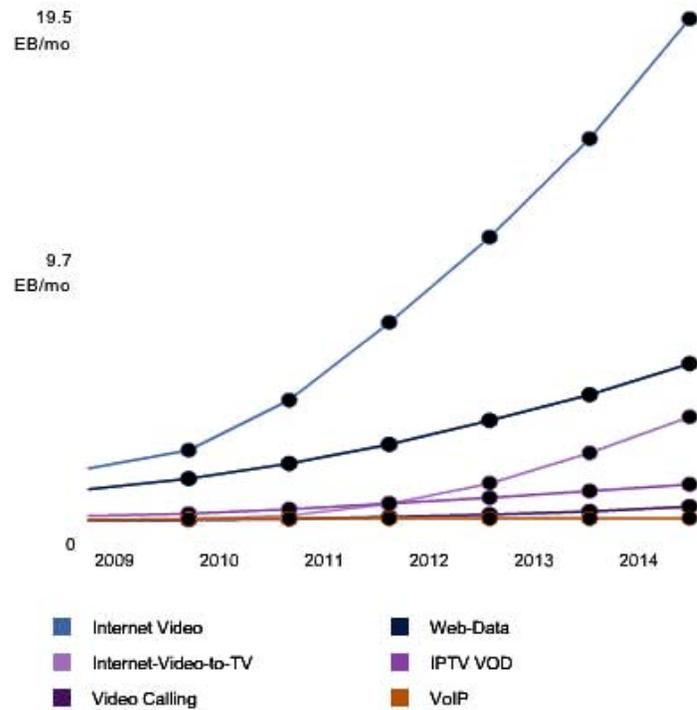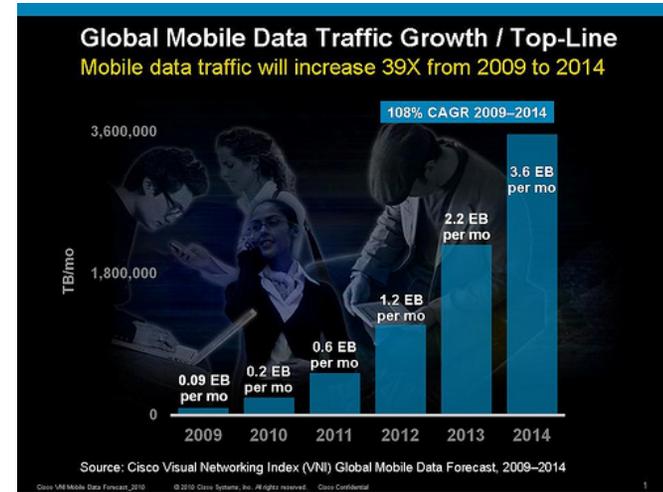# Platform Expands Market

Positioned for Cloud

More, More, More!

Internet Traffic (EB /month)

*Cisco VNI June 2010

Datacenter Storage (TB)

Exabyte = 1 billion gigabytes
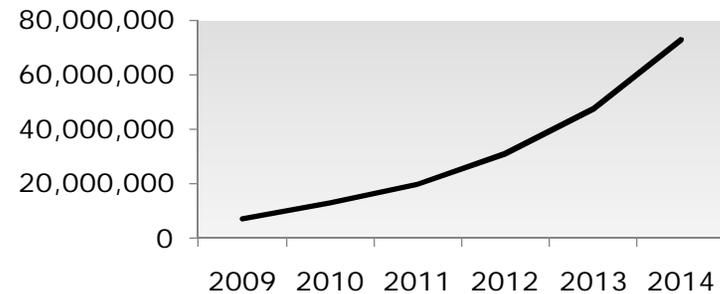
Source: Gartner External Controller-based Storage Forecast

Physical or Virtual?

Design optimized for VM hosting

1. Consolidate
2. Optimize

Servers (annual shipments)

Legend:
- Parallels VMs
- RH KVM VMs
- Novell VMs
- Sun VMs
- Oracle VMs
- VI VMs
- CTX VMs
- MS HV VMs
- MS VS VMs
- VMware VMs
- Server Hardware (units)

Y-axis: 50,000,000 / 45,000,000 / 40,000,000 / 35,000,000 / 30,000,000 / 25,000,000 / 20,000,000 / 15,000,000 / 10,000,000 / 5,000,000 / -

	2006	2007	2008	2009	2010	2011	2012	2013
Percent of Processors Virtualized	1%	3%	4%	5%	10%	14%	20%	28%

Source: Gartner. Percent of servers virtualized represents the portion of each year's (new) hardware which is running hypervisors.

I Want My HTTP

HTML5
Browser is the App

 Offline Web Apps

 Video & Audio Support

 Document Editing

 Drag & Drop

 More Transactions

Strategic Points of Control
Drive New Services

Legacy Approach

Packet Based
Architecture

React to a Single Communication, One Direction

New Opportunities

Flow / Session
Based
Architecture
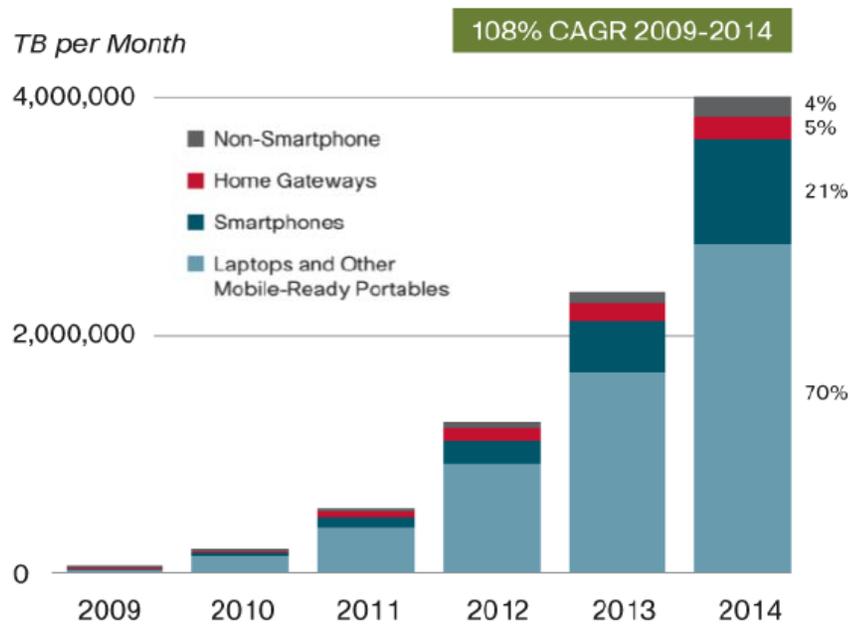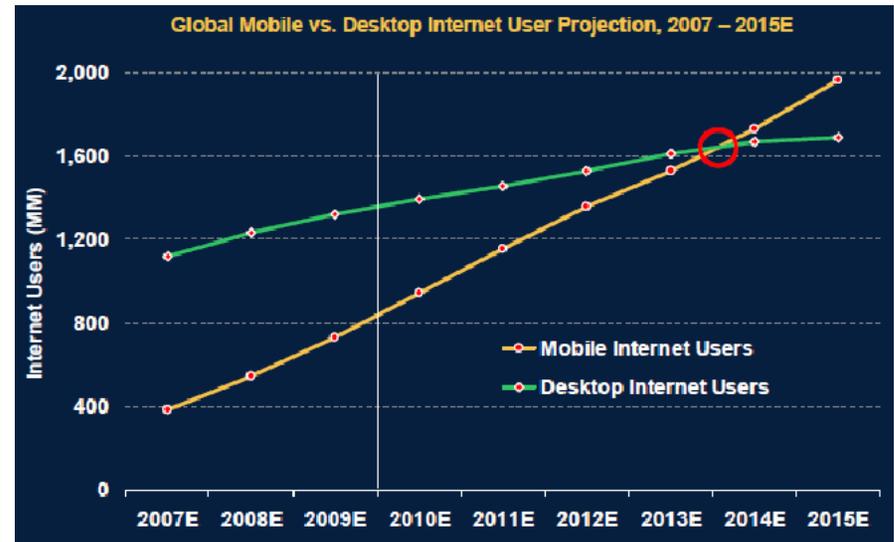
TM/OS

React to a Real Time, Two-Way Conversation
Translate Between Parties

Application Consumers Increasingly Mobile

Source: Morgan Stanley

Source: Morgan Stanley

F5 Center of Powerful Trends

F5 Center of Powerful Trends
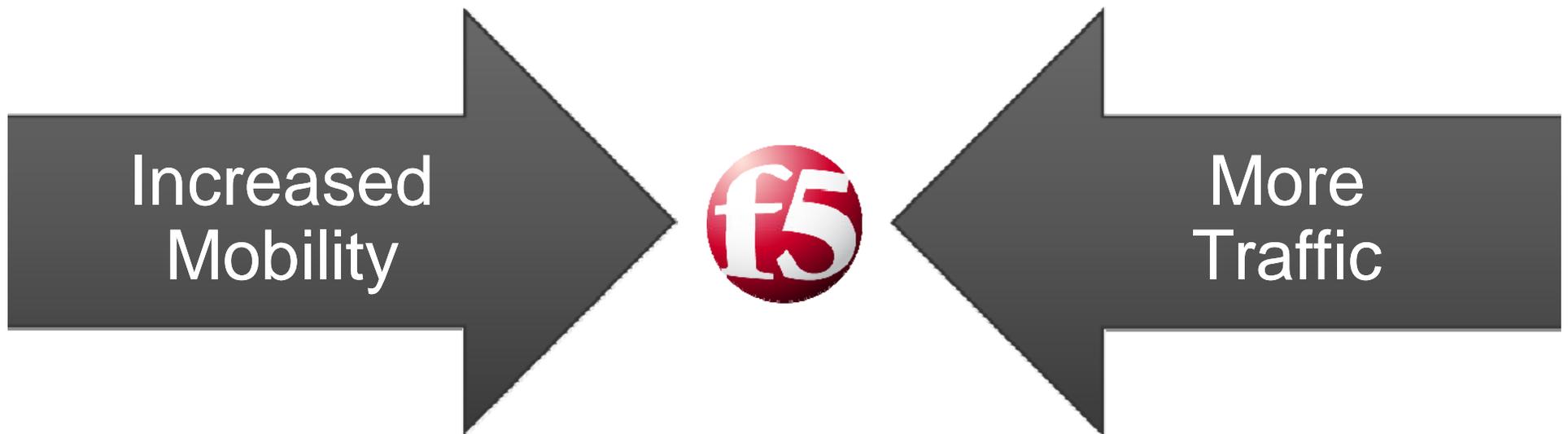
F5 Center of Powerful Trends

F5 Center of Powerful Trends
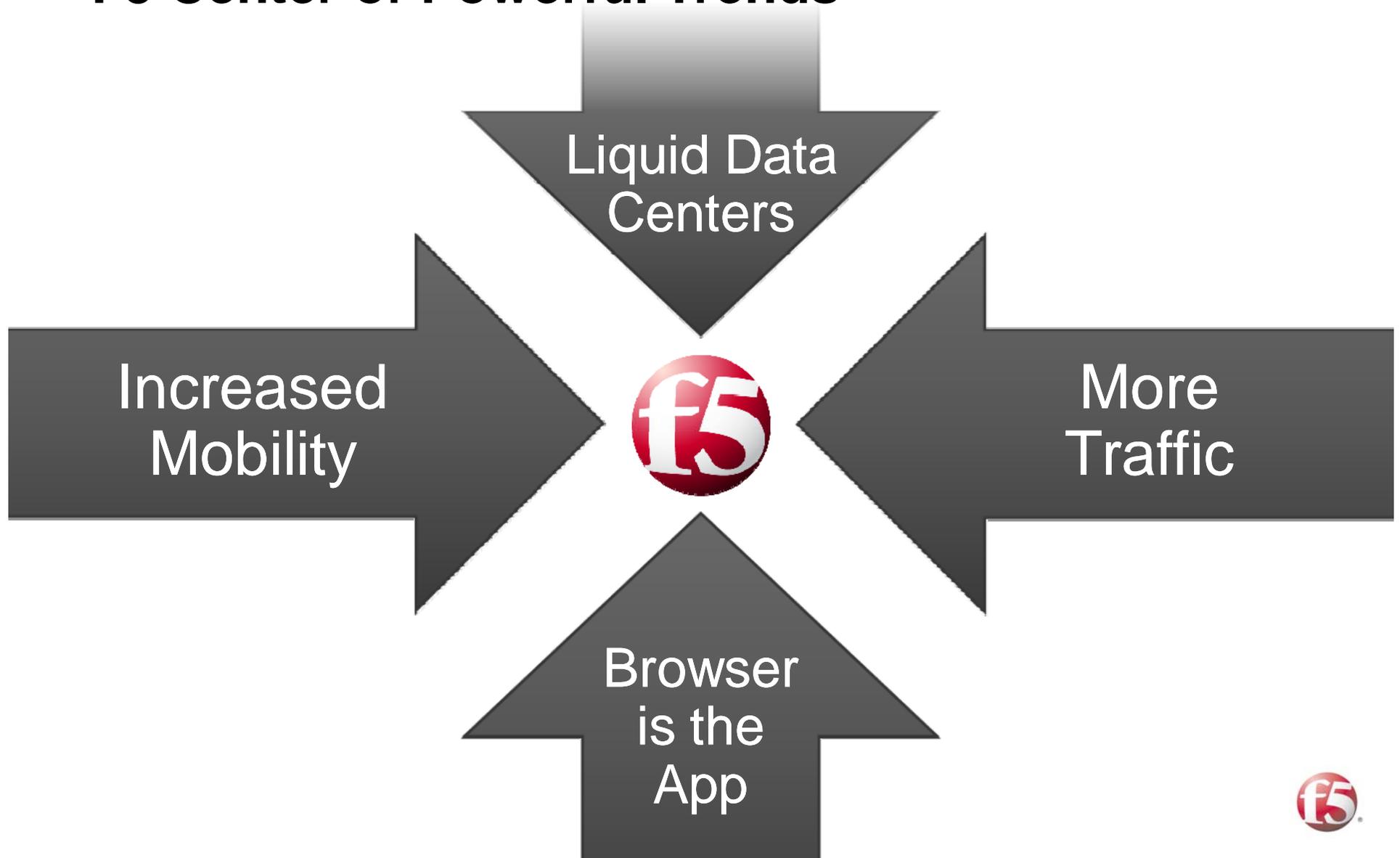
A Complex World Needs
Strategic Points of Control

Each "user" has more and more access points

Each "application" has increasingly distributed components

ADN creates *virtualized* users and applications (VIPs)

- Mobile devices
- Laptops
- Workstations
- Virtual Desktops
- Personal devices with enterprise access

- Unique ability to manage them as objects
- Ideal location to enforce policies for security, access, acceleration

- Service-oriented architectures
- Virtualized servers
- Cloud-based software or components

Total Addressable Market Circa 2000

Load Balancing $500M

TMOS Drives ADC Evolution

Enterprise Applications

Server offload

Load Balancing $500M

Security

Device consolidation
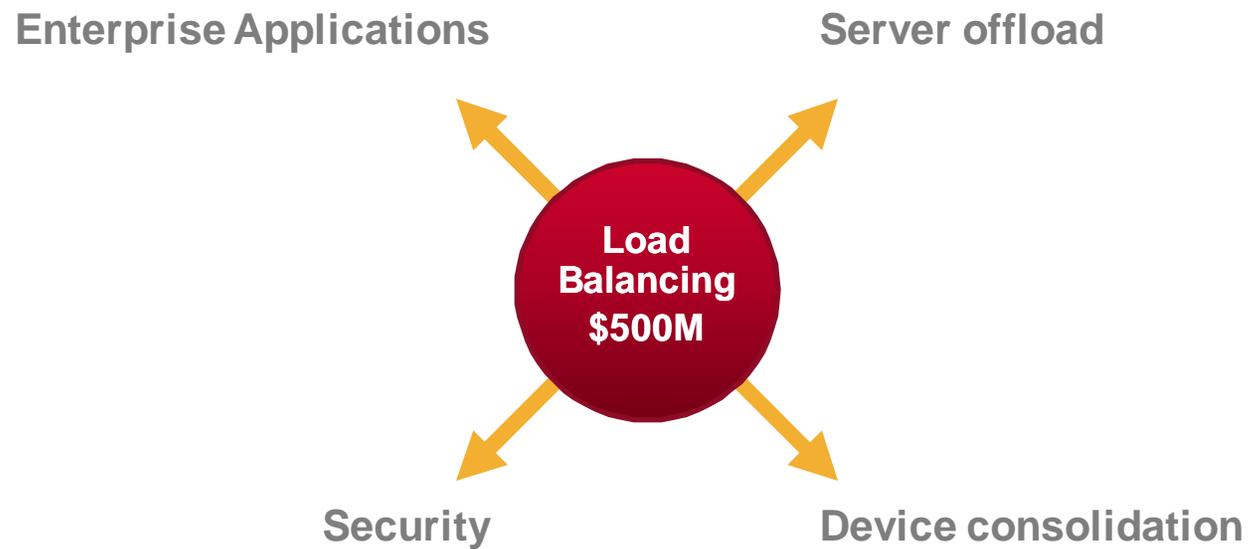
Application Delivery Networking 2010

ADN 2010 = $4B
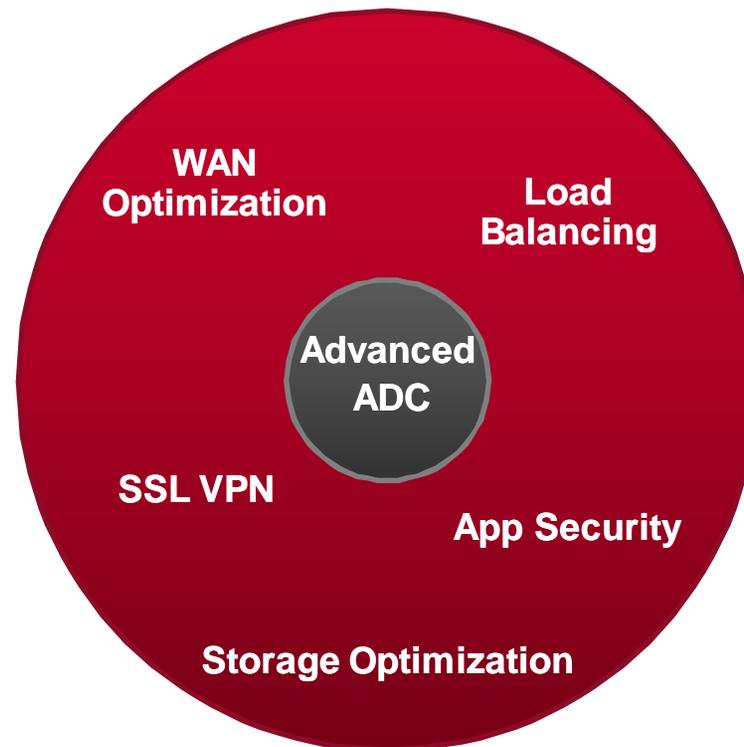
Trends Pulling ADN Into New Markets

Mobile Computing

Liquid Data Centers

ADN 2010 = $4B

WAN Optimization

Load Balancing

Advanced ADC

SSL VPN

App Security

Storage Optimization

Increased Traffic

Browser is the App

TAM expands as ADN becomes a platform

$20B

ADN 2014 ~$9B

Carrier Traffic Management

Secure Web Gateway

ADN 2010

WAN Optimization

Load Balancing

Advanced ADC

Identity & Access Management

SSL VPN

App Security

Edge Security

Storage Optimization

Cloud Controllers

Mobile & Media Data Optimization

TAM expands as ADN becomes a platform

$20B

ADN 2014 ~$9B

iRules

URL Filtering

Carrier Traffic Management

Secure Web Gateway

ADN 2010

WAN Optimization

Load Balancing

VIPRION

FW

Advanced ADC

Identity & Access Management

SSL VPN

App Security

APM & Client

EDGE

Edge Security

Storage Optimization

ARX

WA/WOM Caching

File & Media Data Optimization

Cloud Controllers

Virtual Editions

F5 Customers Purchase More Over Time

**Typical large F5 customer spending curve
(Based on top 50 customer average)**

Average Yearly Bookings

- Large Financial Deal
- Bookings

Year

Source: F5 Sales Operations (salesforce.com data)
Top 50 customers excludes US, PRC, and Singapore governments.

Expanding F5's Reach

| ADC | Lead Market | Shared Environments |

| vADC | F5 the choice for cloud environments | Complimentary to H/W |

| Emulator | Drive Trial | Penetrate App & Server Teams |

VE
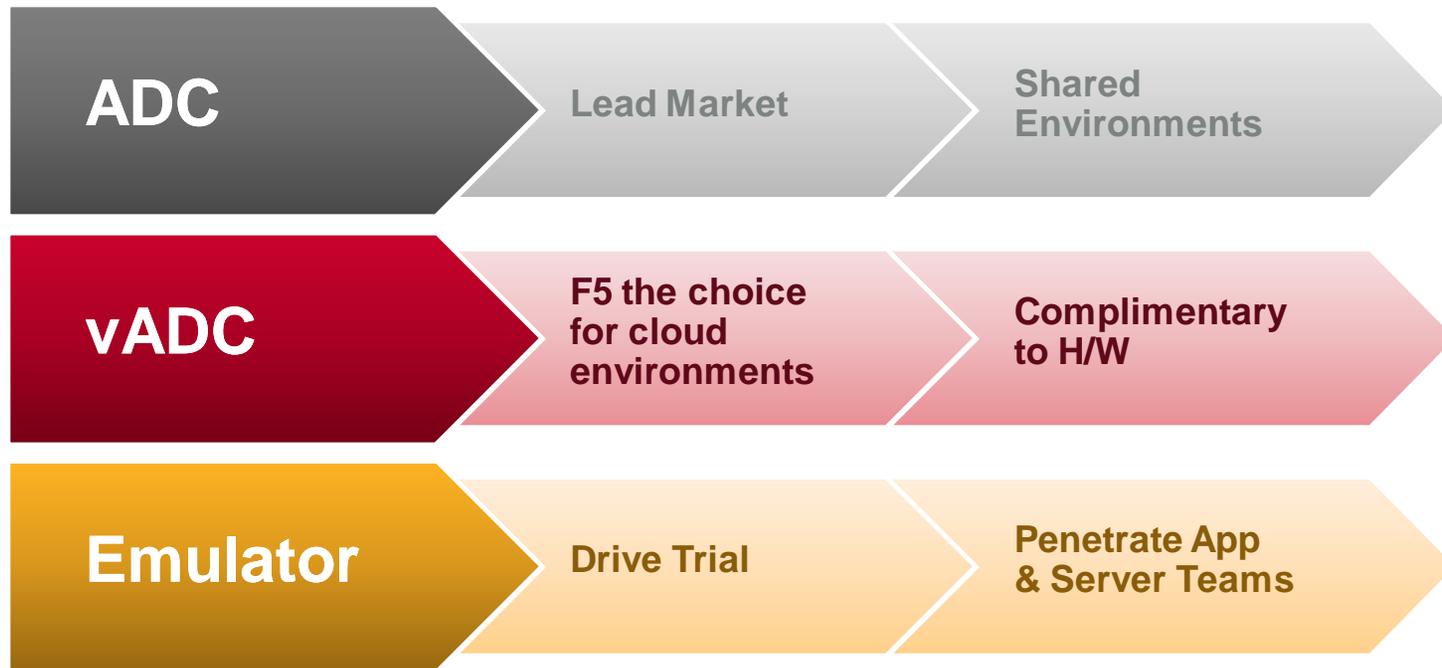
15,000+ downloads

More products coming

ARX *the* Gateway to Cloud Storage

"Servers can get re-used, not storage" –Forrester

WW Cloud Storage Revenue ($B)
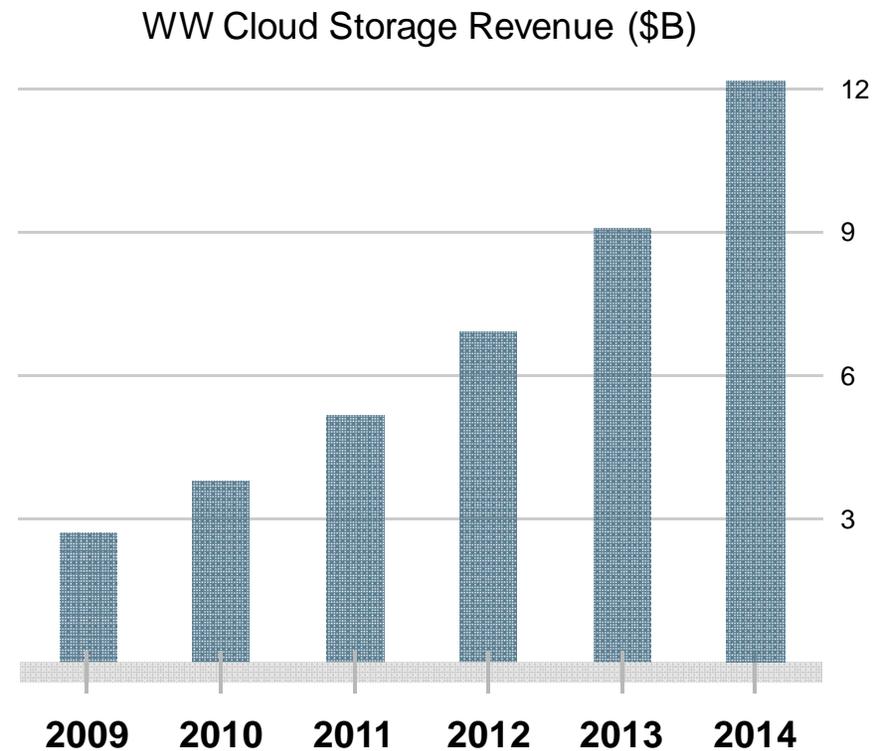
Source: IDC WW Storage in the Cloud Forecast

F5 Well Positioned as Broker to the Cloud

F5 enterprise footprint

HTML 5

F5 Powered Clouds

Transparent Access to Server & Storage

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Erik Giesa

VP Product Management & Product Marketing

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F5 Service Provider Customers

Mobile/Telco

Fixed

Cable

10 of the top 10 Worldwide Mobile Network Operators

10 of the top 10 Worldwide Fixed Service Providers

THE IMPENDING MOBILE DATA TSUNAMI

1791
First Telegraph
Coded messages are sent with an optical telegraph, or semaphore, developed by Claude Chappe.

1835
Morse Code
Birth of Morse and Q code.

1894
First Wireless Transmission
Marconi sends the first successful wireless transmission over the Bristol Channel.

1901
First Radio Signal Across the Atlantic
Marconi successfully transmits radio signal across Atlantic Ocean from (first communication across the ocean) Cornwall to Newfoundland.

1959
First Pager
The name "pager" comes into being when Motorola makes a personal radio communications product enabling people to receive personal messages.

1983
First Cell Phone
The first cell phone—DynaTAC 8000X—is released to the public, 10 years after the release of the prototype in 1973.

1992
First SMS Message
First SMS message sent over the Vodafone GMS network. The message was sent by Neil Papworth using a personal computer

2009
Explosive Mobile Growth
Number of mobile subscribers reaches
4.7 billion people

SMS texts sent globally:
5.3 trillion

Voice calls:
10.6 trillion minutes globally (equivalent to **20 million years**)

MMS texts sent globally:
109 billion

2010
The Data Tsunami
Global mobile data traffic:
3,004,555 TB/year

1800

1900

2000

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THE IMPENDING MOBILE DATA TSUNAMI

2009 statistics courtesy of Ovum
2010 statistic courtesy of Openwave

IP Everything
- Multimedia devices
- Smart grid
- Machine-to-machine
- Video surveillance

2009
Explosive Mobile Growth
Number of mobile subscribers reaches
4.7 billion people

2010
The Data Tsunami
Global mobile data traffic:
3,004,555 TB/year

MS Message
message sent over
fone GMS
The message was
eil Papworth using
al computer

SMS texts sent globally:
5.3 trillion

Voice calls:
10.6 trillion minutes
globally (equivalent to
20 million years)

MMS texts
sent globally:
109 billion

Morse Code
Birth of Morse
and Q code.

public, 10 years after
the release of the
prototype in 1973.

Multimedia Content
- Video on demand
- Cloud computing
- VoIP
- Social media

2000

1800

1900

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Traditional Approach to Meeting the Data Tsunami
Increasing operational complexity, costs, & decreasing agility

Traditional Approach to Meeting the Data Tsunami
Increasing operational complexity, costs, & decreasing agility

Video Services

Data Services

Voice Services
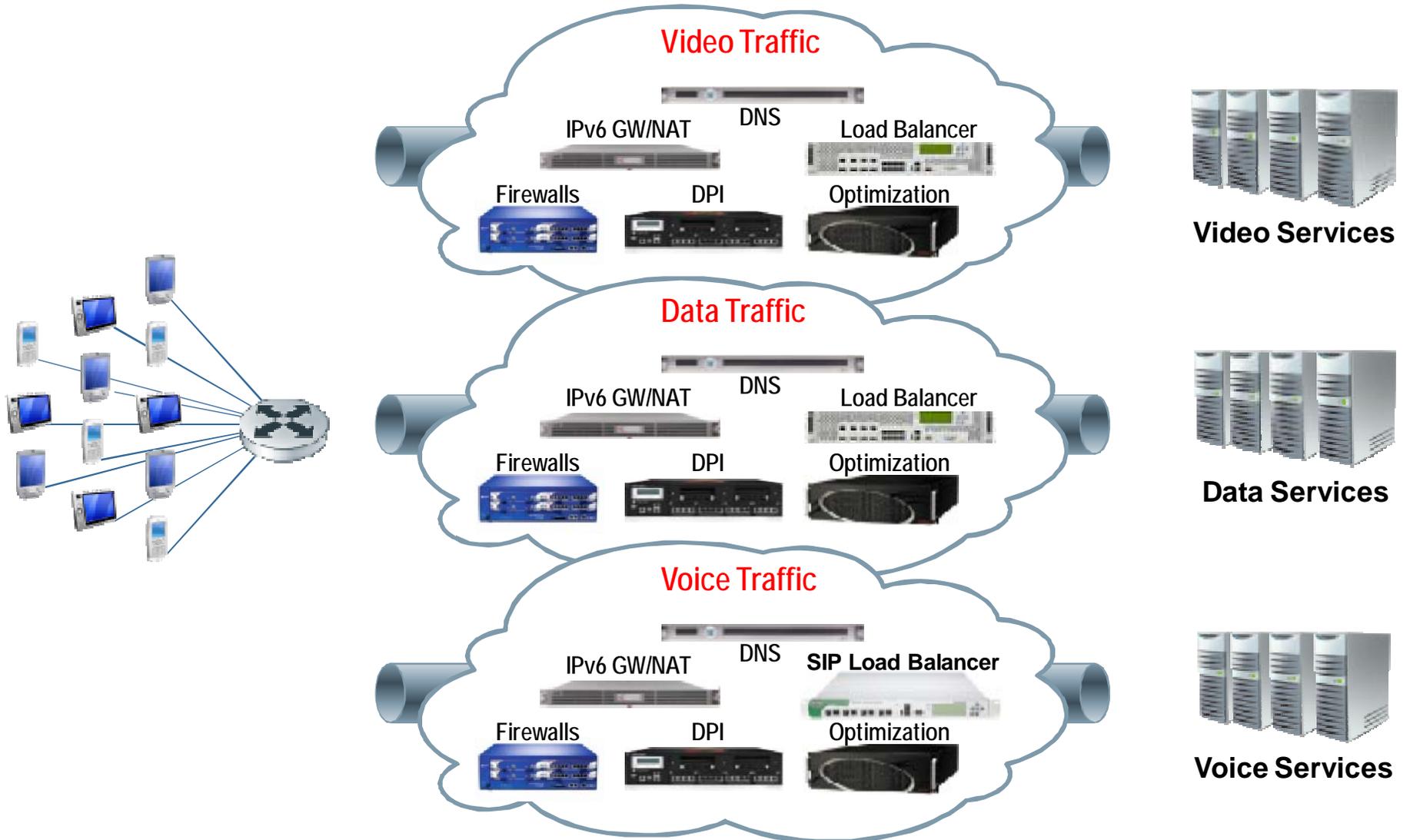
The Unmanaged Data Tsunami
Business Destruction

- Smart Phone Adoption
- Over The Top Content
- OPEX Rising Faster than ARPU

Increased Data Traffic

Increasing Operator Cost

Profitability GAP

Average Revenue Per User (ARPU)

2008   2009   2010   2011   2012
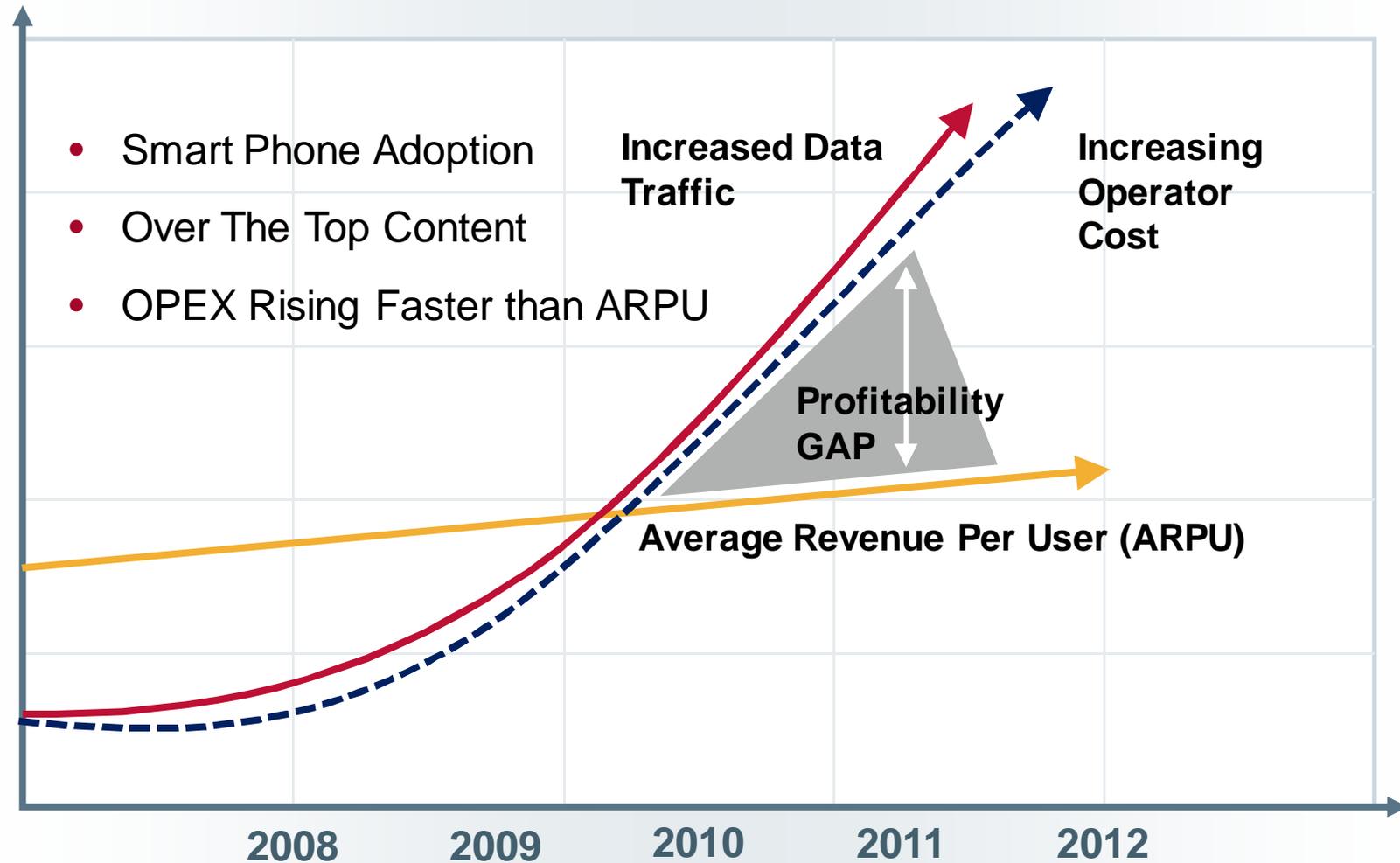
Control the Tsunami: Strategic Points-of-Control

IMS & IP-Based Services

Voice and Messaging
- VoIP
- SMS/MMS

Video & Content Delivery
- IPTV
- VoD

Data Services
- Web
- Apps

Service Operations
- DNS
- AAA
- OSS/BSS

Alliance Partners

4G

3G

2G

- GGSN
- PGW

Inspection Engine

Policy Enforcement
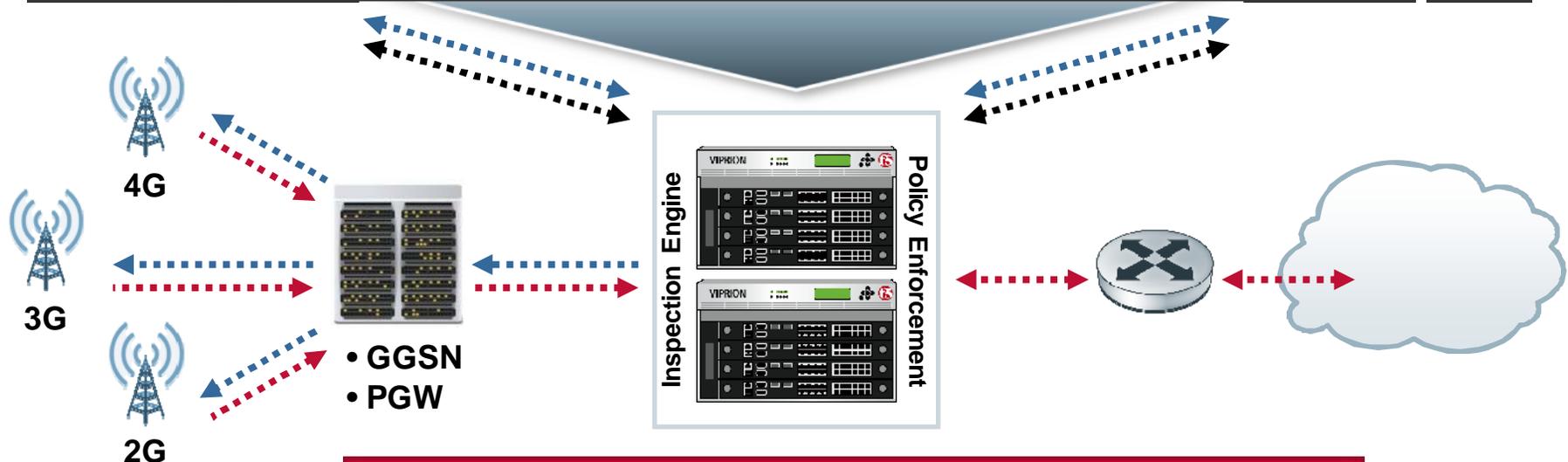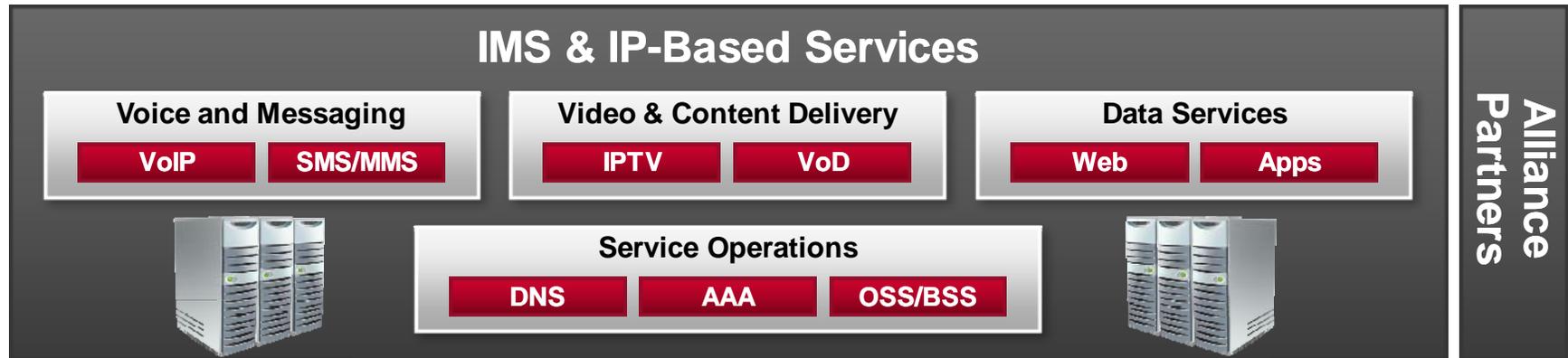
KEY

······ OPTIMIZED TRAFFIC

······ NON-OPTIMIZED TRAFFIC

······ PCRF & CHARGING

Unified Services

Service Awareness, Traffic Steering, Policy Enforcement, TCP Optimization, IPv6, NAT, DNS, Security, and Service Scaling

F5's Service Delivery Network (SDN) for Service Providers

Integrated F5 Service Delivery Networking Products

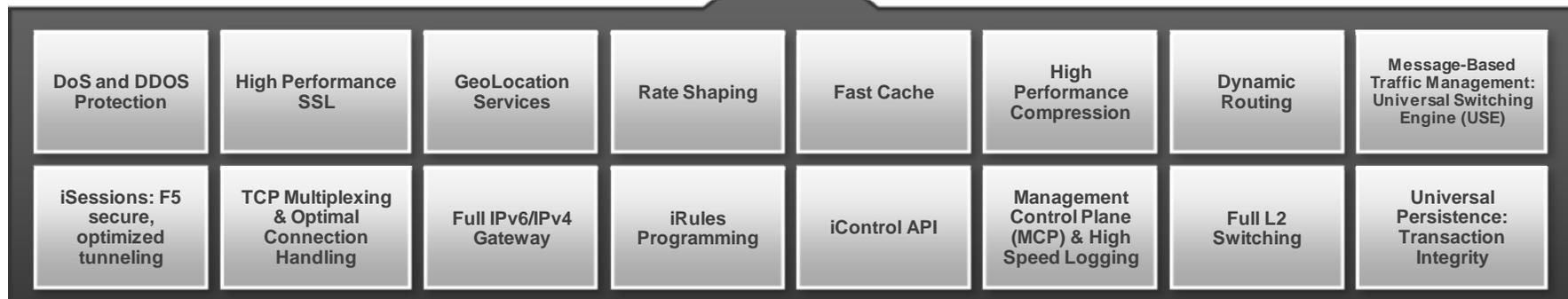| BIG-IP Edge Gateway (an edge services SDC)	BIG-IP Local Traffic Manager	BIG-IP Access Policy Manager	BIG-IP Application Security Manager
BIG-IP Global Traffic Manager	BIG-IP WAN Optimization Module	BIG-IP Web Accelerator	BIG-IP Link Controller

Full Proxy Services Architecture

TCP Exress: F5s Adaptive TCP Stack (client side)

F5's TMOS

TCP Express: F5's Adaptive TCP Stack (server side)

Common and Shared Services Architecture for F5 Services Delivery

DoS and DDOS Protection	High Performance SSL	GeoLocation Services	Rate Shaping	Fast Cache	High Performance Compression	Dynamic Routing	Message-Based Traffic Management: Universal Switching Engine (USE)
iSessions: F5 secure, optimized tunneling	TCP Multiplexing & Optimal Connection Handling	Full IPv6/IPv4 Gateway	iRules Programming	iControl API	Management Control Plane (MCP) & High Speed Logging	Full L2 Switching	Universal Persistence: Transaction Integrity

Unique Carrier-Class High Performance Hardware

Customer Problem #1: Scaling IPv6/IPv4 & NAT to Handle the Tsunami

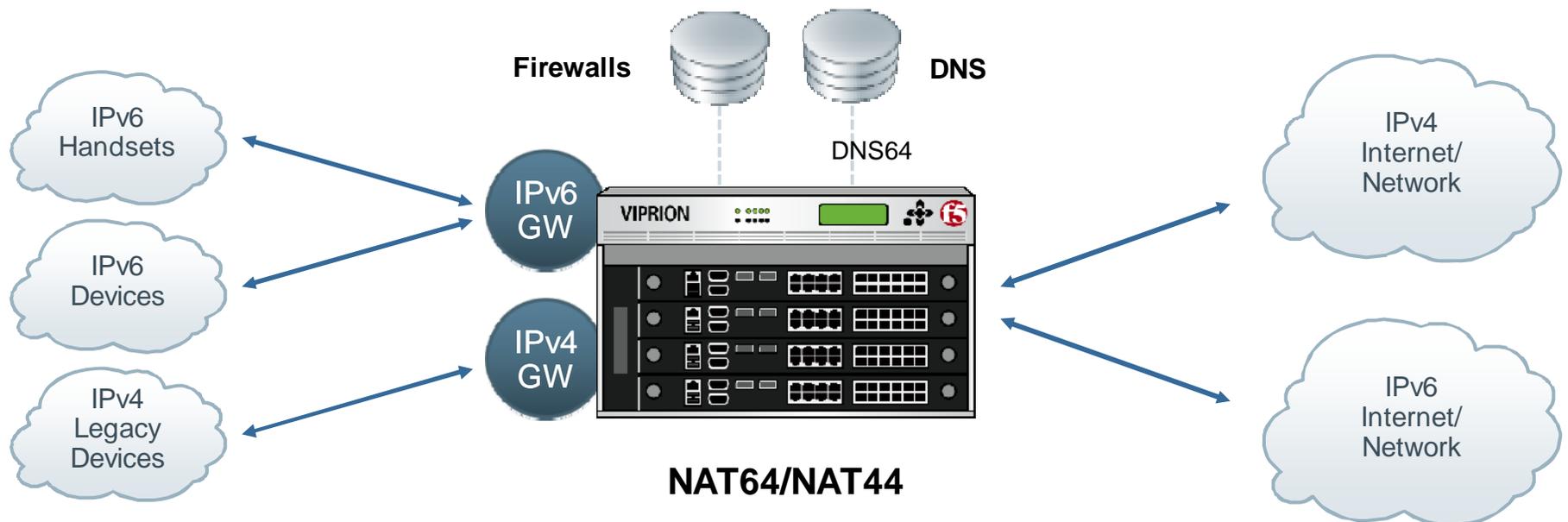## Typical Network Address Translation Deployment
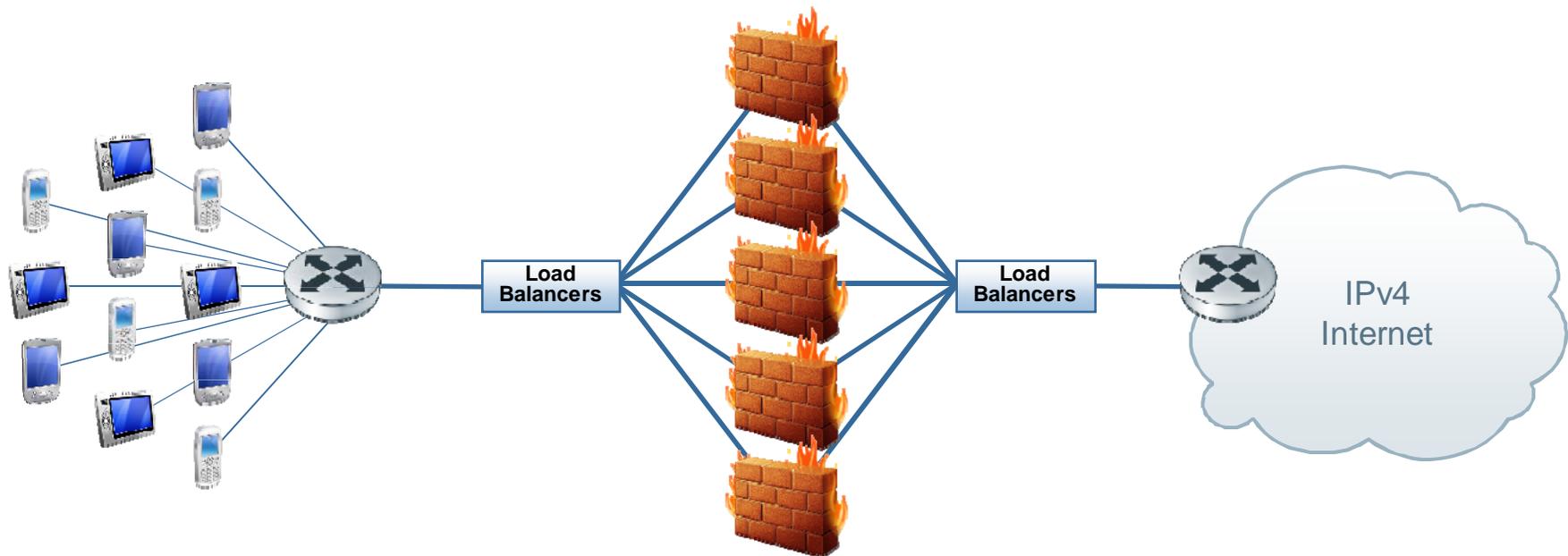
Problem
• Growth of IP enabled devices
• Depletion of IPv4 address space
• Current firewall solutions are expensive
• Scaling and high availability issues

Customer Solution #1: Scaling IPv6/IPv4 to Handle the Tsunami
Integrated Large Scale NAT and IPv6 Interworking Solution

Firewalls   **DNS**

IPv6 Handsets

IPv6 Devices

IPv4 Legacy Devices

IPv6 GW

IPv4 GW

DNS64

VIPRION

IPv4 Internet/ Network
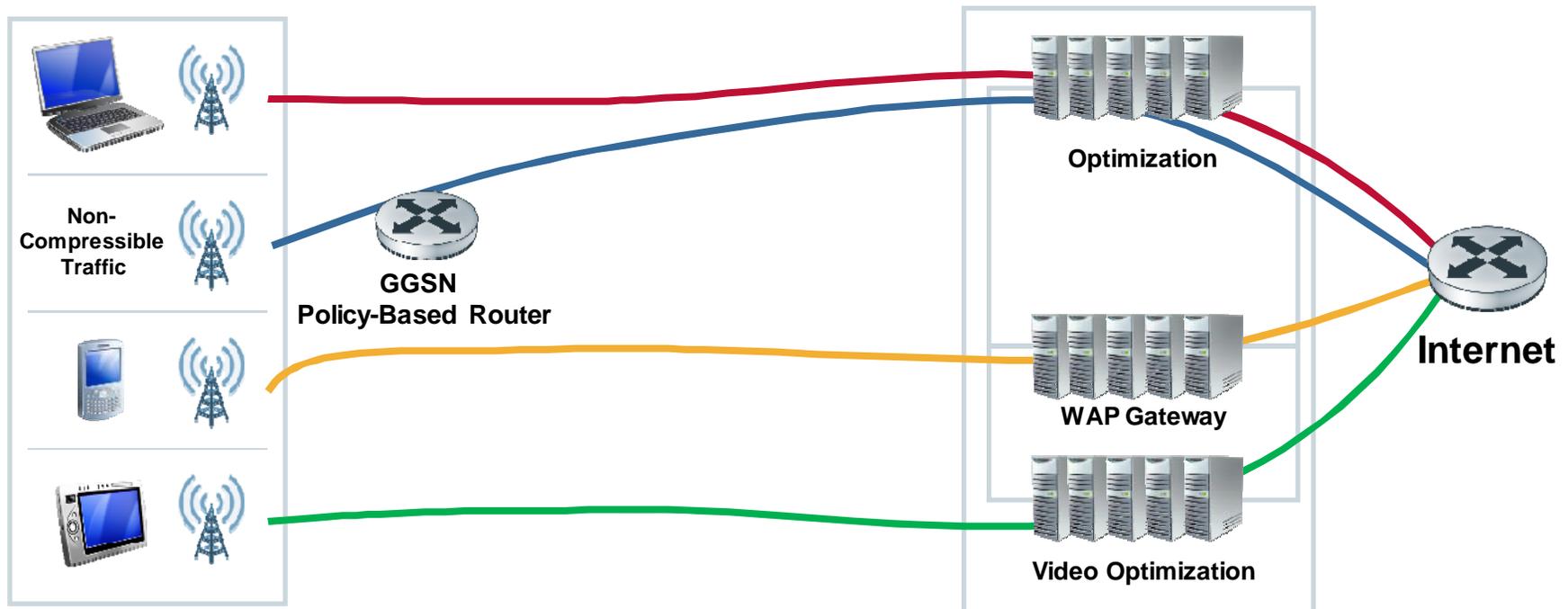
IPv6 Internet/ Network

NAT64/NAT44

Solution

- Coordination of NAT64 and DNS64
- Intelligently off-loads network firewall functions
- Reduce TCO for interworking
- Smooth migration to a IMS infrastructure

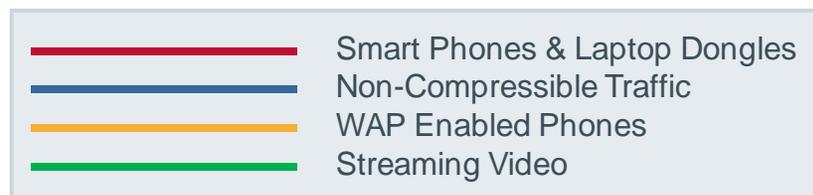Highly scalable NAT & IPv6 GW services at 1/3 the cost of traditional firewall solutions
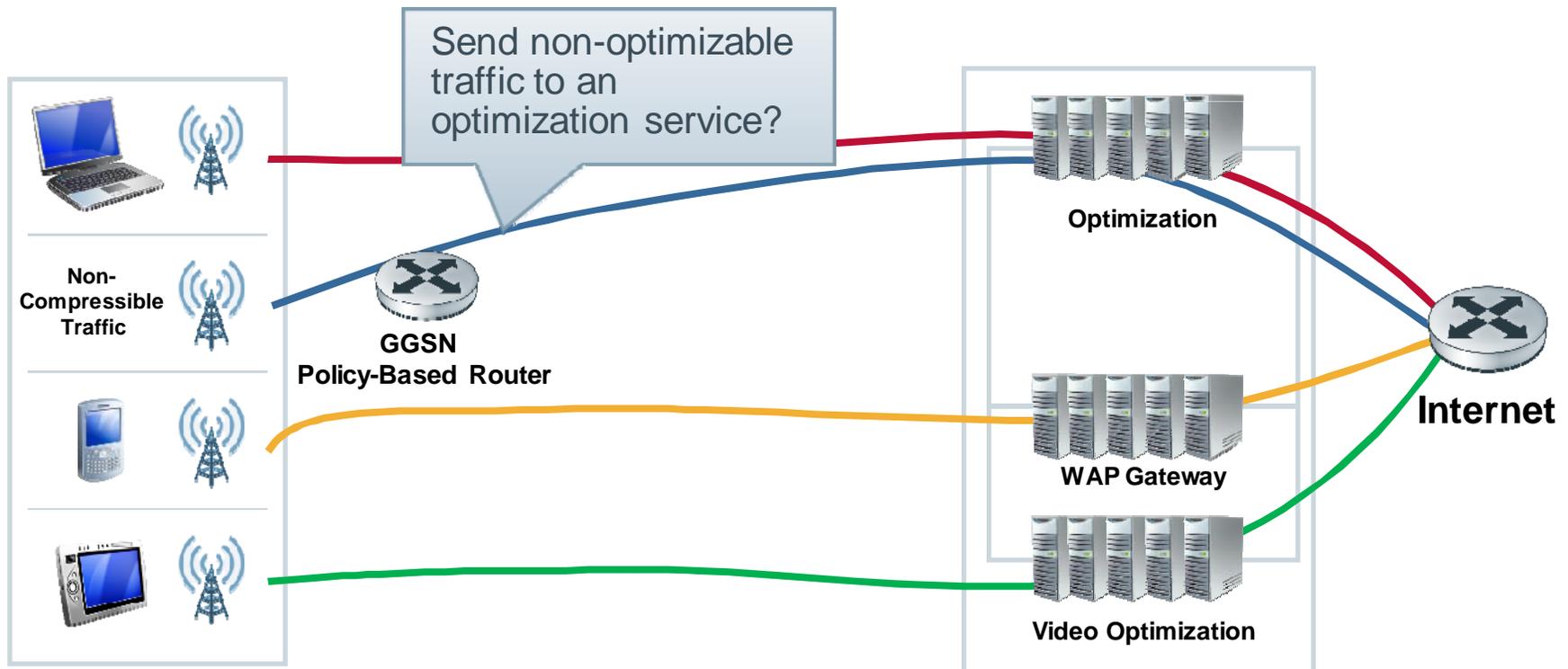
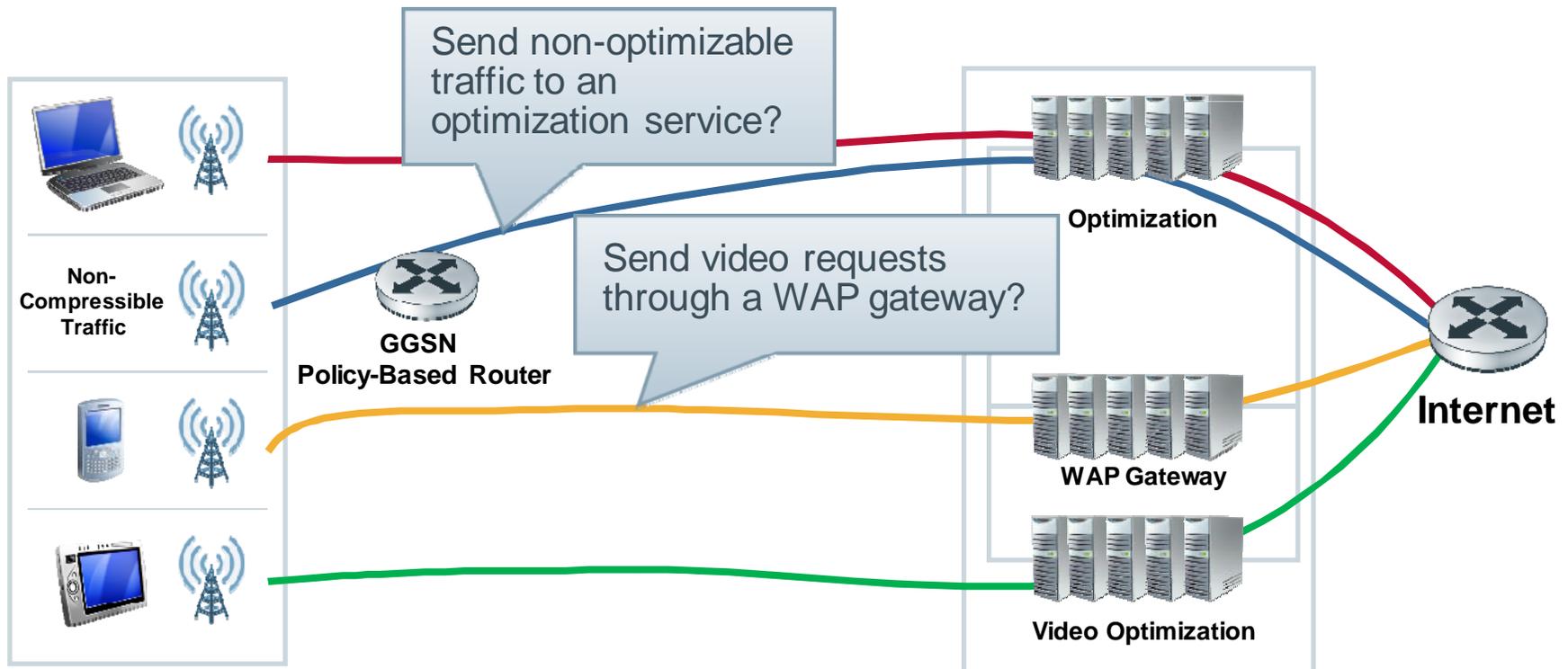# Customer Problem #2: Limited Control and Visibility of the Data Tsunami

Non-Compressible Traffic

GGSN Policy-Based Router

Optimization

WAP Gateway

Video Optimization

Internet

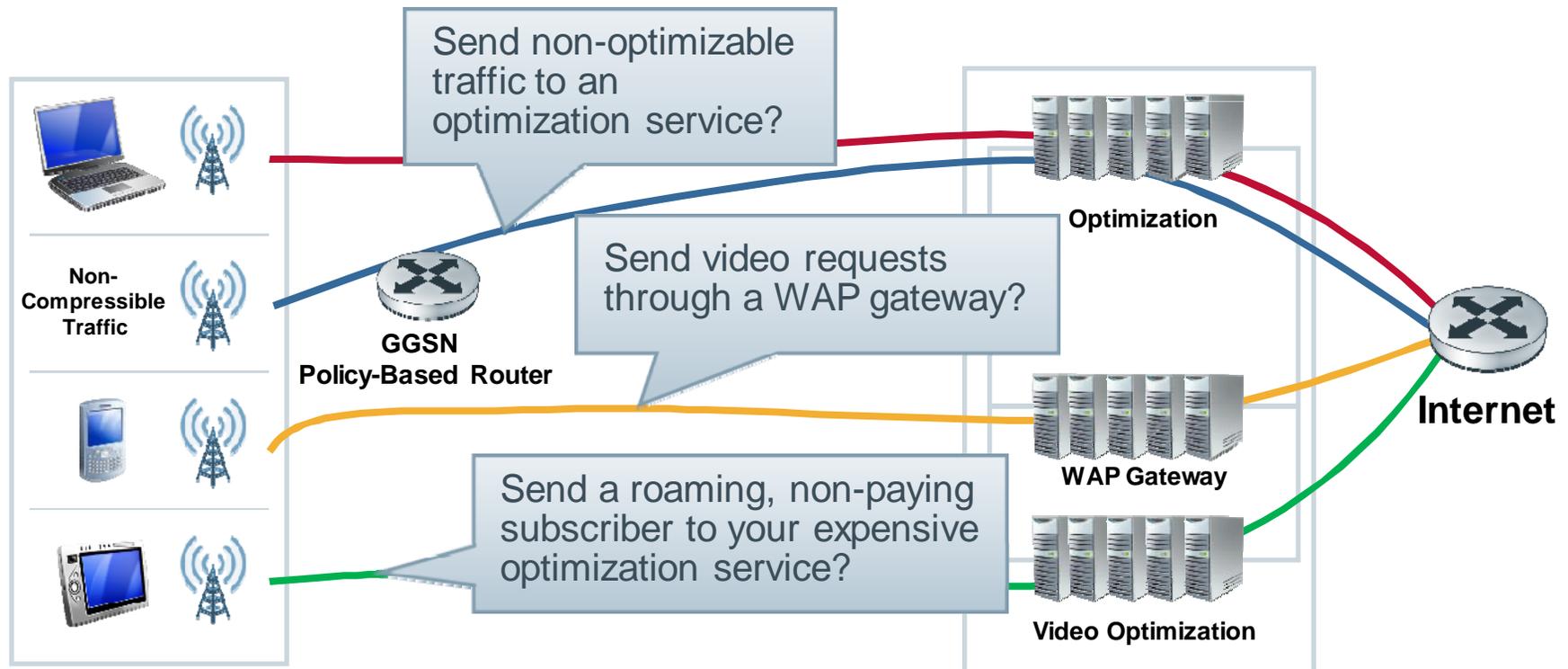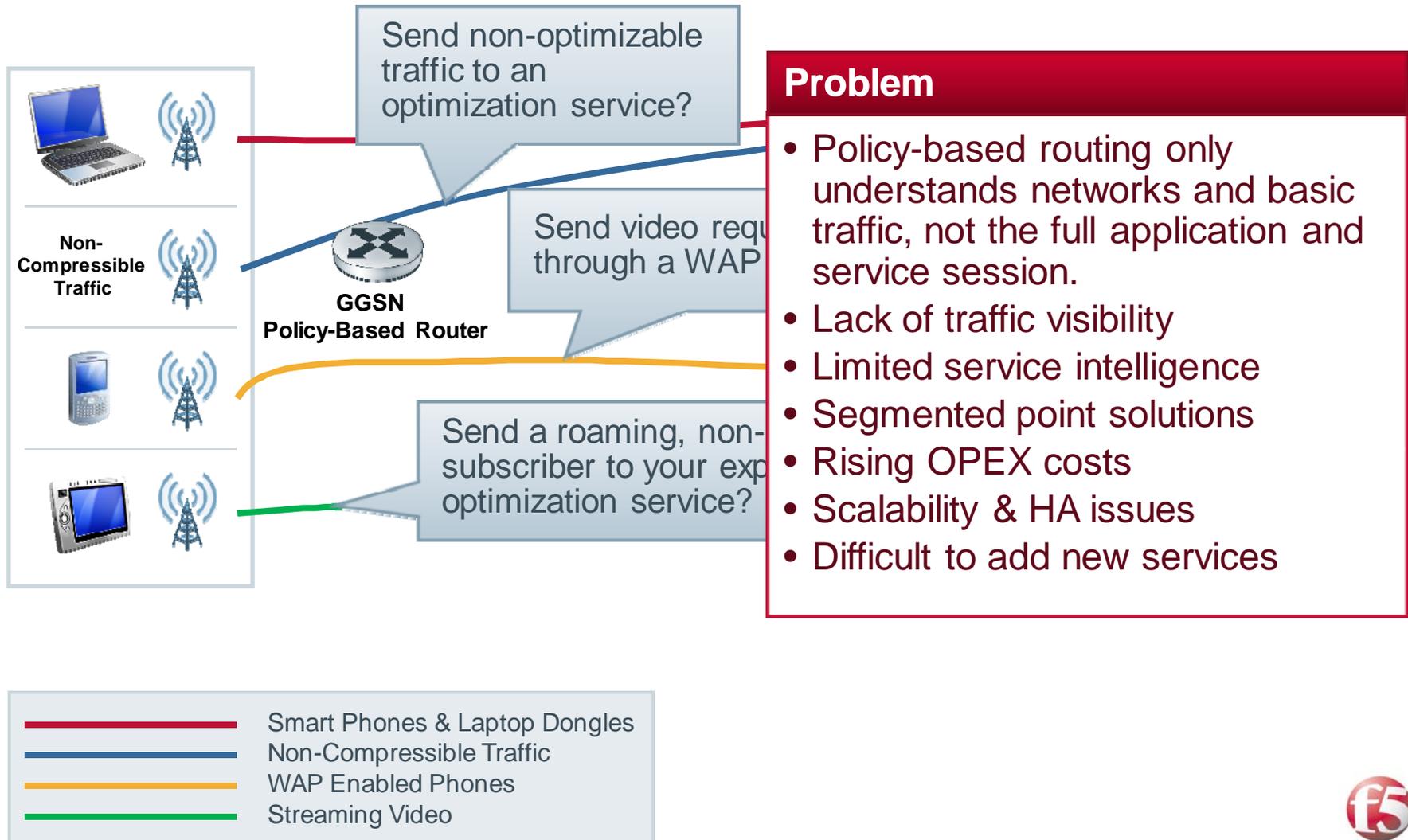|	Smart Phones & Laptop Dongles
	Non-Compressible Traffic
	WAP Enabled Phones
	Streaming Video

Customer Problem #2: Limited Control and Visibility of the Data Tsunami

Customer Problem #2: Limited Control and Visibility of the Data Tsunami

Customer Problem #2: Limited Control and Visibility of the Data Tsunami

Send non-optimizable traffic to an optimization service?

Send video requests through a WAP gateway?

Send a roaming, non-paying subscriber to your expensive optimization service?

Non-Compressible Traffic

GGSN
Policy-Based Router

Optimization

WAP Gateway

Video Optimization

Internet

Smart Phones & Laptop Dongles
Non-Compressible Traffic
WAP Enabled Phones
Streaming Video

Customer Problem #2: Limited Control and Visibility of the Data Tsunami

Send non-optimizable traffic to an optimization service?

Non-Compressible Traffic

GGSN Policy-Based Router

Send video requ... through a WAP...

Send a roaming, non-... subscriber to your exp... optimization service?

Problem

- Policy-based routing only understands networks and basic traffic, not the full application and service session.
- Lack of traffic visibility
- Limited service intelligence
- Segmented point solutions
- Rising OPEX costs
- Scalability & HA issues
- Difficult to add new services

Smart Phones & Laptop Dongles
Non-Compressible Traffic
WAP Enabled Phones
Streaming Video

Customer Solution #2: Intelligent Traffic Steering and Controlling the Data Flow
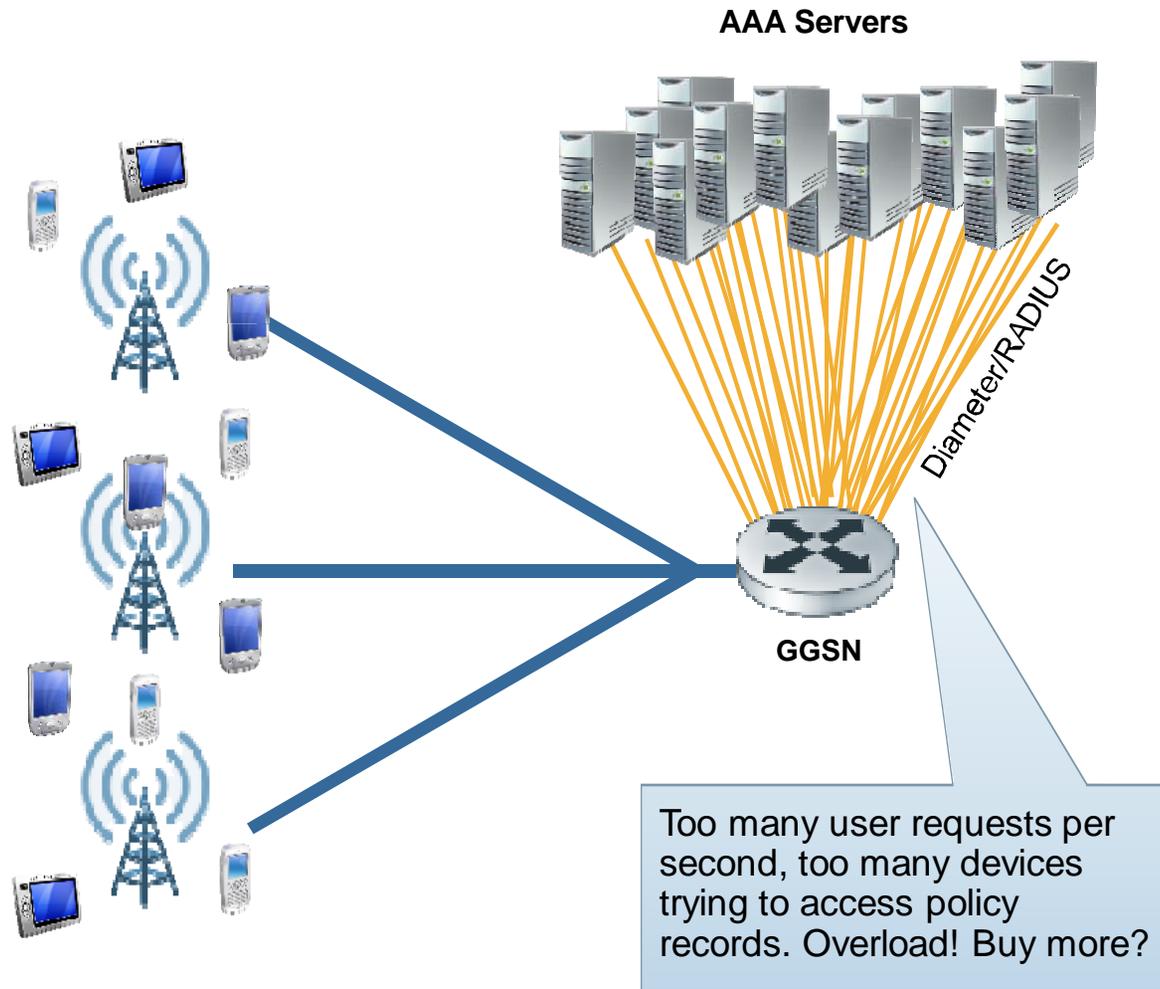
Policy-based Service Delivery & Enforcement
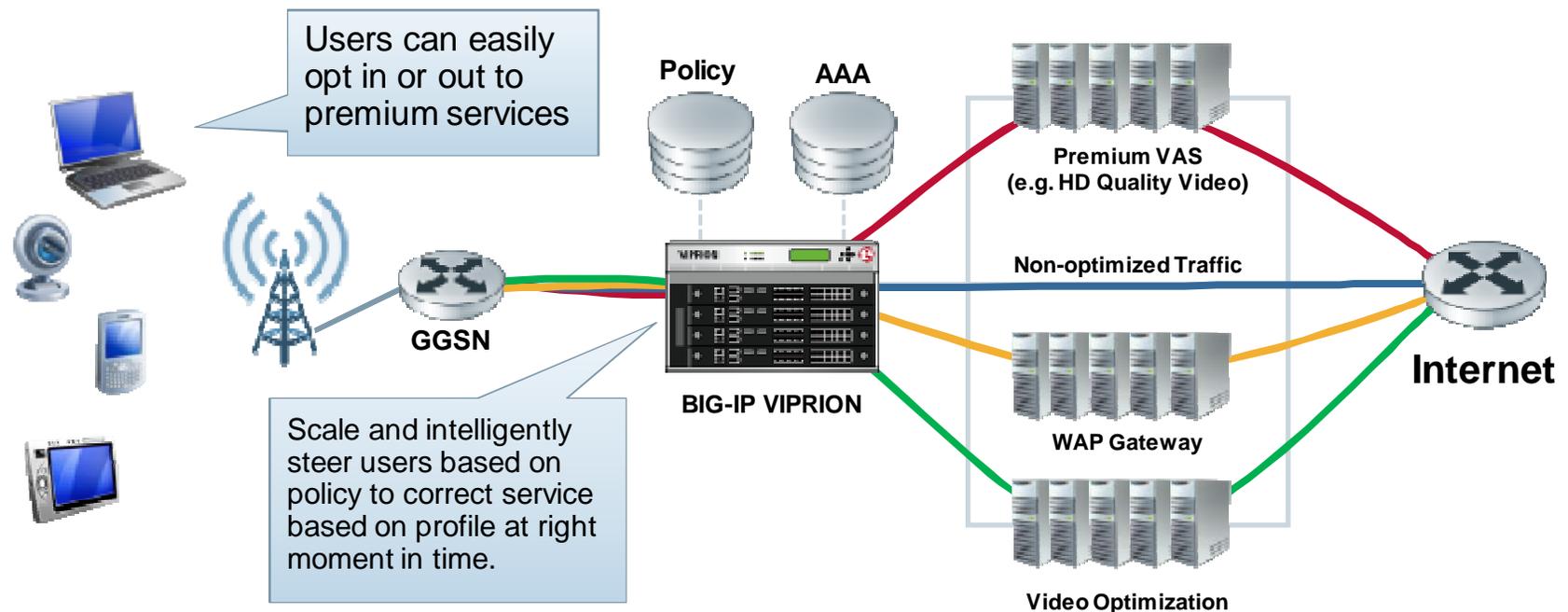
Solution

- Subscriber, device, location and content aware
- Quickly provision policy-based premium services
- Lower OPEX through service unification

Increases Value-added Service Efficiency By 40%
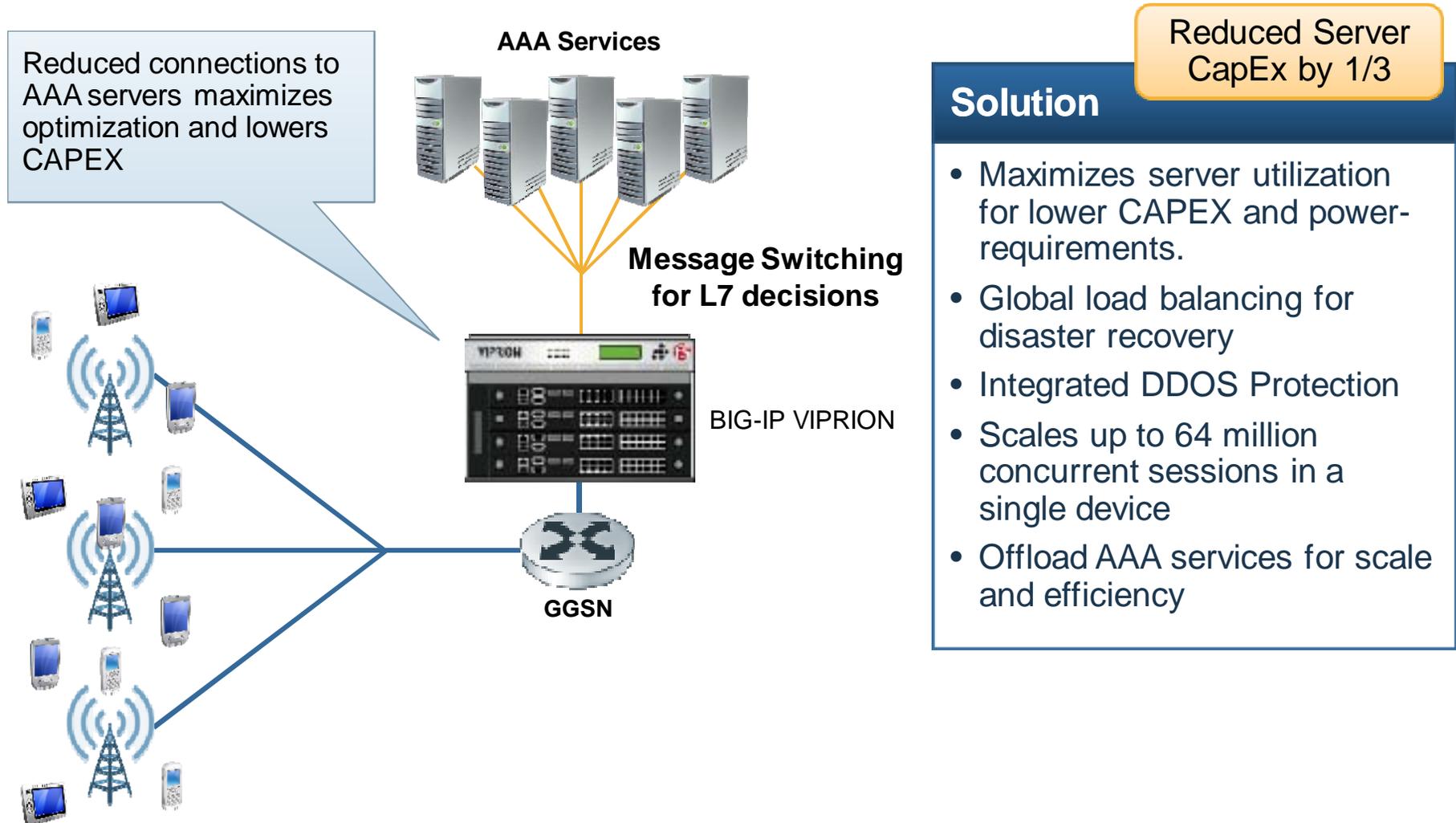
Customer Problem #3: Scaling AAA Systems
Data Tsunami is causing AAA infrastructure to be overloaded

AAA Servers

Diameter/RADIUS

GGSN

Too many user requests per second, too many devices trying to access policy records. Overload! Buy more?
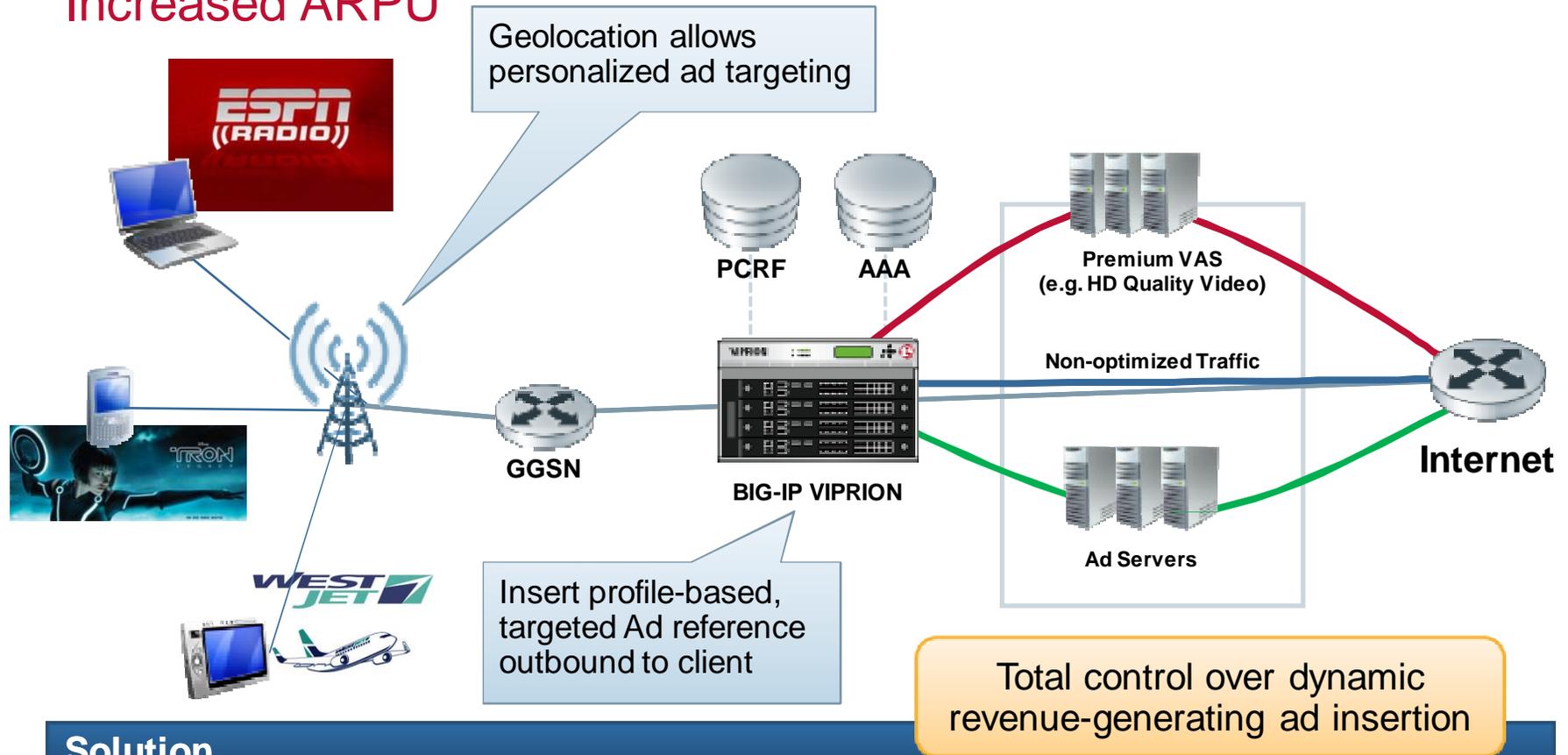
Traditional Load Balancers

- Can't manage RADIUS/Diameter traffic
- Unable to intelligently distribute connection requests
- Lack of flexibility for special implementations
- Scaling and availability issues, overloading existing AAA servers

Customer Solution #3: Managing Tsunami
Scale and high availability for AAA Infrastructure

Reduced connections to AAA servers maximizes optimization and lowers CAPEX

AAA Services

Message Switching for L7 decisions

BIG-IP VIPRION

GGSN

Reduced Server CapEx by 1/3

Solution

- Maximizes server utilization for lower CAPEX and power-requirements.
- Global load balancing for disaster recovery
- Integrated DDOS Protection
- Scales up to 64 million concurrent sessions in a single device
- Offload AAA services for scale and efficiency

Solution #4: Dynamic Personalized Ad Insertion
Increased ARPU

Geolocation allows personalized ad targeting

PCRF

AAA

Premium VAS
(e.g. HD Quality Video)

Non-optimized Traffic

GGSN

BIG-IP VIPRION

Internet

Ad Servers

Insert profile-based, targeted Ad reference outbound to client

Total control over dynamic revenue-generating ad insertion

Solution

Features
- Geolocation and keyword matching for personalized ad targeting
- Dynamically inserted content in multiple data streams while delivering content to users
- User Opt-In/Opt-Out Based on Policy

Benefits
- Increased ARPU
- Ability to target very specific users, devices, locations, and content
- No need to add single-point solutions for ad insertion

Hardware Designed for Service Providers

Scale, Performance and Certification for Service Delivery and Data Tsunami Management

NEBS Certified Solutions for Service Delivery Networking

- Industry's best performance – up to 72 Gbps throughput
- Hot-Swappable Components; On-Demand Performance
- Flexible deployment options – NEBS, DC power
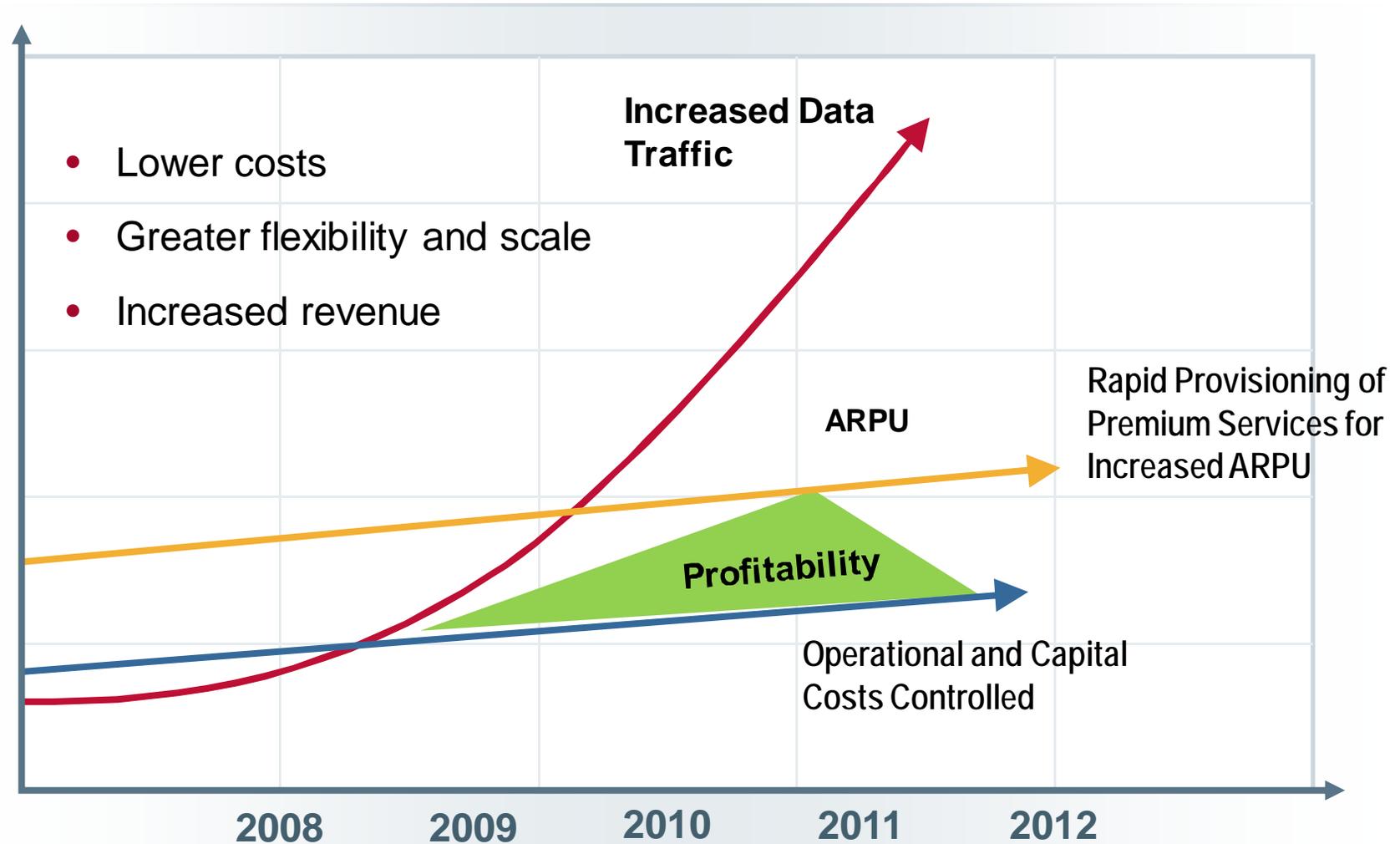- Always-on Management
- Hardware SSL offload

The F5 Service Delivery Network: Controlling the Tsunami
Dynamic & Unified Service Intelligence

Edge Strategic Point of Control
- Traffic Steering & Policy Enforcement
- Network Address Translation (NAT)
- IPv6 Interworking
- TCP Optimization
- Caching

Core Strategic Point of Control
- Traffic Steering & Policy Enforcement
- Load-Balancing
- AAA scaling
- Connection Brokering
- Optimization & Acceleration

BIG-IP VIPRION

Voice

Data

Video

BIG-IP VIPRION

Video Services

Data Services

Voice Services

End-to-End Session Awareness

F5 Controls the Data Tsunami
Controlling Costs While Managing Scale and New Services

- Lower costs

- Greater flexibility and scale

- Increased revenue

Increased Data Traffic

Rapid Provisioning of Premium Services for Increased ARPU

ARPU

Profitability

Operational and Capital Costs Controlled

2008 2009 2010 2011 2012

Developing a Robust Partner Ecosystem

Mobile	Fixed	Cable

THE IMPENDING MOBILE DATA TSUNAMI

1791
First Telegraph
Coded messages are sent with an optical telegraph, or semaphore, developed by Claude Chappe.

1835
Morse Code
Birth of Morse and Q code.

1894
First Wireless Transmission
Marconi sends the first successful wireless transmission over the Bristol Channel.

1901
First Radio Signal Across the Atlantic
Marconi successfully transmits radio signal across Atlantic Ocean from (first communication across the ocean) Cornwall to Newfoundland.

1959
First Pager
The name "pager" comes into being when Motorola makes a personal radio communications product enabling people to receive personal messages.

1983
First Cell Phone
The first cell phone—DynaTAC 8000X—is released to the public, 10 years after the release of the prototype in 1973.

1992
First SMS Message
First SMS message sent over the Vodafone GMS network. The message was sent by Neil Papworth using a personal computer

2009
Explosive Mobile Growth
Number of mobile subscribers reaches
4.7 billion people

SMS texts sent globally:
5.3 trillion

Voice calls:
10.6 trillion minutes globally (equivalent to **20 million years**)

MMS texts sent globally:
109 billion

2010
The Data Tsunami
Global mobile data traffic:
3,004,555 TB/year

1800

1900

2000

f5. IT agility. Your way.

F5 Networks
2010 Analyst / Investor Meeting
New York ~ November 16, 2010

Jim Ritchings

VP Business Development

Strategic Partners Strategy

F5 and Microsoft

Microsoft GOLD CERTIFIED Partner
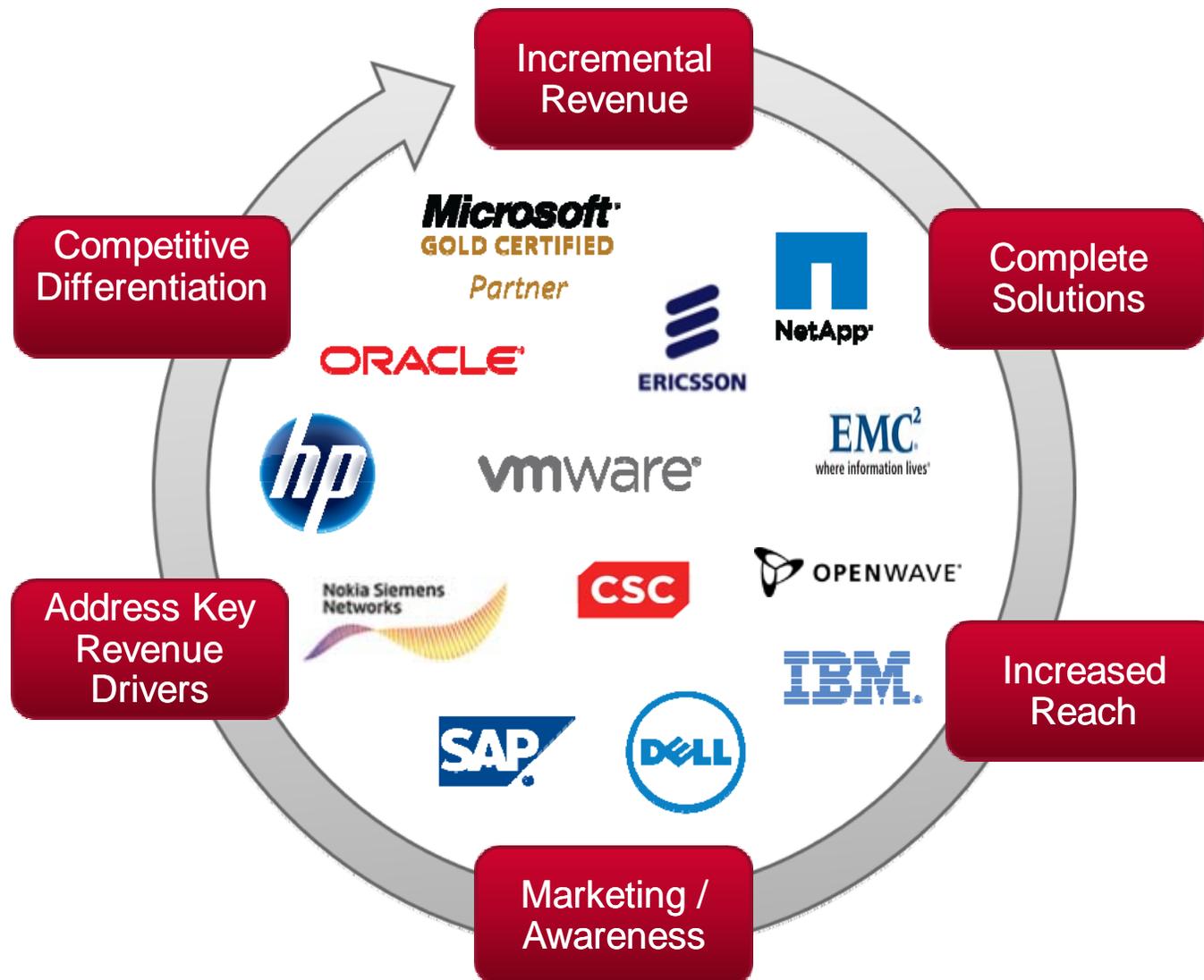
State of our Microsoft partnership

- F5 is reaping the rewards of years of strategic partnership investment
- Mature fast growing partnership
- F5 is a Globally Managed ISV Partner
- F5 Products all Microsoft Technology Centers Worldwide
- Multiple high growth opportunities, i.e. UC&C, virtualization

Key Solutions and Initiatives that Drive Business

- Application Ready Solutions
  - Exchange 2010
  - SharePoint 2010
  - Windows Server
- Field Engagement
- Training of Microsoft Consulting

- Global Marketing Plan:
  - TechEds , SharePoint Conferences, Connections, WW Partner Conference.
  - SharePoint User Groups, Microsoft Management Summit, TechReady

F5 and Microsoft

Microsoft Dynamic Data Center Alliance

Keys to growth in FY 2011 and beyond

- Ride the wave of Exchange 2010, SharePoint 2010
- Lync Server 2010
- MS Consulting Services (MCS) educated to position F5

- Microsoft virtualization
  - F5 Management Pack for MS System Center Operations Manager
  - Dynamic Datacenter integration
  - Enabling Agility, VM Density, Mobility, Business Continuity, Application Performance

"Customers looking to deploy Microsoft's on-premise cloud and virtualization solutions will find F5 solutions to be a powerful complement for the enhanced application delivery, infrastructure visibility, and automation capabilities they provide"

–Dai Vu, Director of Virtualization Solutions Marketing at Microsoft Corp.

F5 and Oracle

- 10 year global partnership with **continuous engagement** *across* product management, product development, sales, marketing, and support

- Oracle the Customer:

  - BIG-IP sits in front of 13,500 applications across 4 data centers worldwide
  - Oracle OnDemand has standardized on F5 for 700 managed and hosted customers.

- 70% of the Fortune 50 run Oracle with F5

Oracle Stack	F5 Solutions
Application Tier	
Fusion Applications	BIG-IP Local Traffic Manager
E-Business Suite	BIG-IP Global Traffic Manager
PeopleSoft	BIG-IP Edge Gateway
Siebel	BIG-IP Access Policy Manager
Beehive	BIG-IP WebAccelerator
Enterprise Manager	BIG-IP Application Security Manager
	BIG-IP WAN Optimization Module
Middleware Tier	
Fusion Middleware 11*g*	BIG-IP Local Traffic Manager
Identity Management	BIG-IP Access Policy Manager
SOA	BIG-IP WebAccelerator
WebCenter	BIG-IP Application Security Manager
Access Manager	
WebLogic Server	
Database Tier	
Database	BIG-IP Local Traffic Manager
Real Application Clusters	BIG-IP WAN Optimization Module
Data Guard	BIG-IP Application Security Manager
Streams	
Recovery Manager	
GoldenGate	
Exadata	
Secerno DataWall	
Storage Tier	
Sun NAS Storage Systems	ARX File Virtualization

F5 and Oracle

- Key Solutions and Initiatives that Drive Business
  - Fusion Middleware, such as Identity & Access Management, SOA, and Web2.0
  - Applications, such as E-Business Suite, PeopleSoft, Siebel

- Keys to growth in FY 2011 and beyond
  - Field engagement
    - Enterprise Solutions Group
    - Middleware Overlay Teams
  - WW Joint marketing activities
  - Solutions:
    - Access Policy Manager – Oracle Access Manager solution
    - Oracle database

Oracle Stack	F5 Solutions
Application Tier	
Fusion Applications	BIG-IP Local Traffic Manager
E-Business Suite	BIG-IP Global Traffic Manager
PeopleSoft	BIG-IP Edge Gateway
Siebel	BIG-IP Access Policy Manager
Beehive	BIG-IP WebAccelerator
Enterprise Manager	BIG-IP Application Security Manager
	BIG-IP WAN Optimization Module
Middleware Tier	
Fusion Middleware 11*g*	BIG-IP Local Traffic Manager
Identity Management	BIG-IP Access Policy Manager
SOA	BIG-IP WebAccelerator
WebCenter	BIG-IP Application Security Manager
Access Manager	
WebLogic Server	
Database Tier	
Database	BIG-IP Local Traffic Manager
Real Application Clusters	BIG-IP WAN Optimization Module
Data Guard	BIG-IP Application Security Manager
Streams	
Recovery Manager	
GoldenGate	
Exadata	
Secerno DataWall	
Storage Tier	
Sun NAS Storage Systems	ARX File Virtualization

A New Revenue Opportunity
F5 Solutions for Oracle Database

- *BIG-IP LTM for Oracle Database and RAC*
  - Connection management between the application and database tiers
  - Active-active database load balancing

- *BIG-IP WAN Optimization Module with Oracle Database Data Guard, Streams, and Recovery Manager*
  - Replication acceleration over the WAN

- *F5 BIG-IP Application Security Manager and Oracle Database Firewall*
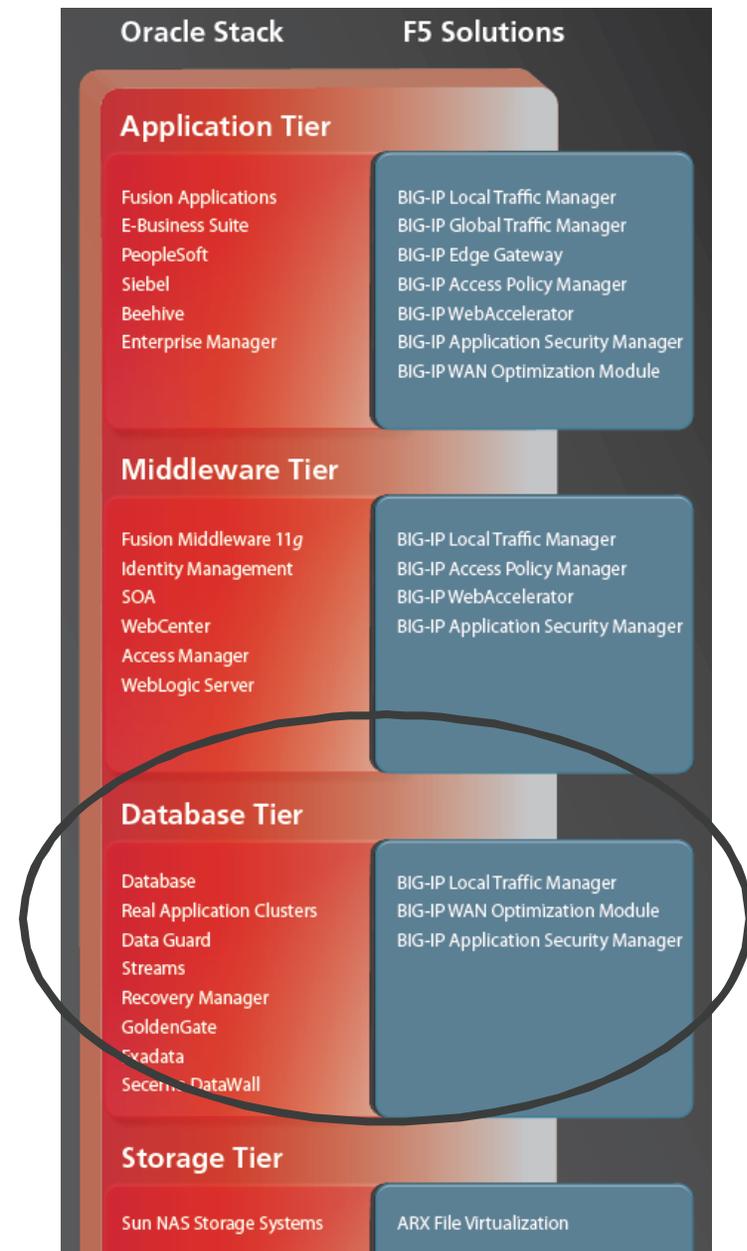
F5 and VMware

Key Solutions and Initiatives that Drive Business

- Strong Solution Portfolio:
  - Agility, Disaster Avoidance - Long Distance vMotion
  - Business Continuity – Integration with Site Recovery Manager (SRM)
  - Cloud Computing – Integration with vCloud Director
  - Desktop Virtualization

- Cooperative Demand Generation
  - WW Marketing Plan
- Customer confidence. F5 is the safe choice for VMware projects

Keys to FY11 Growth

- WW Field & Channel Engagement
- Leverage HP, Dell, IBM, NetApp

- Ongoing Solution Development
- Continue to educate the market.

VMware Executive Support

"With F5's Application Ready Solution, organizations implementing VMware View™ 4.5 benefit from **_a high-performance desktop environment_** that simplifies authentication and connectivity for users, while enabling rich management features to help drive down desktop management costs,"

Vittorio Viarengo, VP, End-User Computing Products, VMware

"The joint solution between F5 and VMware highlights the **_importance of an agile Application Delivery Network_** and illustrates the ability to deliver applications in a hybrid cloud built on the industry-leading virtualization and cloud platform,"

Dan Chu, VP, Cloud Infrastructure and Services, VMware.

"VMware VMotion™ and Storage VMotion capabilities are significant differentiators for VMware vSphere™**_. F5's technology complements VMware solutions_**, making it possible to execute live workload migrations over greater distances. Combining VMware vSphere with BIG-IP® solutions expands the many use cases possible, and adds to the value we're able to offer customers."

Parag Patel, Vice President, Alliances at VMware

F5/VMware Customer Win: $2.1 Million   vmware

Customer	$14B Global Asset Management Firm
Project	• Firm grew dramatically through acquisition • Building 2 new data centers from the ground up
Competition	• Customer is a Cisco global account • They evaluated the F5, Cisco and Citrix
Challenges	• The ADC Vendor of choice will sit in front of 5,000 new blade servers • Virtualizing many of the apps on VMware • Seeking to improve VM density • Also Seeking to automate VM provisioning with the network • The data centers must accommodate future growth
Results	• The VIPRION PB200 gives a combination of greater 10G port density and resilient high throughput hardware not matched by our competition. • F5 were the only vendor who could validate documented test results • $2.1 million order

F5 and Dell

Partnership Overview

- Partners for over 10 years
- F5 Team works out of Dell HQ
- Dell resells Entire F5 Product Portfolio

- Dell has built a significant solution Portfolio with F5

Key Solutions and Initiatives that Drive Business

- MS Exchange, MS OCS, SharePoint
- Oracle EBS, Oracle PeopleSoft

- Virtualization Projects w/ VMware

Keys to growth in FY 2011 and beyond

- Alignment with Dell Services' Global Infrastructure Consulting Services (GICS)
  - SharePoint, VMware, File Virtualization (ARX)

- Expansion of F5 strategy to all regions (EMEA, APAC, Japan)
- MS SharePoint 2010 and Exchange 2010
- VMware View 4.5

F5 and HP

Partnership Overview

- HP Enterprise Services
- HP Technology Services
  - Network Support Services (NSS) – Global Resale

- HP Networking

Key Solutions and Initiatives that Drive Business

- HP Enterprise Systems (EDS)
  - F5 is the standard for ADC
- HP Networking – PoC's & Large customer end to end networking opportunities

- HP TS/NSS
  - Cisco Attack Program
  - UCC initiatives -OCS is a big driver for HP
  - Exchange 2010, OCS 2010

Keys to growth in FY 2011 and beyond

- HP TS/NSS
  - Virtualization Solutions with VMware and Microsoft
- HP Networking – Expand POC initiative against Cisco

- HP Enterprise Services
  - HP ES Portfolio Expansion: VE, ASM, APM, Edge Gateway
  - Cisco Replacement
  - Continued F5 sales alignment – leverage joint access in large clients

F5 and IBM

Partnership Overview

- IBM Global Services - ICS
- IBM Software Division

- Dynamic Infrastructure Alliance Partner

Key Solutions and Initiatives that Drive Business

- Application Network Performance Optimization (ANPO) Solution
- Data Center Consolidation Projects

- Data Center Networking
- Application Ready Solution for WebSphere

Keys to growth in FY 2011 and beyond

- Continued ANPO adoption across IBM teams
  - SAP, Telco, Fed, Outsourcing
- Solutions for iNotes and Tivoli

- F5 Investment for Engagement in All F5 Regions
- Proactive sales engagement

F5/IBM GTS Customer Win: $2.2 million
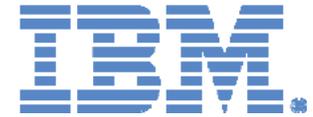
Customer	Fortune 100 Financial Services Company
Project	• Improve performance and stability of client facing web applications • Dynamically redirect customers among servers and data centers
Competition	• Foundry (Incumbent) • Cisco
Challenges	• Initial proposal approved by CTO, but rejected by CIO • F5 team leveraged IBM as a trusted advisor to the customer • F5 and IBM recommended a strategic redesign of their network infrastructure
Results	• Reliable ADN infrastructure addressing current and future requirements • Vastly improved user (Customer) experience • $2.2 Million in F5 Product resold by IBM along with ANPO services • BIG-IP® Local Traffic Manager™, Global Traffic Manager™, BIG-IP® Application Security Manager, iRules®

Summary

- Revenue momentum remains strong with Strategic Partners

- New growth drivers for FY 2011

  - Consolidation
  - Virtualization
  - Application/Database Solutions
  - Service Provider

- Investments will continue in FY 2011

F5 Networks
2010 Analyst / Investor Meeting
New York ~ November 16, 2010

Mark Anderson

SVP Worldwide Sales

Agenda

Key market drivers

Go to market overview

- How we organize team to exploit opportunities
- Global coverage

Sales productivity

- How we drive, measure

Expanding addressable opportunity

- Vertical markets – focused attention
- Existing accounts – sell bigger, more
- New account initiatives
- Investing into under-attended geographies

WW Channels Update

FY11 Sales Vision

IT Trends Vector to F5's Sweet Spot

IP TRAFFIC

Exponential growth…
IP Traffic
Mobile Devices
Social Networking

DATA CENTER

Datacenter Consolidation and Transformation into Virtualization and Optimization

CLOUD

Development of Public & Private Clouds with Utility based consumption

PARTNER

Redefintion of Market Player and Partner Ecosystems

Go to market model: High Touch

Sales Teams manage the lifecycle of a sales opportunity

- Field Sales Engineers (1FSE:1 AM):

    - Evangelize technical design & architecture

    - own technical relationships

- Major Account Managers – named account(s)

- Territory Account Managers – geographic territory

    - Quarterback sales strategy

    - Deep planning, strategy culture, toolkit

    - Weekly Forecast – "commit mentality"

- Inside Sales Reps (1 ISR: 2AM)

Supporting Cast:

District Sales Manager, Regional VP, Theater VP	WW Partner Organization	WW Sales Operations Team

• Value added role to Territory, Account Management
  • Planning, strategy debate
• Forecast, pipeline management
• Quarterly Business Reviews
• Reward, recognize
• Talent management – hiring the best, culling the herd
	• Enabling partners to sell our solutions
	  • Dedicated Channel Team sell, support key Partners
	  • Market leading programs to sell bigger systems, more modules
	  • World Class Partner Readiness deliverables
		• Delivering on world class sales tools
		  • 10 years using sfdc
		  • Real ROI calculators
		• BIG focus in Sales Team and Partner enablement
		  • Video on demand
		  • F5 University
		• Business analytics
		  • Forecasting trends
		  • Agility = productivity

F5 Global Coverage – FY04

International HQ – Seattle
Regional HQ / Support Center
F5 Regional Office

163 F5 Sales People WW (67 QCH)

F5 Global Coverage – FY10

Seattle

EMEA

Japan

APAC

Latin America

★ *International HQ – Seattle*
★ *Regional HQ / Support Center*
★ *Support Centern R&D*
⊙ *F5 Regional Office*

664 F5 Sales People WW (233 QCH)
41 F5 Sales Offices WW
1623 Channel Partners WW
F5 Sales Presence in over 60 Countries
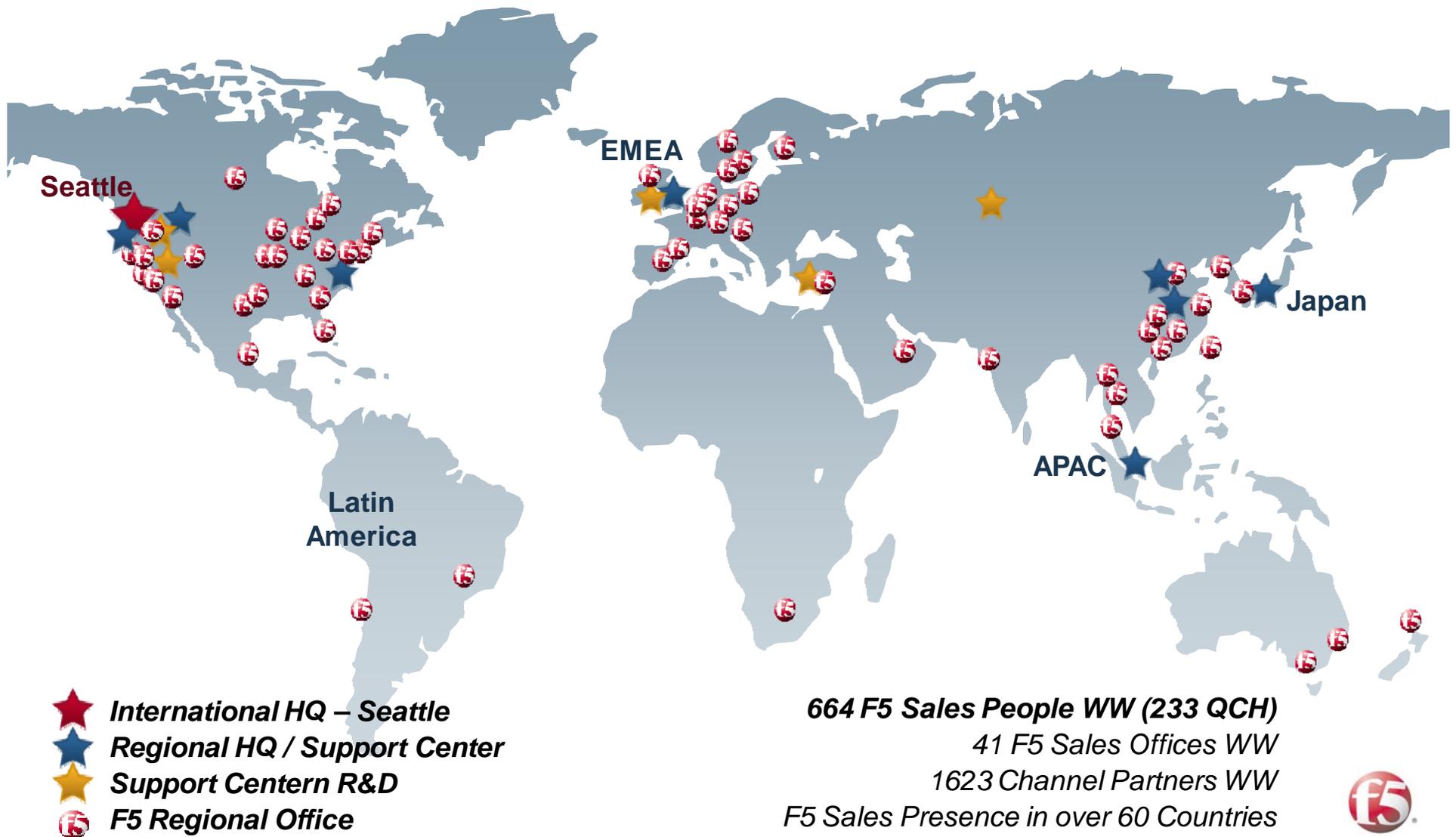
Competitive Win Rate ($)

	2007	2008	2009	2010
ADC	88%	90%	89%	91%
Security			60%	63%
Access	52%	58%	60%	67%

Salesforce Productivity – Quarter 4, 2010
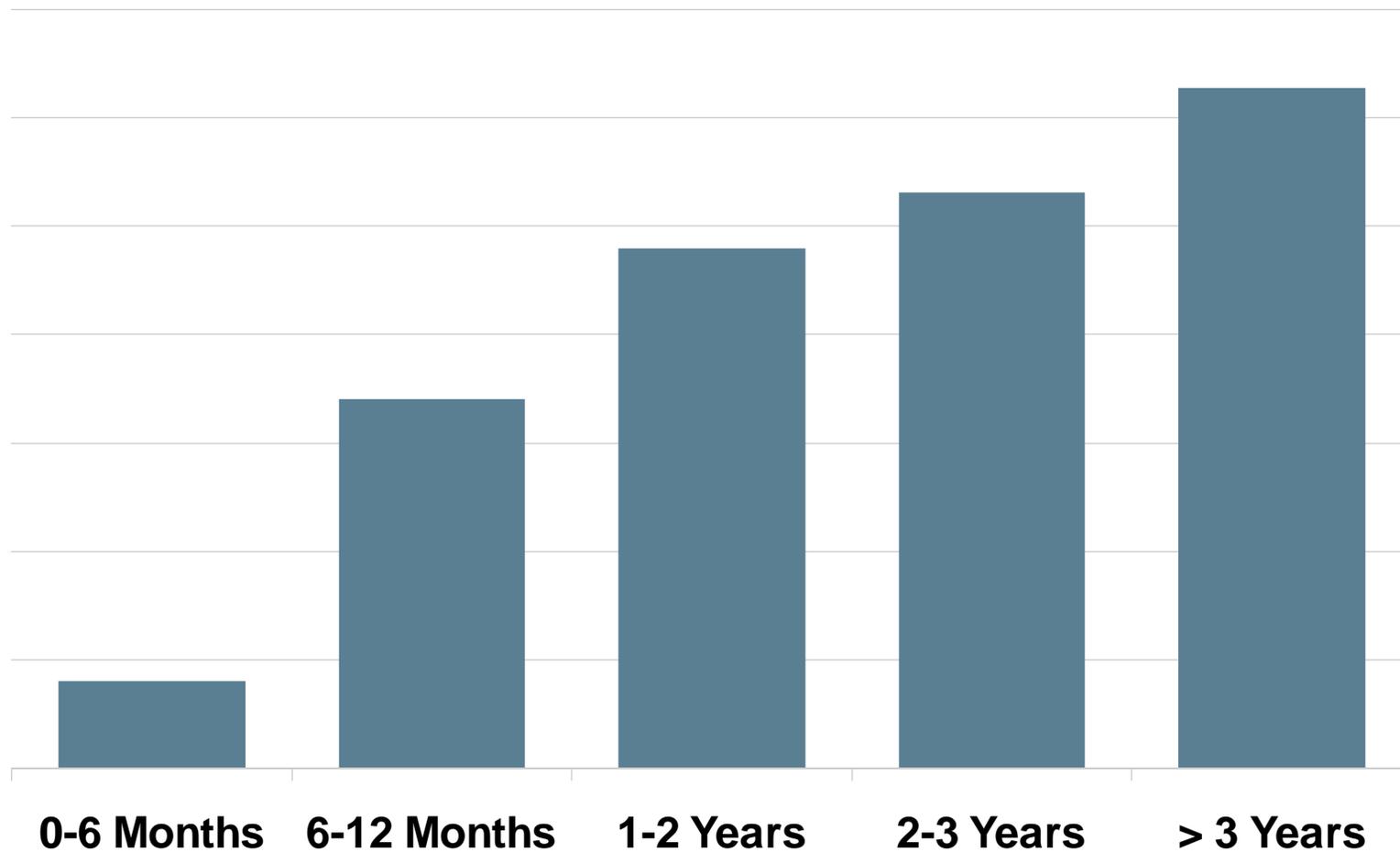
Deals Greater than a Million Dollars
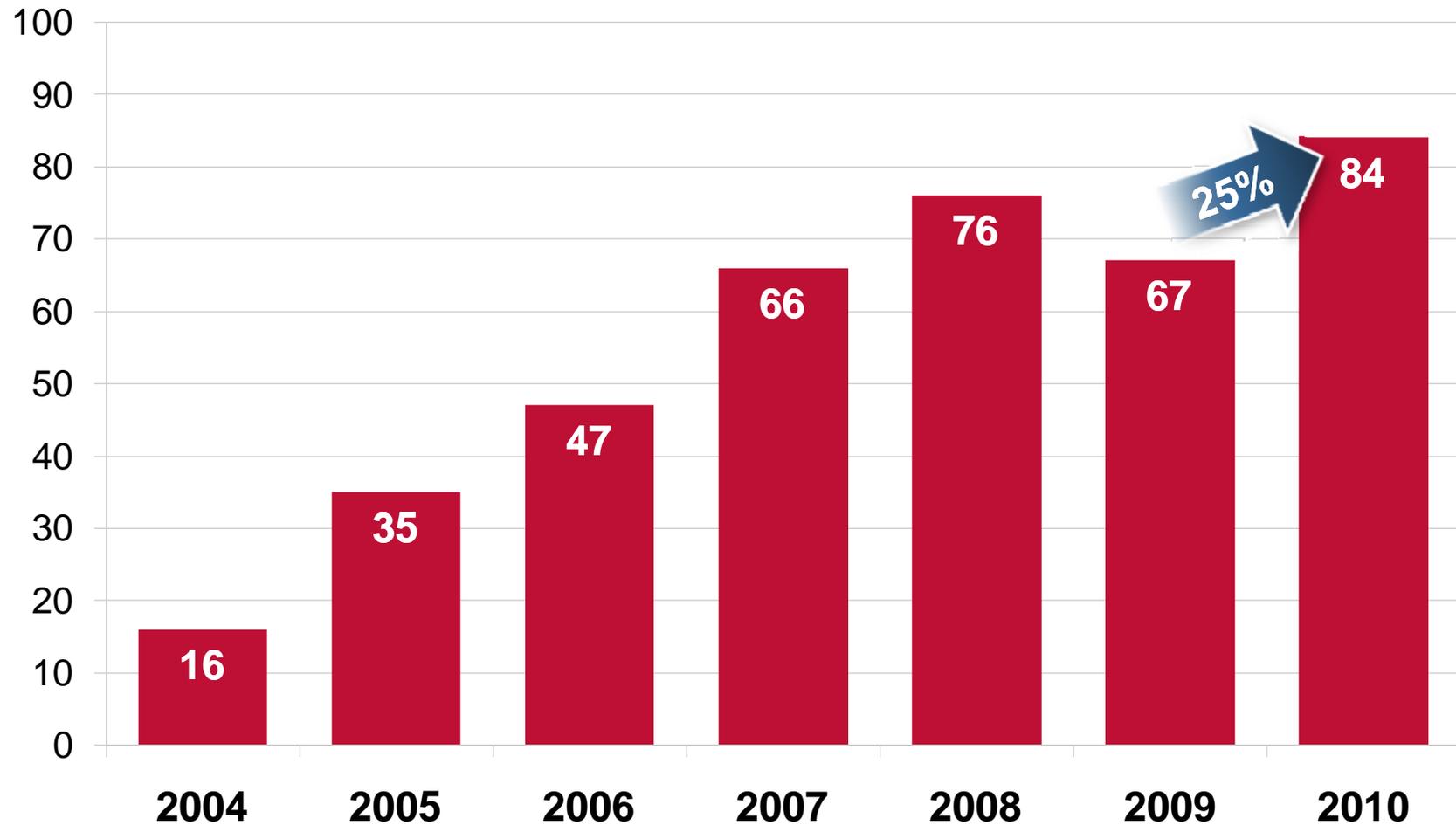
Deals Greater than $200k
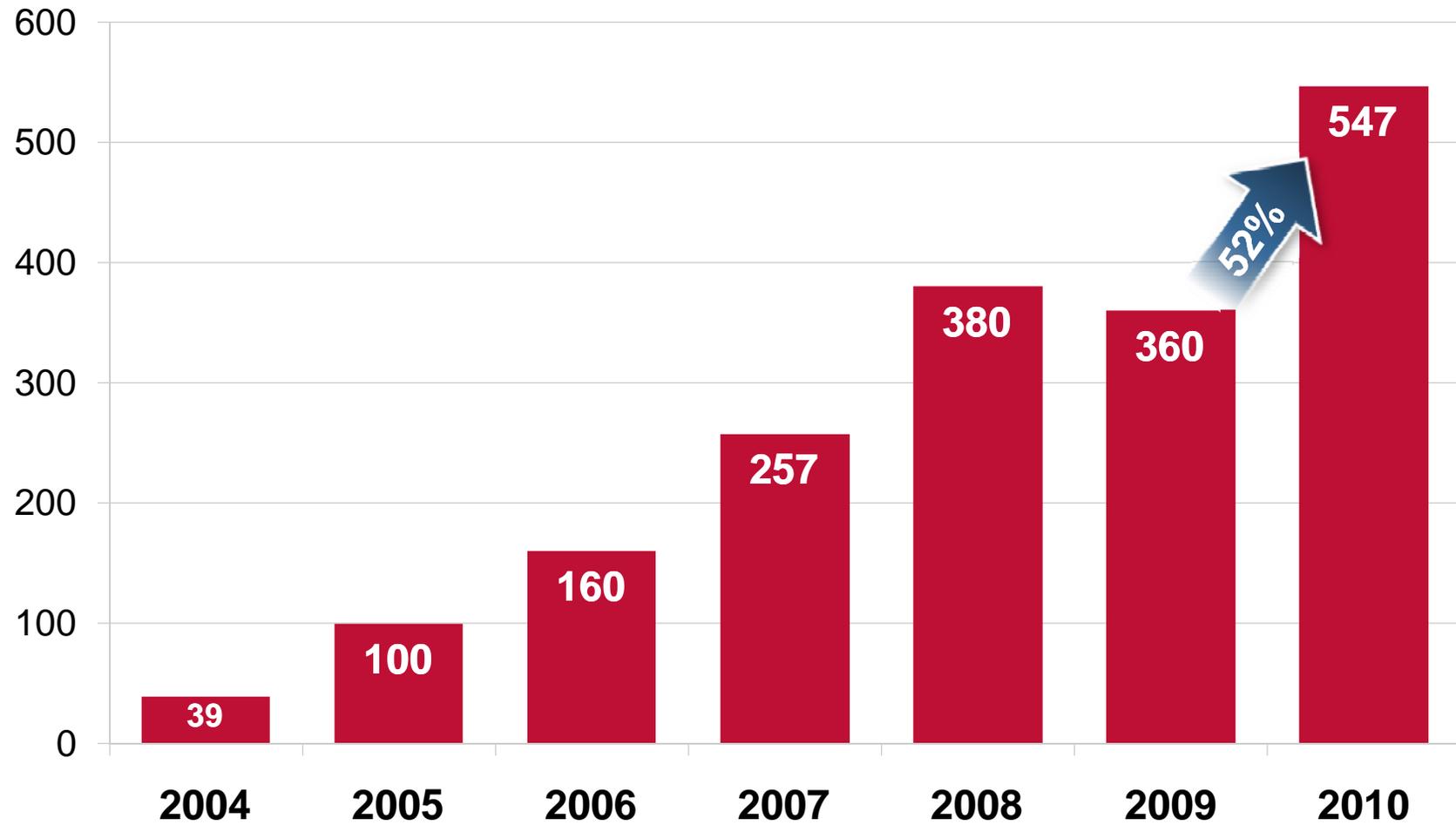
Fortune 500, EMEA FT500 & Global 500

	NA 2010 F500 Q310	EMEA 2009 FT500 Q310	Global 2010 G500 Q310
Total F5 Networks Customers *Penetration*	**298** *60%*	**220** *44%*	**341** *68%*
% with 50+ Installs	**12%**	**7%**	**16%**

F5 Government Penetration

F5 deployed in 14 of the top 15 executive branches of government

- Department of Agriculture
- Department of Justice
- Department of Commerce
- Department of Labor
- Department of Defense
- Department of State
- Department of Education

- Department of Transportation
- Department of Energy
- Department of Veteran Affairs
- Dept. of Health & Human Svcs.
- Department of the Interior
- Department of Homeland Security
- Department of the Treasury

New Account Penetration

$1.9+ Million	$1.2+ Million	$2.5+ Million

New vs. Existing Accounts
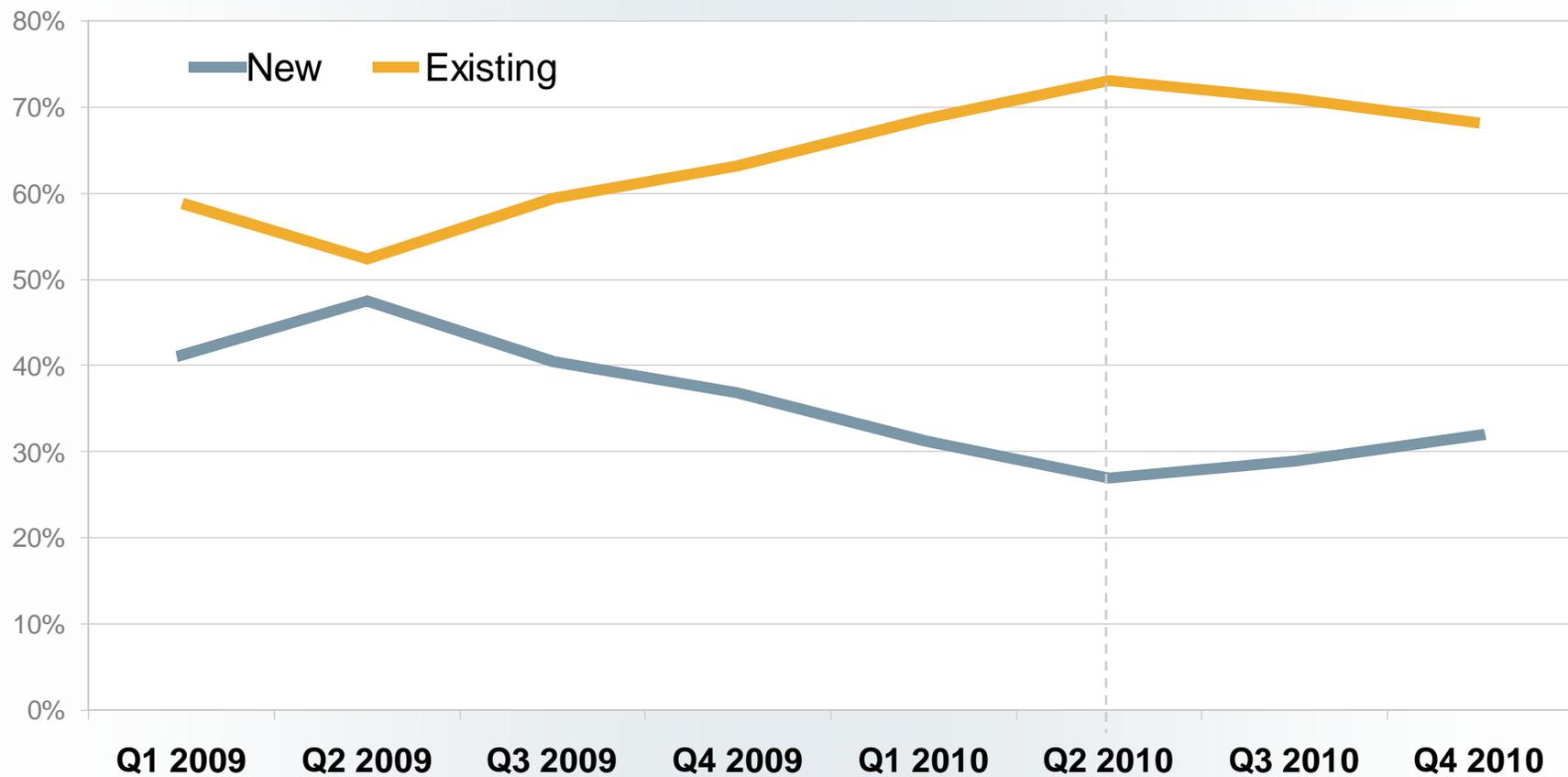
Key Americas Win

Customer	Major Wireless Operator
Products	20 F5 VIPRION NEBS Chassis & 40 NEBS blades
Value	$3.5M first order; Phase 1 of 7
Sales Cycle	First sales call in February 2009
Why we won	• Traffic steering and data optimization capabilities for all devices • Compression = Save million$$$ on bandwidth reduction costs • Enabled key services: • Parental Controls, Video Optimization, Advertising etc.

1 year later….

Customer	Major Wireless Operator
Products	20 F5 VIPRION NEBS Chassis & 40 NEBS blades • **60 NEBS Chassis, 120 Blades** • **20 6900 NEBS boxes**
Value	$3.5M first order; Phase 1 of 7 **Cumulative spend: Total 2010 Bookings - $15M**
Sales Cycle	First sales call in February 2009 • **3 MAMs, 3 FSEs** • **$1.5 sales to wireline/hosting side of business**
Why we won	**Customer challenges: meet the massive demands of smart phone traffic/ end user performance issues** **Services deployed: cost effective scale, traffic steering, video optimization and content filtering.**

WW Channels

2010 Partners

- 1700 Partners
- 70 Distributors
- HP, Dell, IBM
- UNITY launched in NA, EMEA, Japan, ANZ
- Launched Embedded Program

2011 Strategy

- Recruiting 300 new producing partners
- UNITY Launch in APAC/LATAM
- Deeper SI involvement

SI Focus

- WW focus with Dell, HP and IBM
- Deeper WW engagement with Dimension Data
- Embedded, Cloud and MSP specific Programs

f5 UNITY PARTNER PROGRAM

Vision – FY11

Expand leadership in Application Delivery & Data Mobility that exceeds our internal FY11 targets

- F5 is recognized as the key enabling technology in virtualization, consolidation and cloud computing

- Security and storage focus/leadership

- Strong, value-added channel eco-system

- World class, coordinated sales execution

Hot Customer Project Targets

- Data Center Consolidation

- Data Center to Data Center Optimization

- "Load Balancer" Consolidation

- Server Virtualization

- Service Provider – Traffic Optimization and IPV4 to 6 Migration

- Data Mobility (migration, tiering and storage cloud)

- App Deployments – Oracle, SAP, Microsoft

- DNSSEC & 2048 Encryption

F5 Networks
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Julian Eames

SVP Business Operations

f5 IT agility. Your way.

Service Revenue
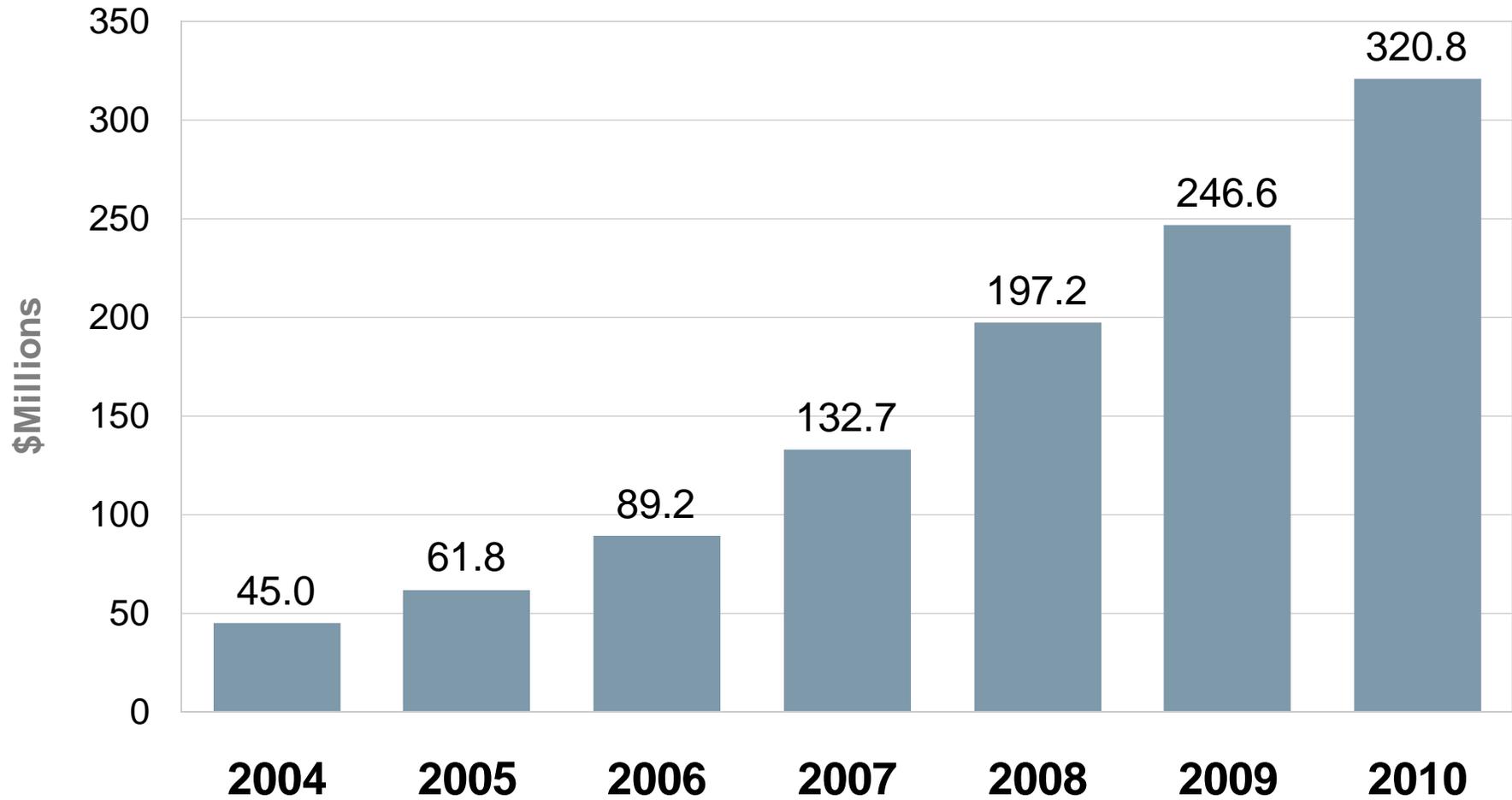
Deferred Service Maintenance
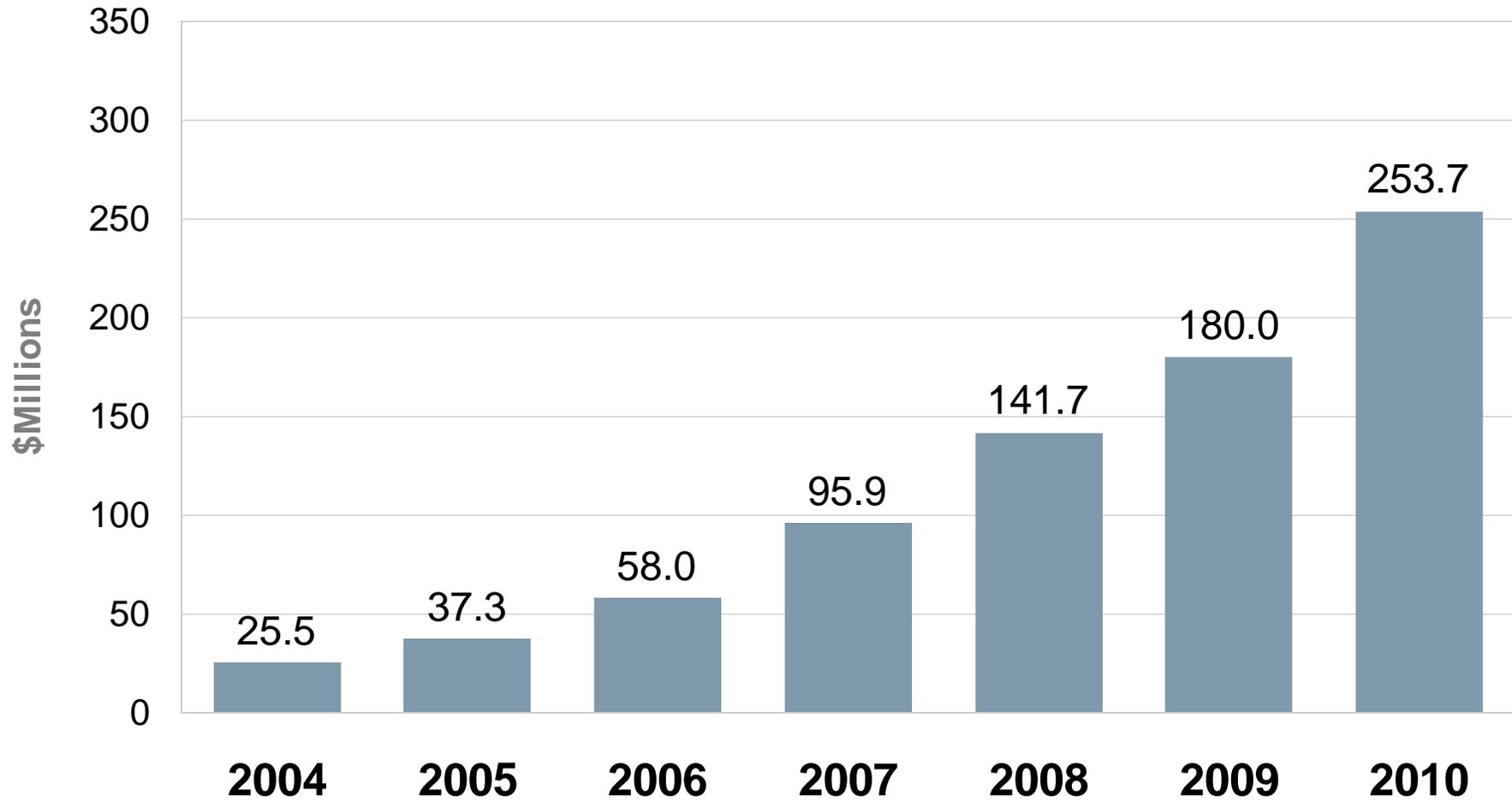
Consulting, Installation and Training
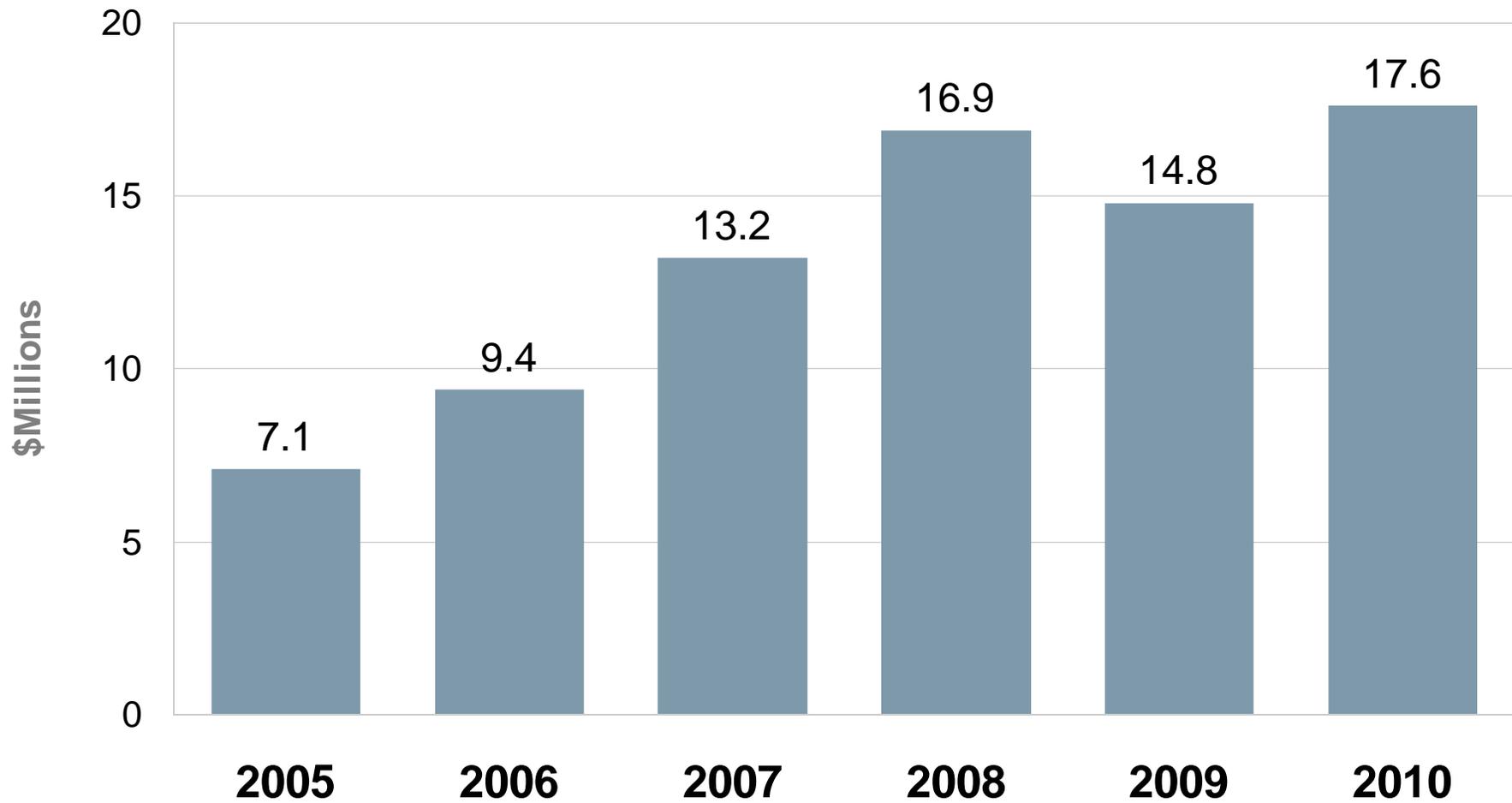
2010 Attach Rate Improvements by Year Product Shipped
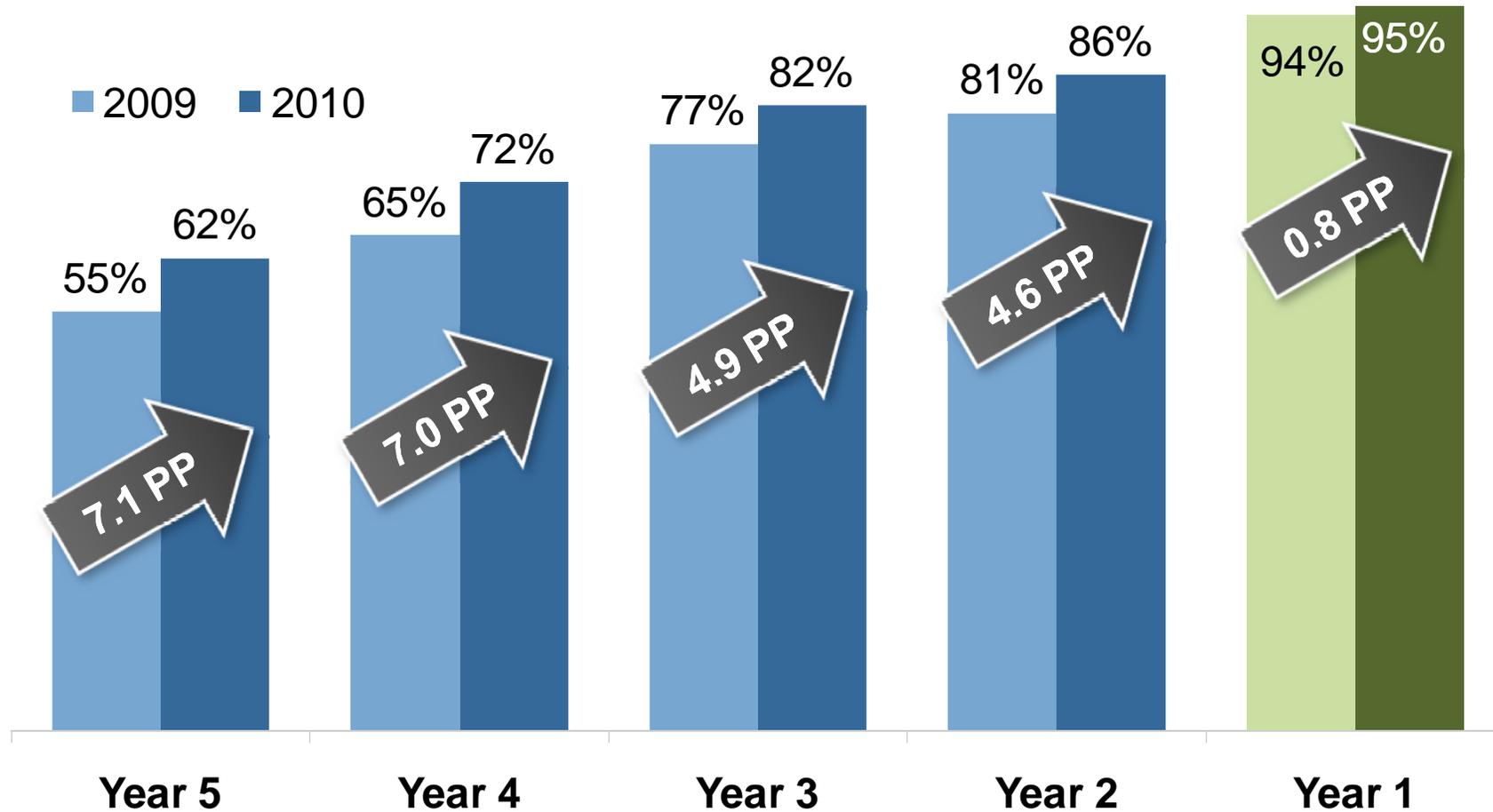
Case Volume– Last 6 Quarters
Cases Opened
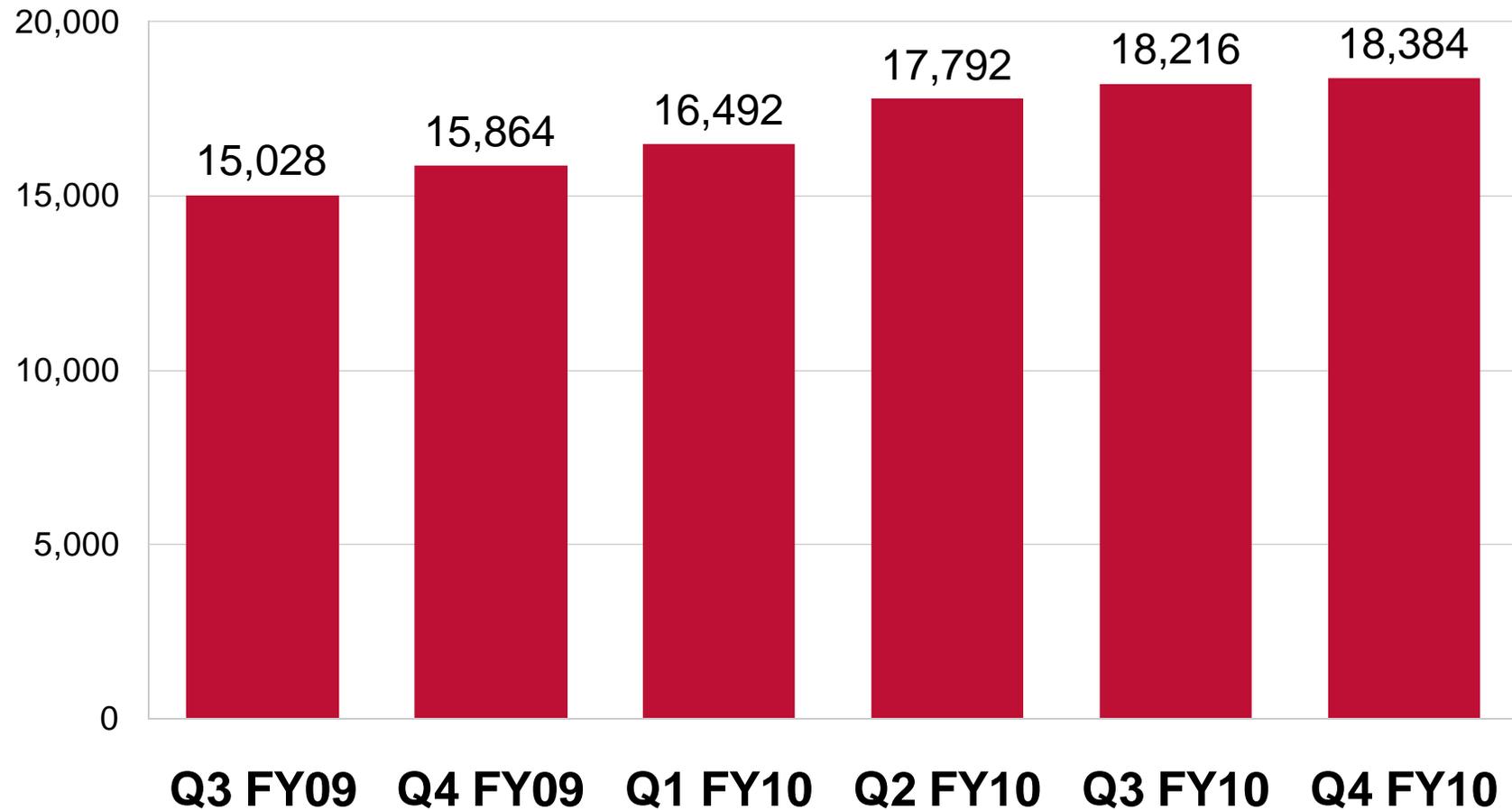
* Year over year growth rate was 19.6% (comparing FY09 to FY10)

Customer Satisfaction Survey Results
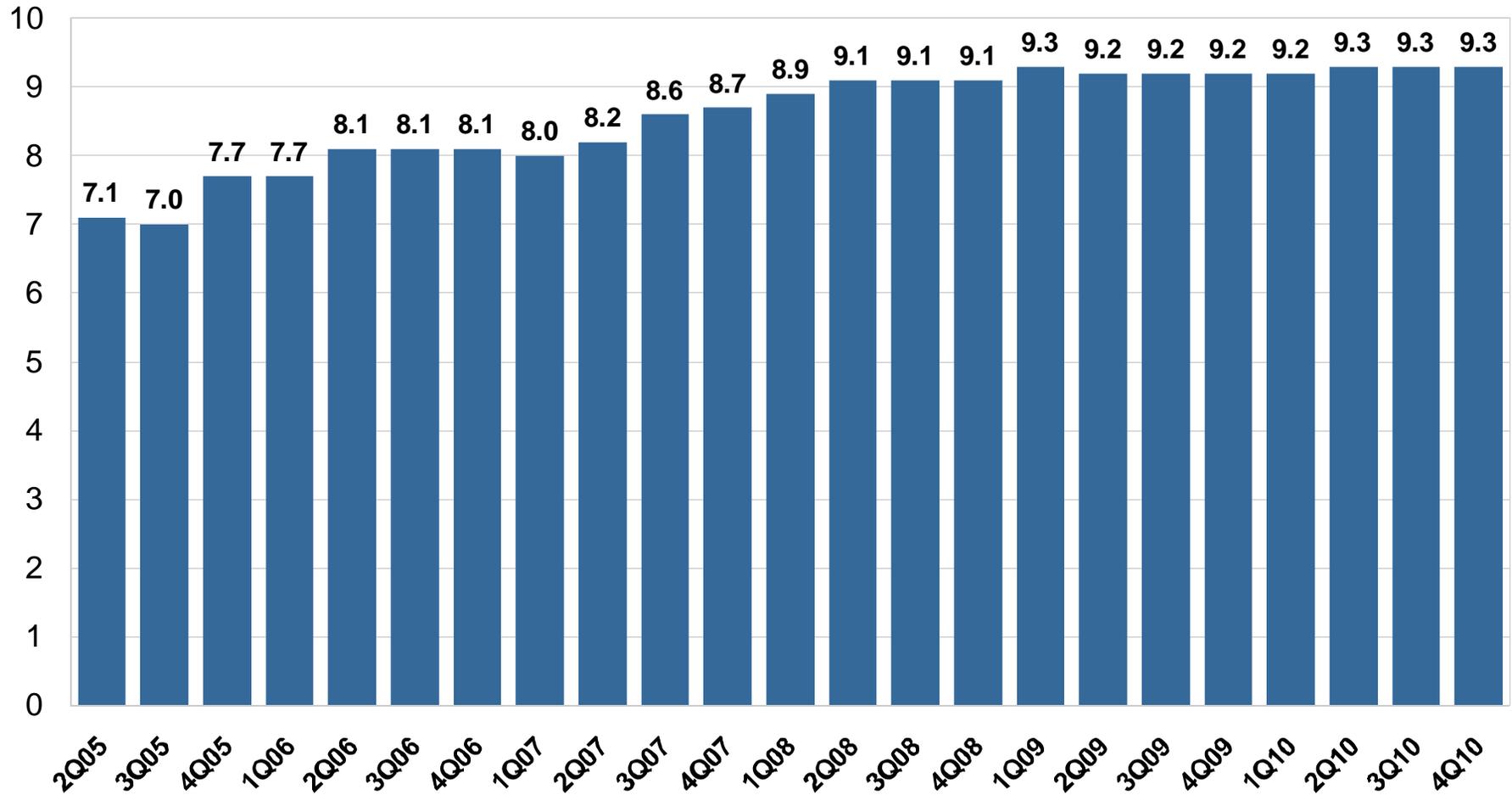
Q4 CS Regional Survey Results
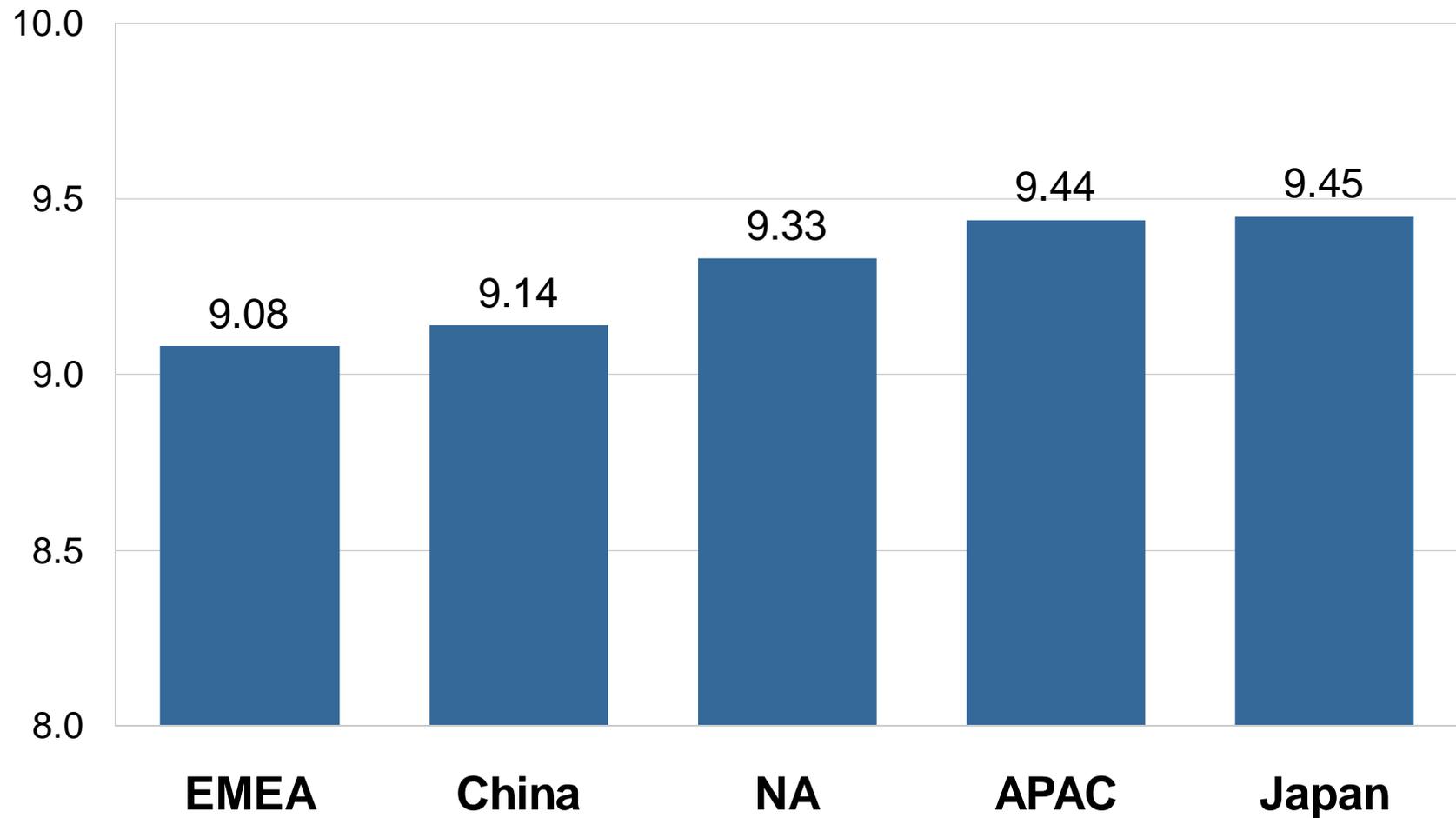
Q4 Customer Satisfaction – Loyalty Questions

How would you compare F5 support to that provided by other vendors like F5 that you use?
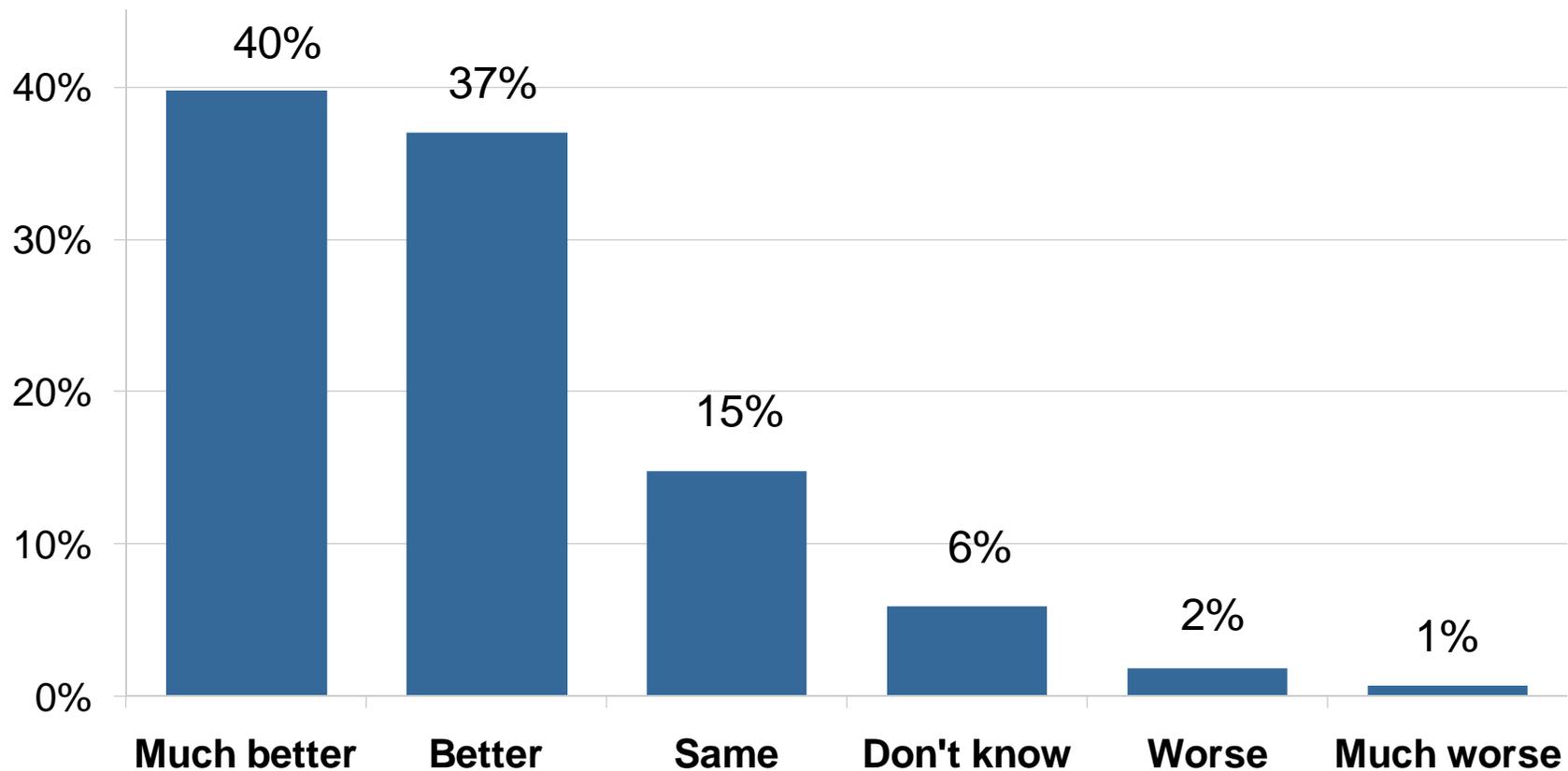
Q4 Customer Satisfaction – Loyalty Questions

How likely would you be to recommend F5 to colleagues based on your support experiences?
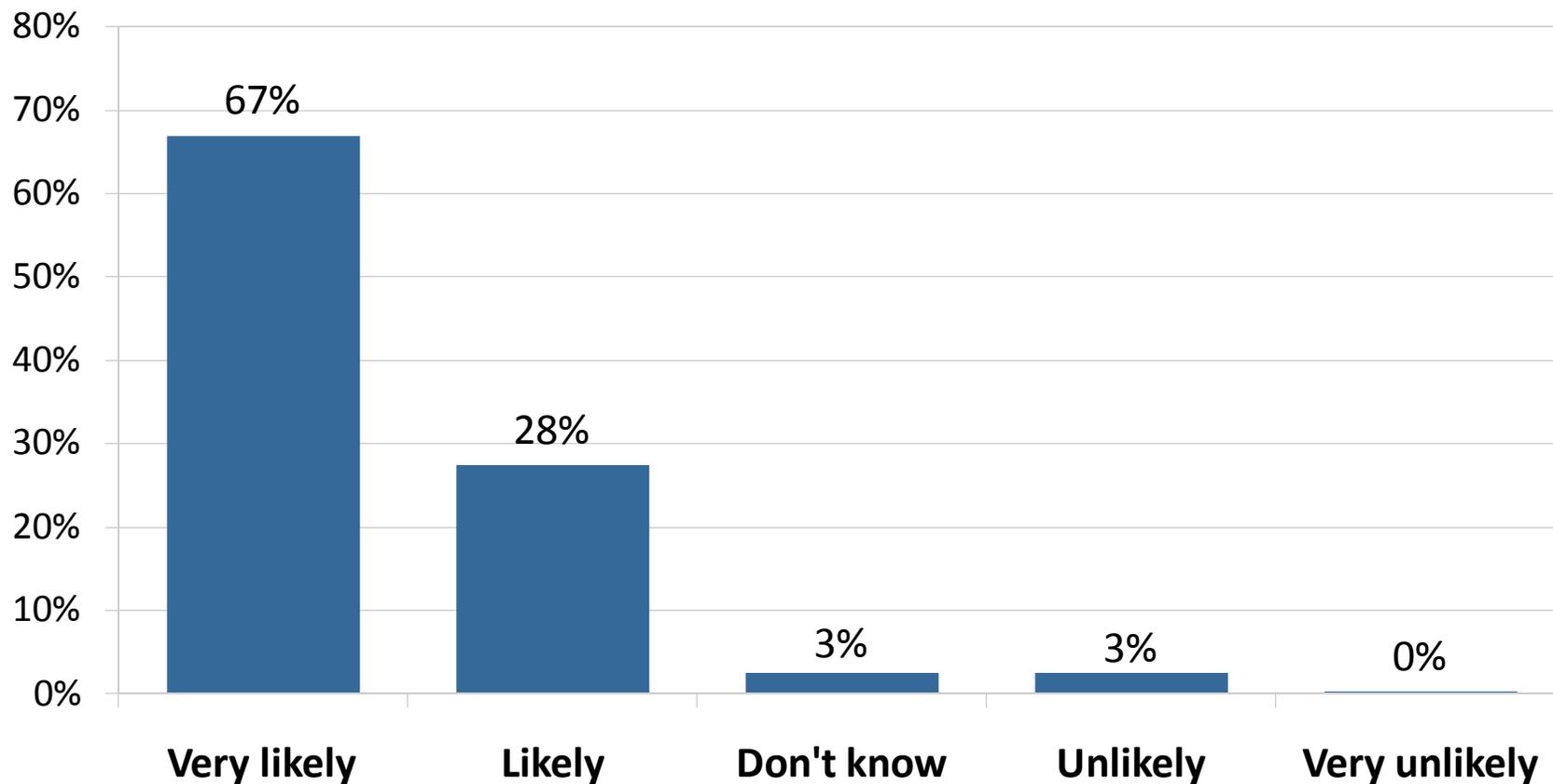
NA PS Consulting – 4Q FY 10 General Feedback
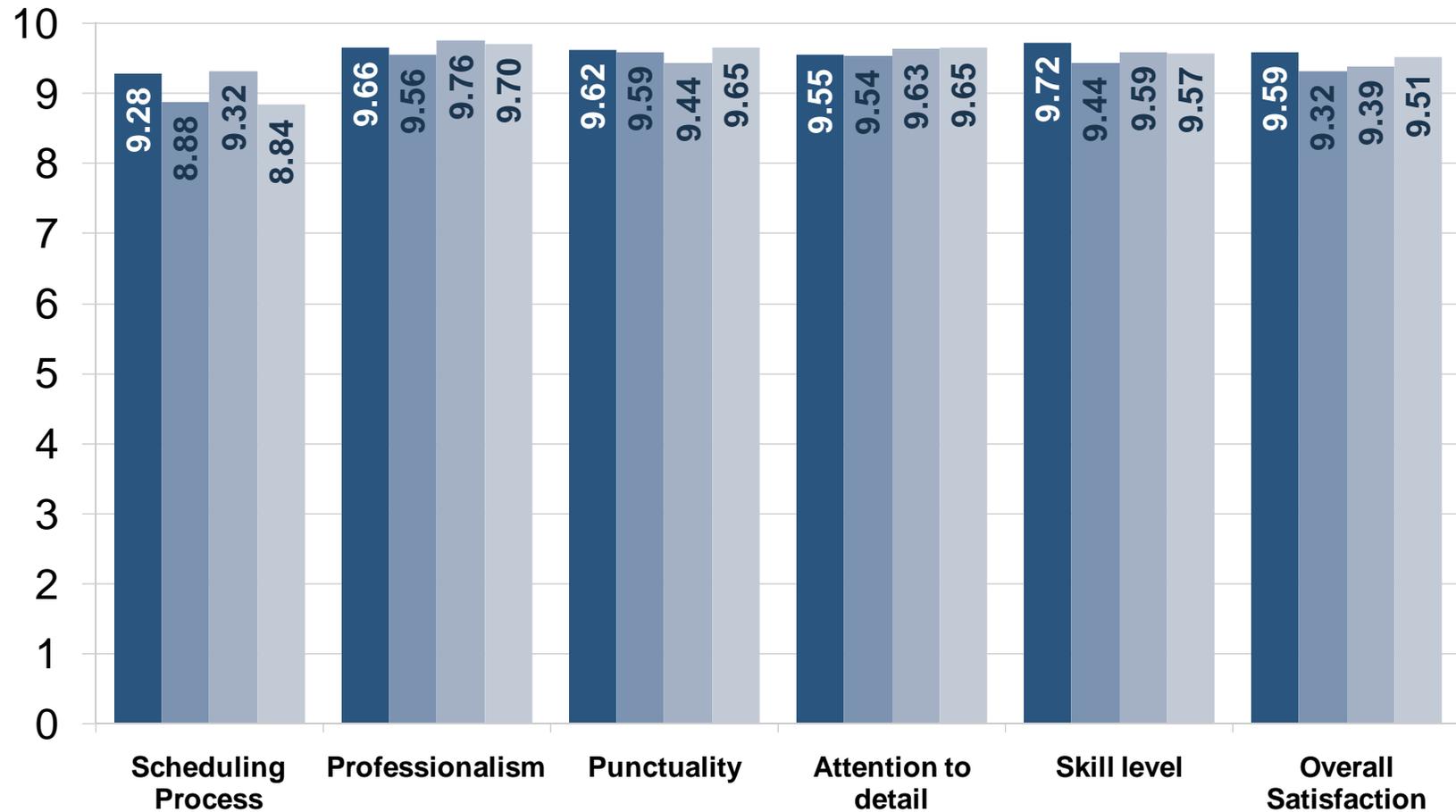
How does F5 Consulting Services compare to other contracted assistance you've used in the past?

	Much Better	Better	Same	Worse	Much Worse
	31.0%	44.8%	24.1%	0.0%	2.4%
	34.1%	43.9%	19.5%	2.4%	0.0%
	22.0%	61.0%	14.6%	2.7%	0.0%
	35.1%	43.2%	18.9%		
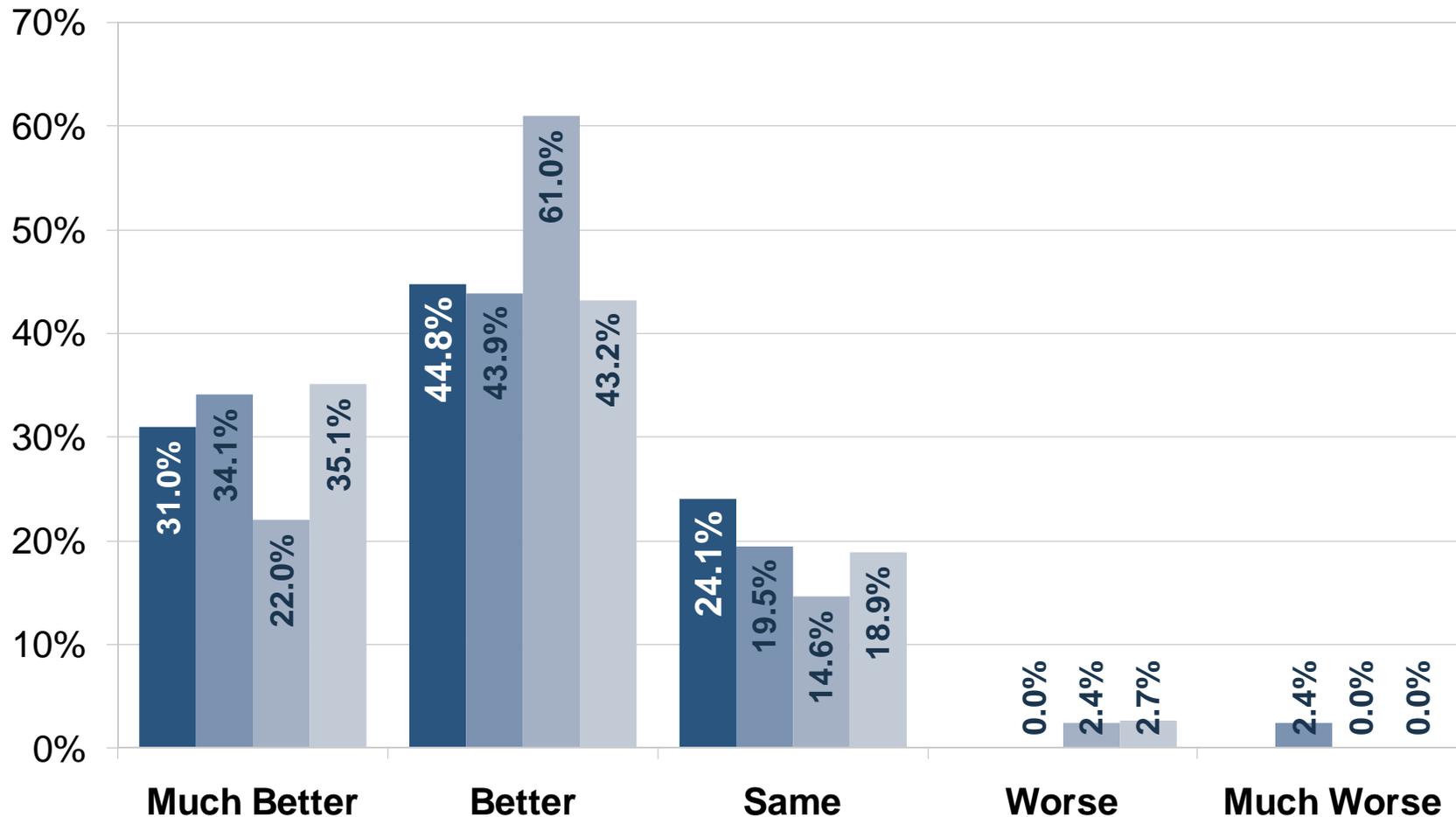
How likely would you recommend F5 networks consulting services to your colleagues?
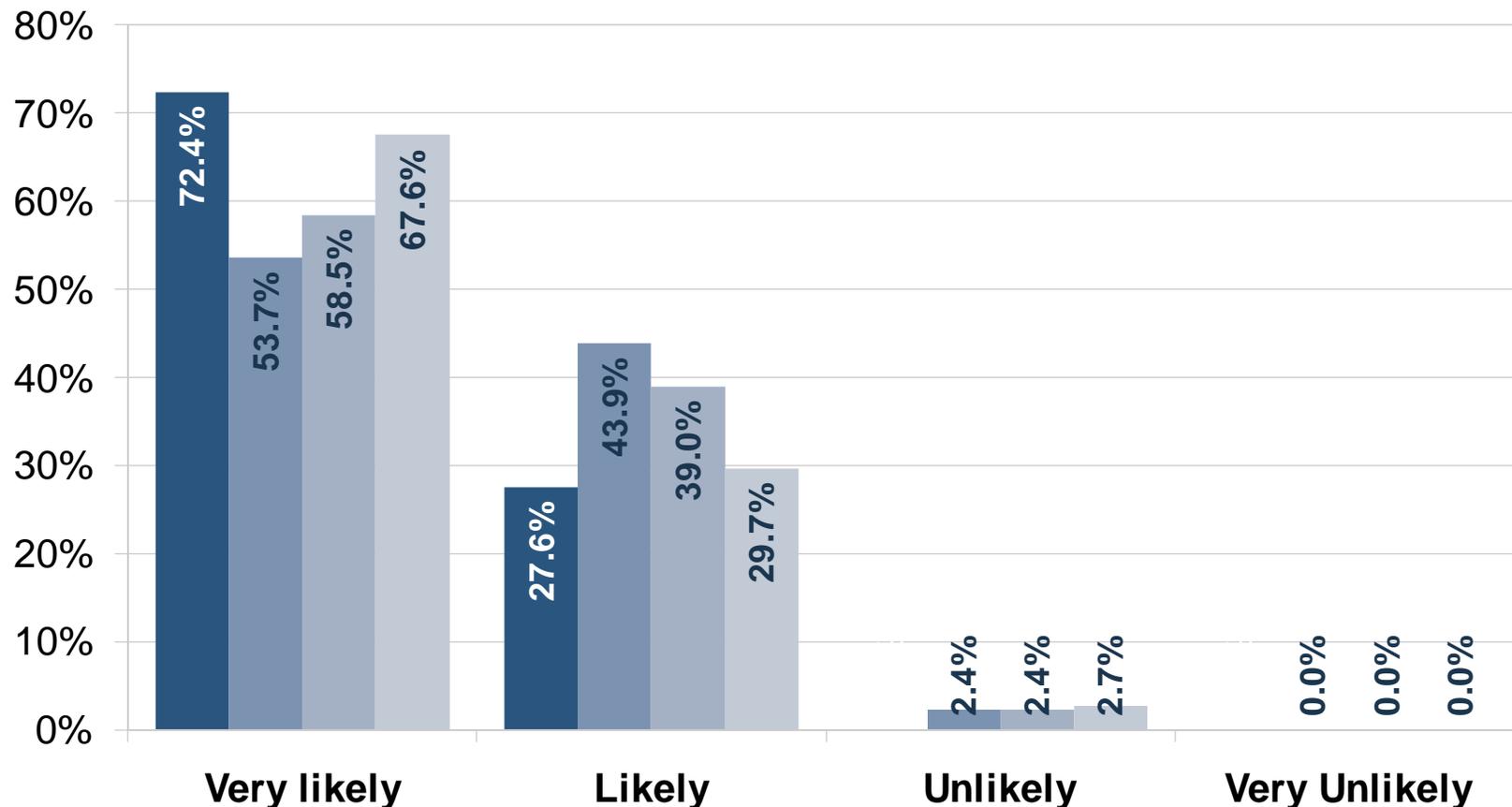
97.3% of our customers said they were Very likely or Likely to recommend us

Expedited RMA Services & Support Centers

North America Depots
- Europe – 11 depots including Cologne Distribution Center.
- Opened Brussels & Amsterdam Q410
- Middle East – 2 Depots Tel Aviv & Riyadh
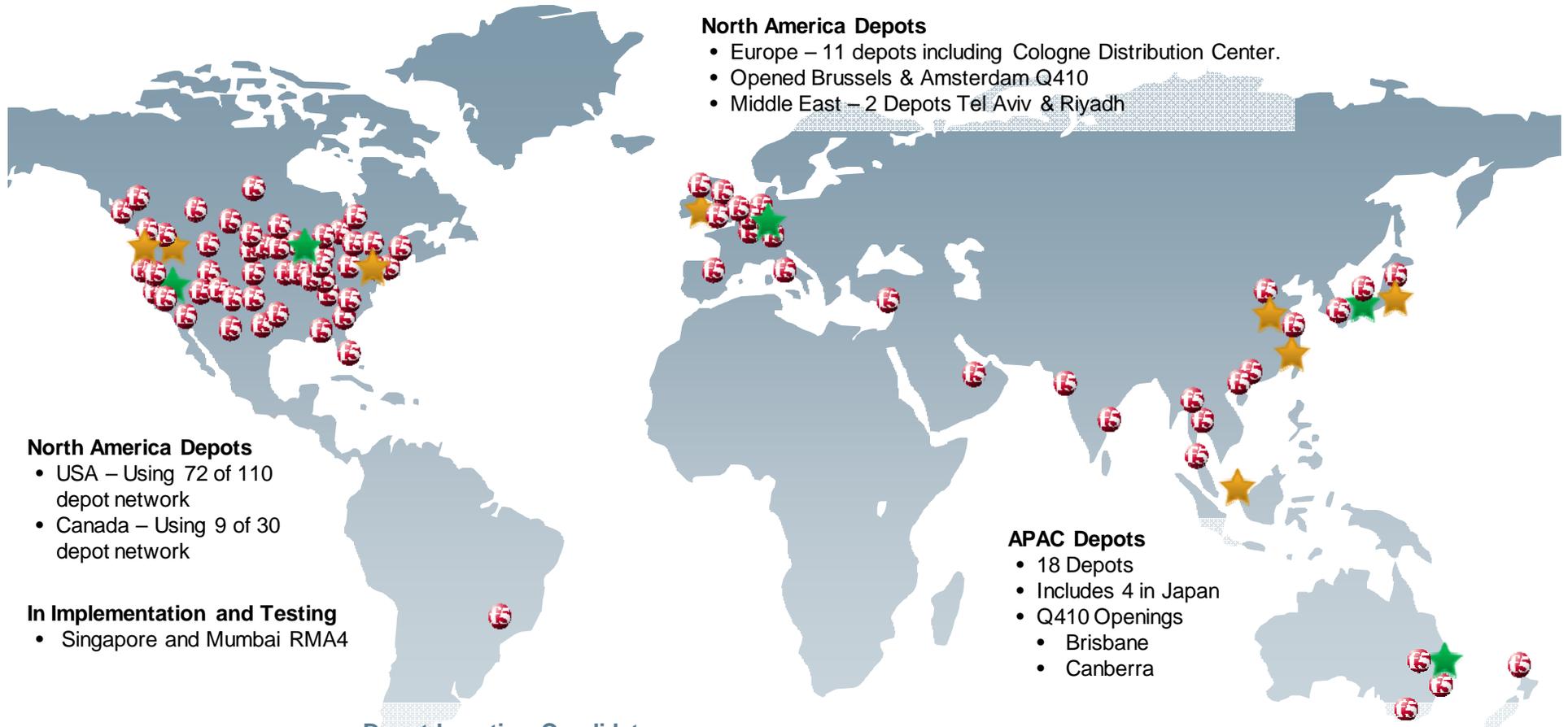
North America Depots
- USA – Using 72 of 110 depot network
- Canada – Using 9 of 30 depot network

In Implementation and Testing
- Singapore and Mumbai RMA4

APAC Depots
- 18 Depots
- Includes 4 in Japan
- Q410 Openings
  - Brisbane
  - Canberra

⭐ **Support Centers**

★ **Existing DC**

Existing FSL

Depot Location Candidates:

APAC
- ANZ: Adelaide, Perth & Wellington
- North APAC: Seoul &Taiwan
- South APAC: Manila, Hanoi & Indonesia

EMEA
- Central Europe: Milan, Zurich & Berlin
- Eastern Europe: Prague, Warsaw & Moscow
- Northern Europe: Edinburgh & Stockholm
- Africa: Johannesburg, South Africa
- Middle East: Istanbul, Turkey

In Planning
- Enable RMA4 throughout APAC
- RMA4 in EMEA
- RMA4 in NA
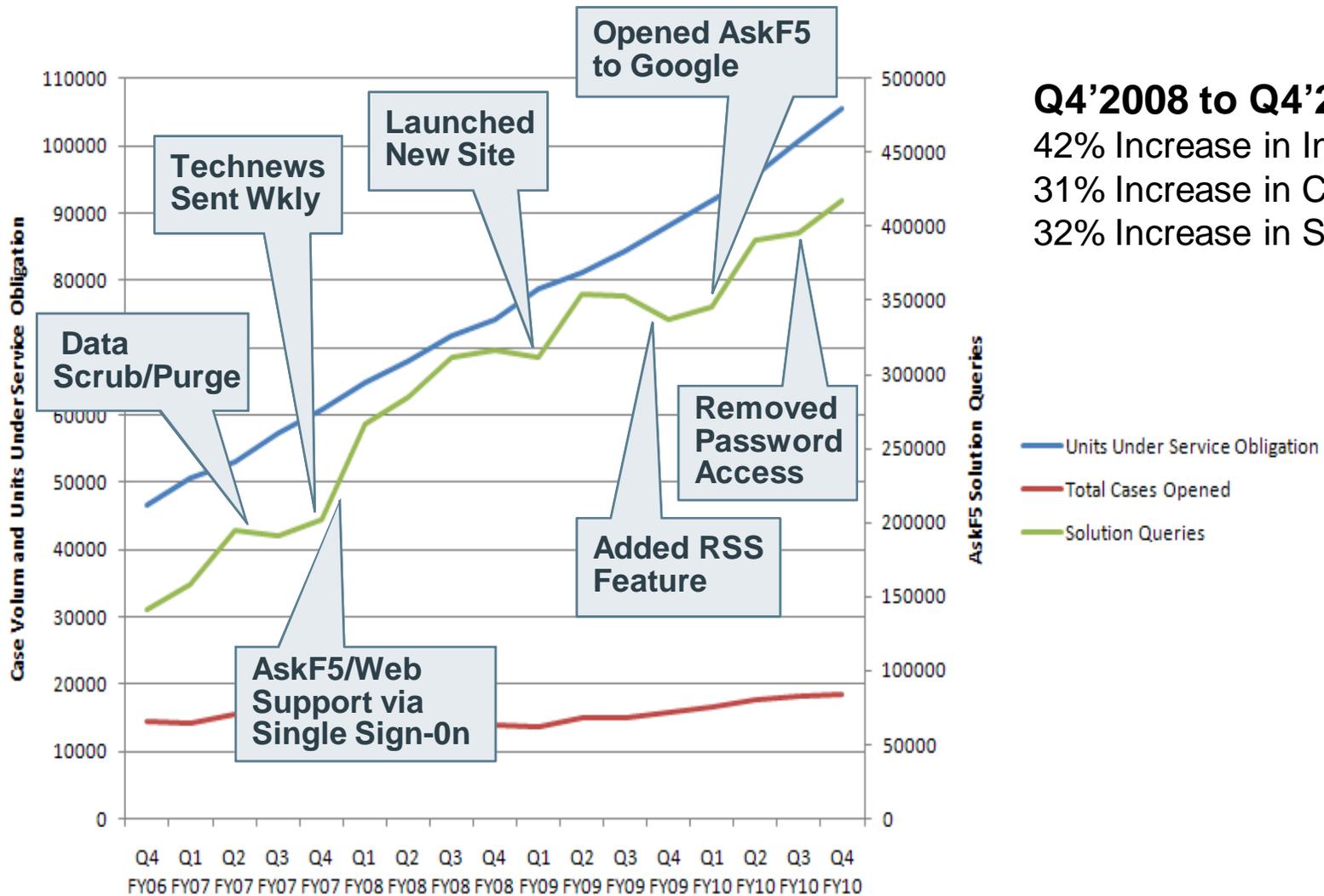
AskF5 Initiatives

What is the BIG-IP iHealth System?

Innovative Services Offering delivered as a web application

Included at no additional charge with Support Agreements worldwide

Calling this a "System" due to the inclusion of the Viewer and Diagnostics

An F5 exclusive / differentiator

Launched October 1st / Announcement end of October

Customer Benefits of BIG-IP iHealth

Faster problem resolution

- Avoid diagnosing the same problem multiple times
- Avoid asking customers for data multiple times

Customer can address issues with or without engaging a Support Center

Provide another self-service option, in addition to AskF5 Knowledge Base, "Getting Started" web page and WebSupport Portal

Provide Best Practices

System insights and better manageability

Become more proactive vs. reactive

Utilize a familiar F5 interface

Consulting Services

Channel Partners

Enterprise   Finance
Solution Architecture
Solution Provider   Technology

MS   VMWare   Oracle
Software Vendor
SAP   CA Tivoli

Implementation   Migration
F5 Products
Augmentation

Managed Services

**Network Services
Beyond F5**

Common Metrics
Global

Standardize   Specialize   Repeat   Automate

Summary

- Services growth in 2010 – 30%

- Deferred revenue growth reflects health for 2011

- Call volumes not growing as fast as revenue even with release V10 and additional module functionality

- Call avoidance system improving

  - Askf5

  - iHealth

- Further developments in Professional Services offerings as leverage to product sales

- Customer satisfaction for all services *world class*

F5 Networks
2010 Analyst / Investor Meeting
New York ~ November 16, 2010

Karl Triebes

SVP Product Development & Chief Technical Officer

f5 IT agility. Your way.

Internet Traffic Distribution 1990-2010
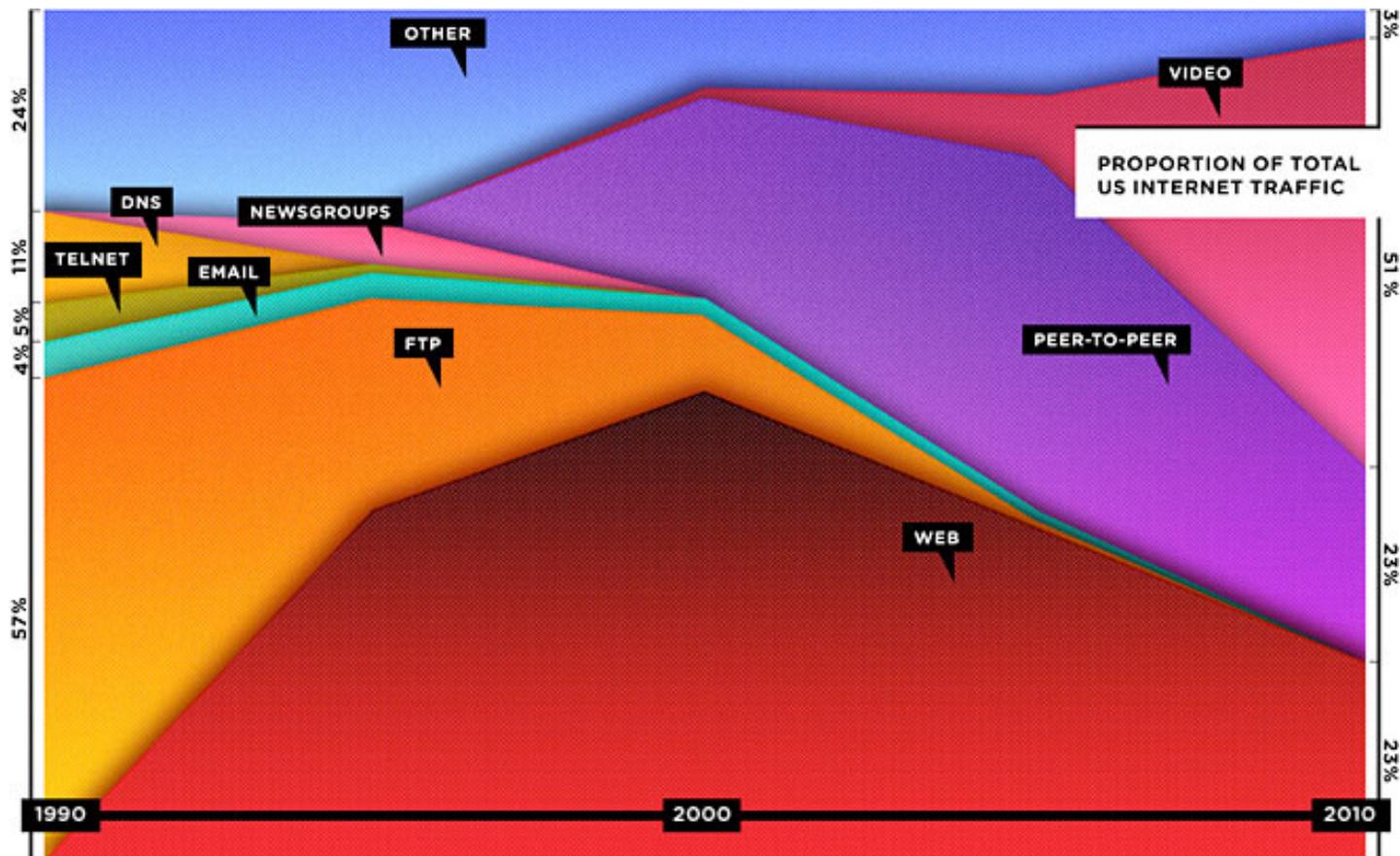
By Chris Anderson and Michael Wolff, August 17, 2010, Wired
http://www.wired.com/magazine/2010/08/ff_webrip/

Internet Traffic Distribution 1990-2010
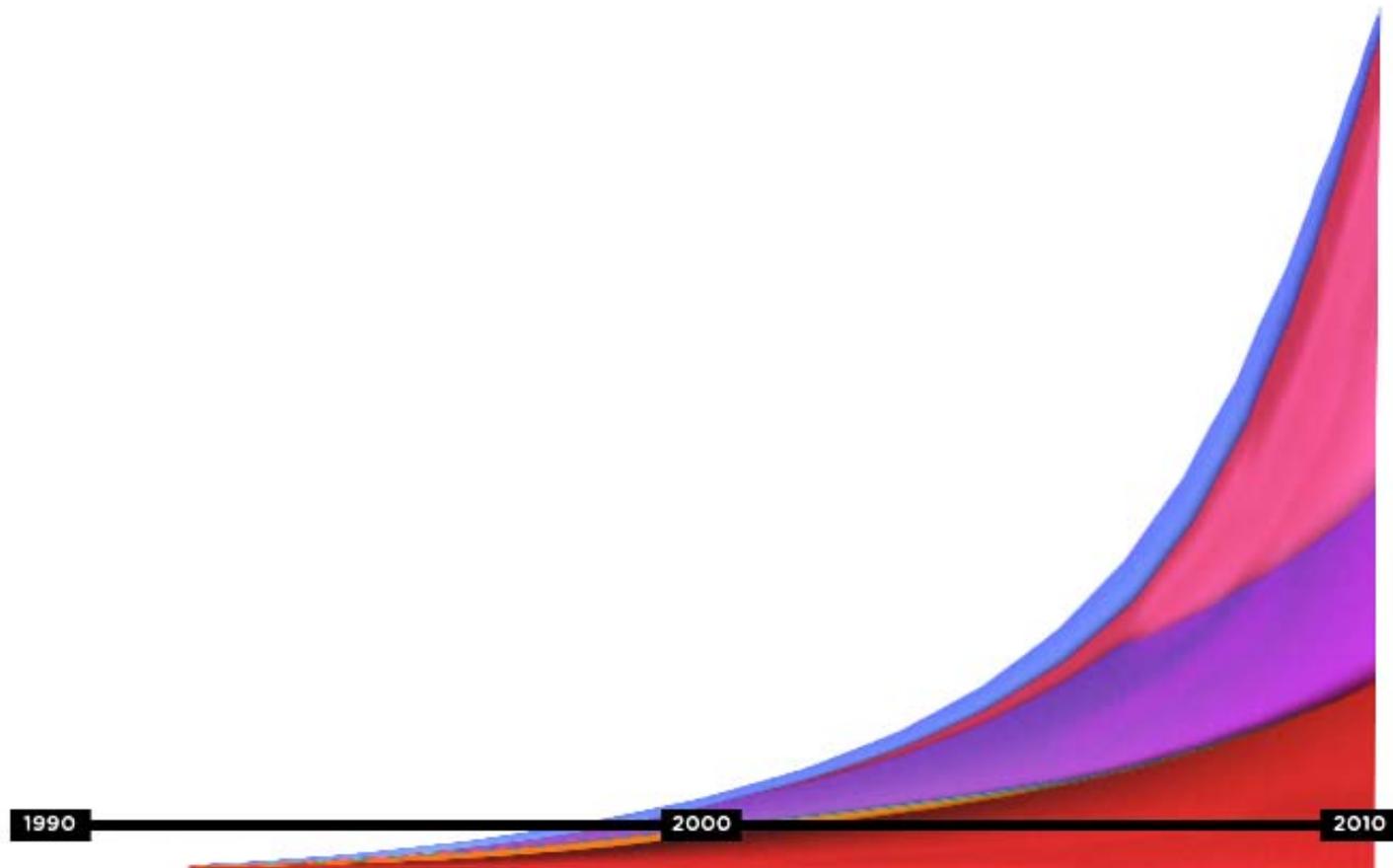
By Chris Anderson and Michael Wolff, August 17, 2010, Wired
http://www.wired.com/magazine/2010/08/ff_webrip/

Data Center Architectural Trends

The Dynamic Data Center

Flexible Data Center
(Virtualized &/or VLL2)

Cloud Computing
(Private / Public mix)

Resource Management
(Utilization, efficiency)

Server Architectural
Changes

Server Virtualization
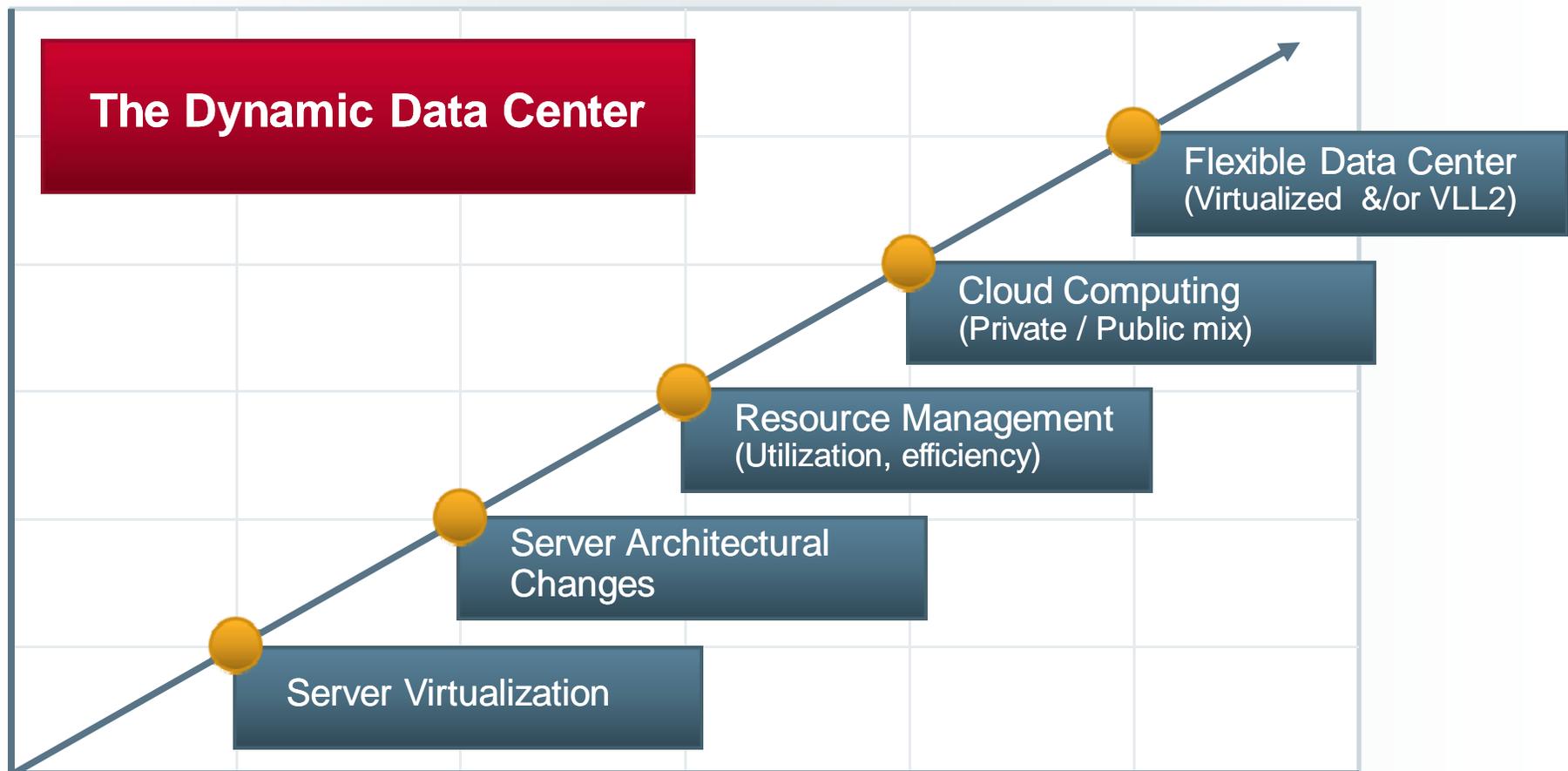
Today's Data Center Architecture

Management Plane

- Per Application/functional element
- Service Provisioning
- Service Orchestration
- Policy Management
- Status and Event Management

Data Plane

- Network Firewall, Anti SPAM,
- Network - Ethernet Switching and Routing
- Hypervisors (VMware, XEN, Hyper-V)
- Data Services (Encryption, Proxy, etc…)
- Optimization services (TCP, Deduplication, etc
- Load balancing and traffic steering
- Health and status monitoring

Next Generation Data Center Architecture

Management Plane

- Centralized datacenter management
- Service Provisioning
- Service Orchestration
- Policy Management
- Status and Event Management

Control Plane

- Application Traffic Management (LTM, GTM)
- VCMP and Datacenter aggregation
- Policy implementation and enforcement
- Identity management
- Session management
- Statistics gathering/aggregation
- Monitoring

Data Plane

- Virtualized services (Vmotion, ESX)
- Security enforcement
- Encryption services
- Optimization services
- Load balancing
- Health and status monitoring

VCMP + CMI: The Datacenter Control Plane

CMI: Centralized Management

Application Centric Management

3rd Party Orchestration and Workflow Frameworks

High Performance Clusters

BIG-IP Cluster Array

VCMP Instance Arrays

VE Deployment Arrays
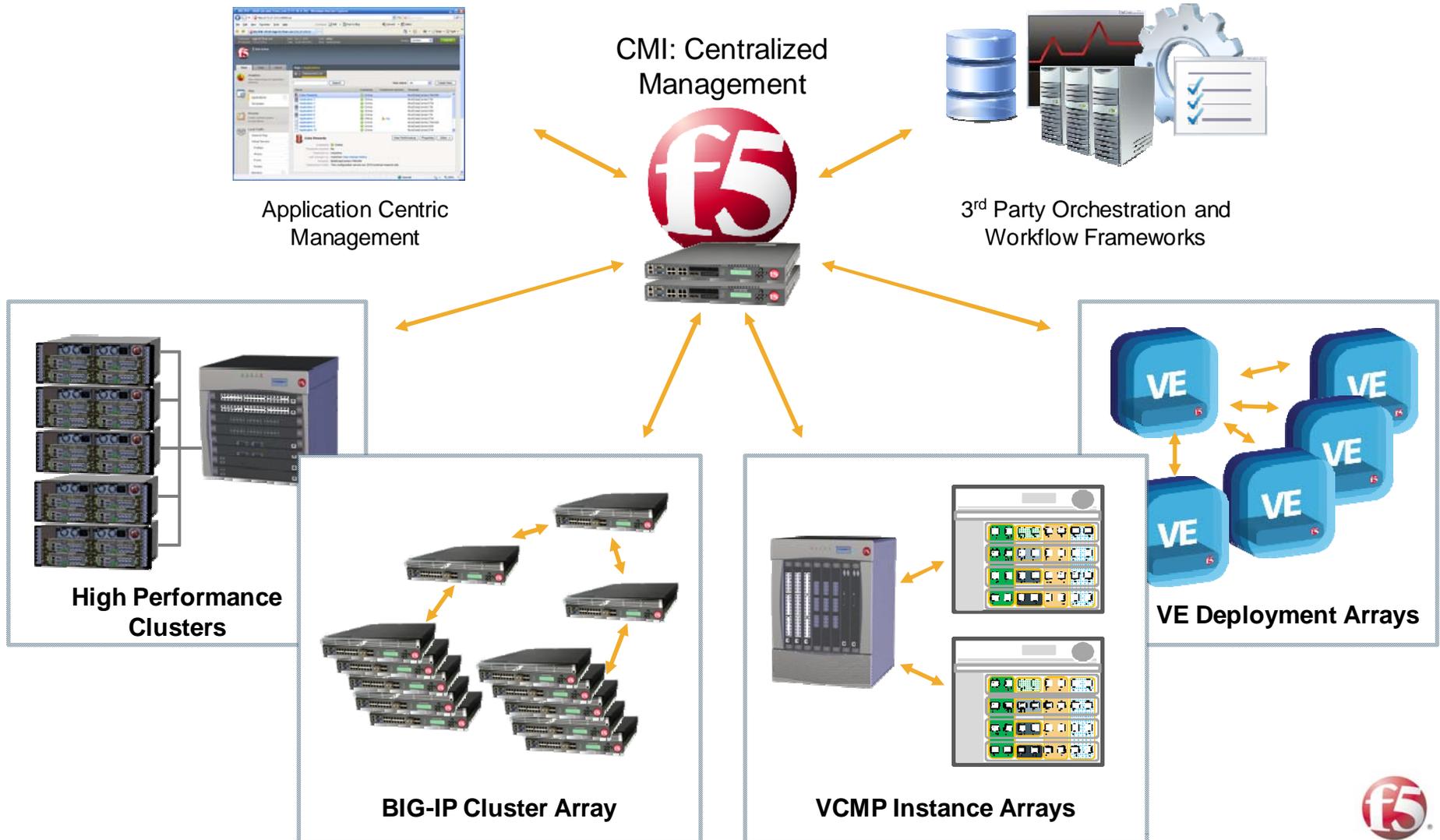
VCMP – *Scaling Datacenter Intelligence*

active

active

active

standby
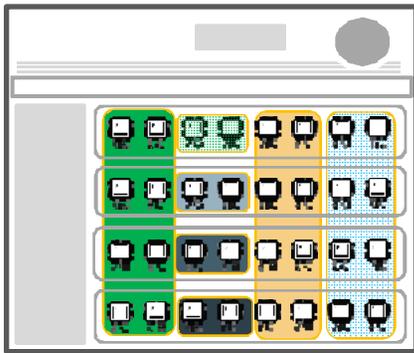
Virtual Clustering within Chassis

- Version Independence
- Network isolation
- Resource isolation
- Fault isolation
- Increased Utilization
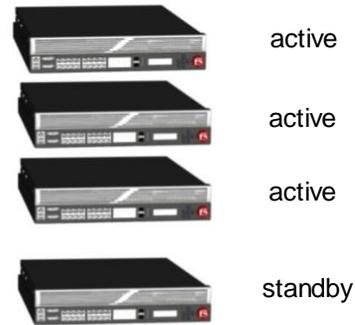
Multi-box Clusters

- Increased Utilization
- Possible with CMI's:
  - Ease of Management
  - Devices Groups and Granular Failover
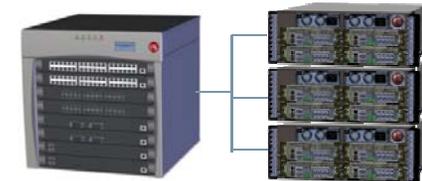
Clustering with Hardware

- Disaggregation Hierarchies Scaling VIPS to Tb/s

Application Abstraction Layer

- Redefines application and network object management

- Configuration based on application semantics

- Pre-configured (Application Templates) or customer configured

USEFUL + DESIRABLE

USEFUL + USABLE + DESIRABLE

Application Centric Management - iApp

New!! Application Visibility & Reporting (AVR) Module
Control and Visibility
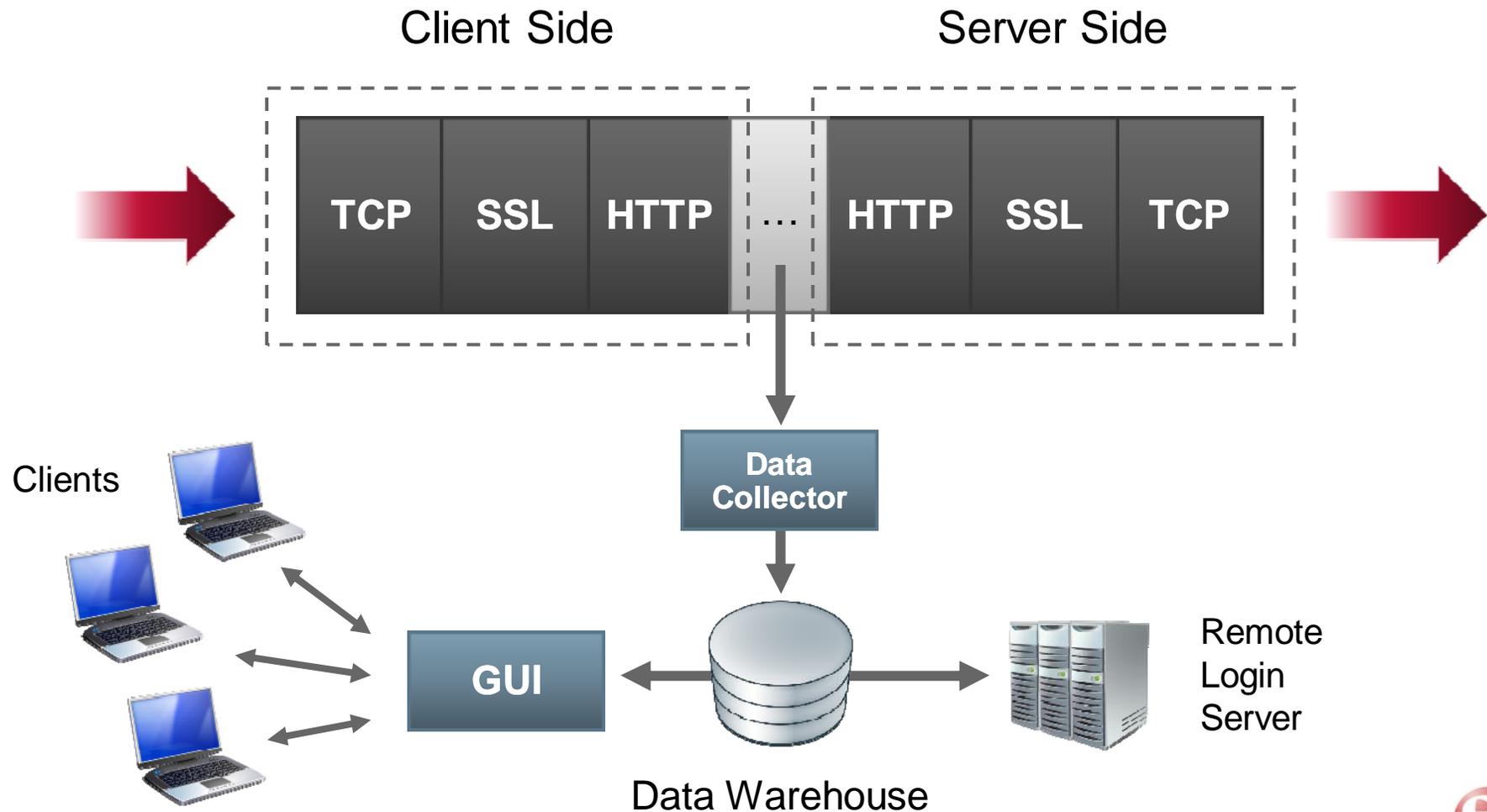
TPS for all applications – last day
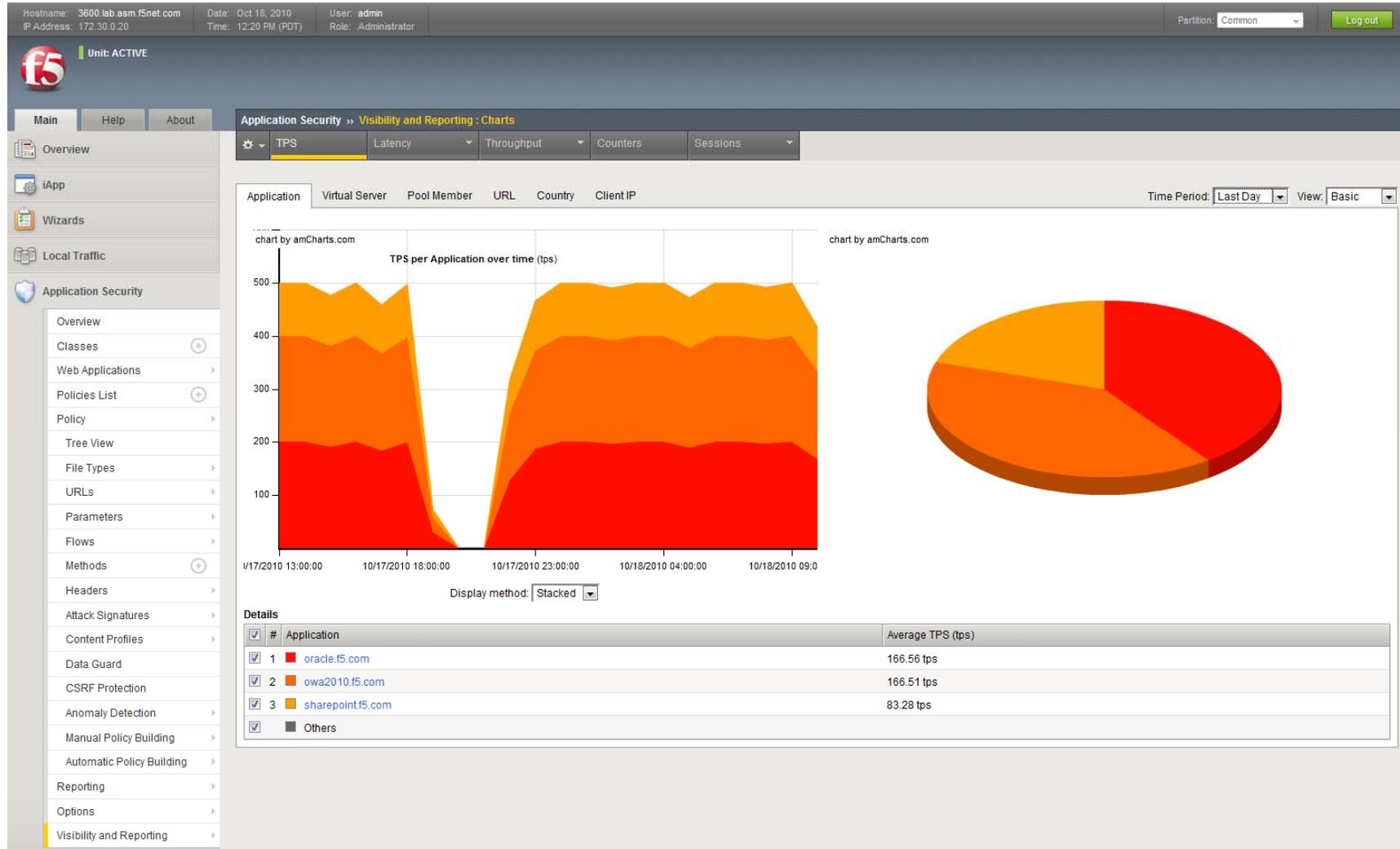
TPS for all applications – last week
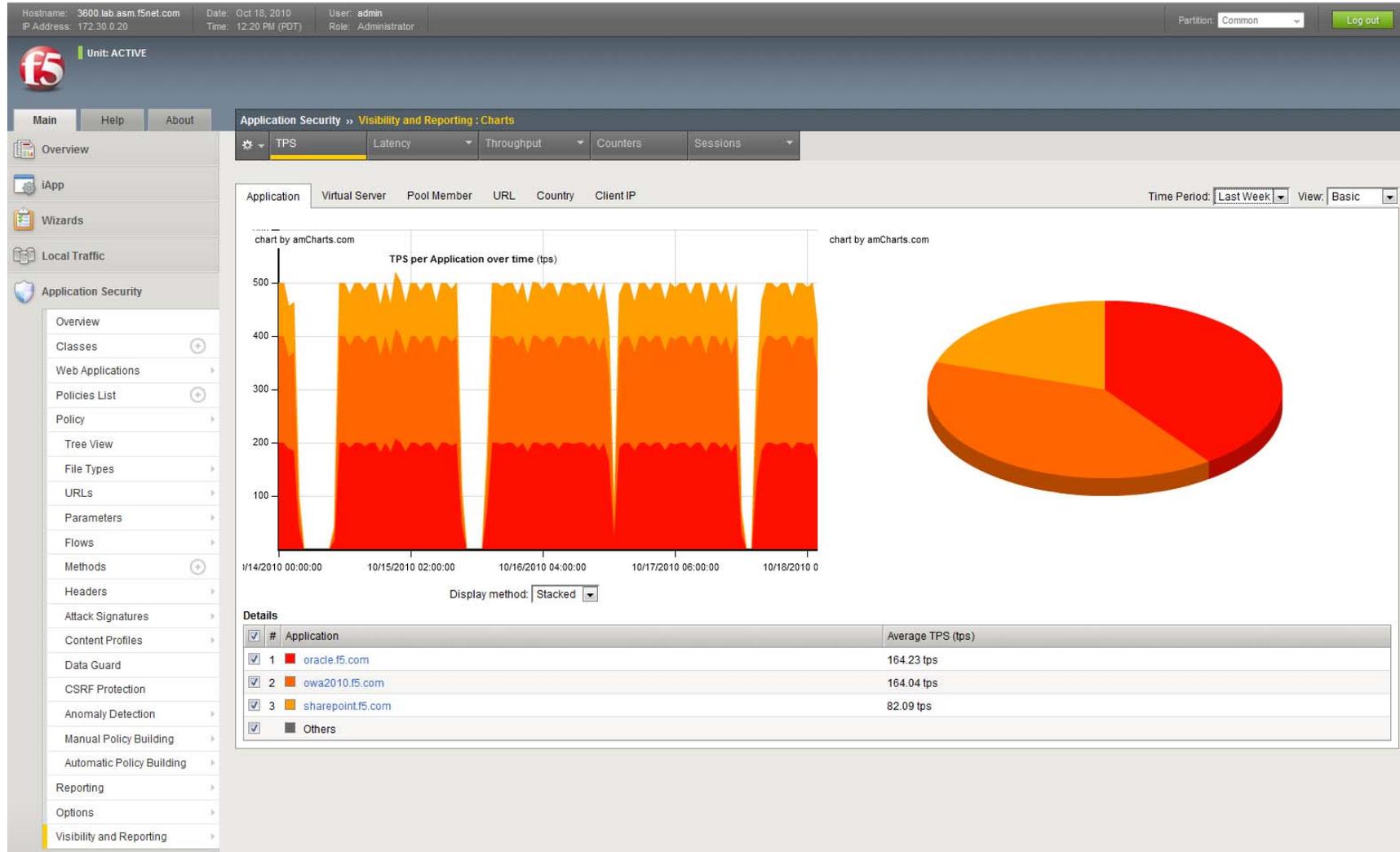
TPS per pool member – for Oracle
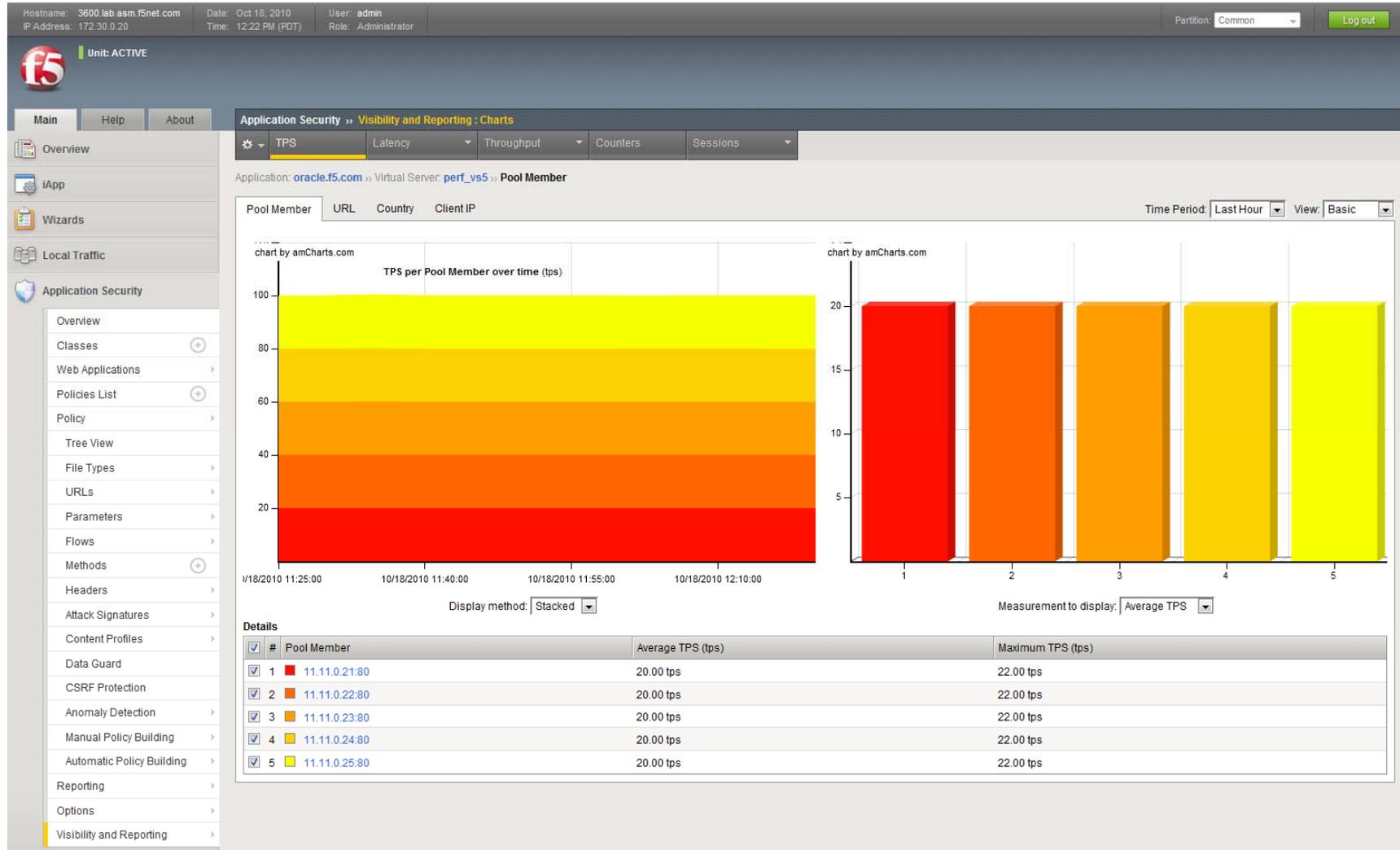
TPS per URL for Oracle application
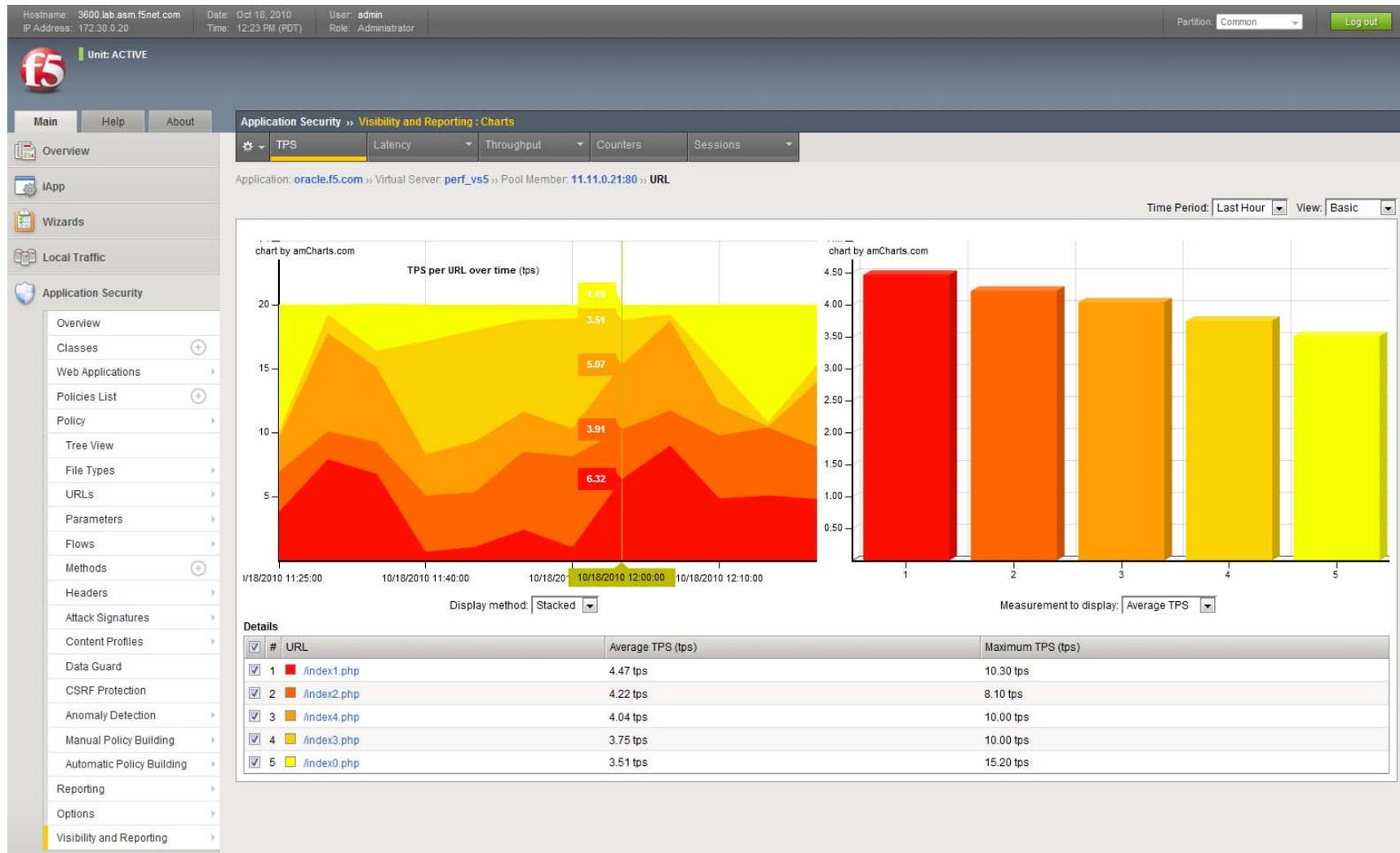
TPS for SharePoint – Per Country
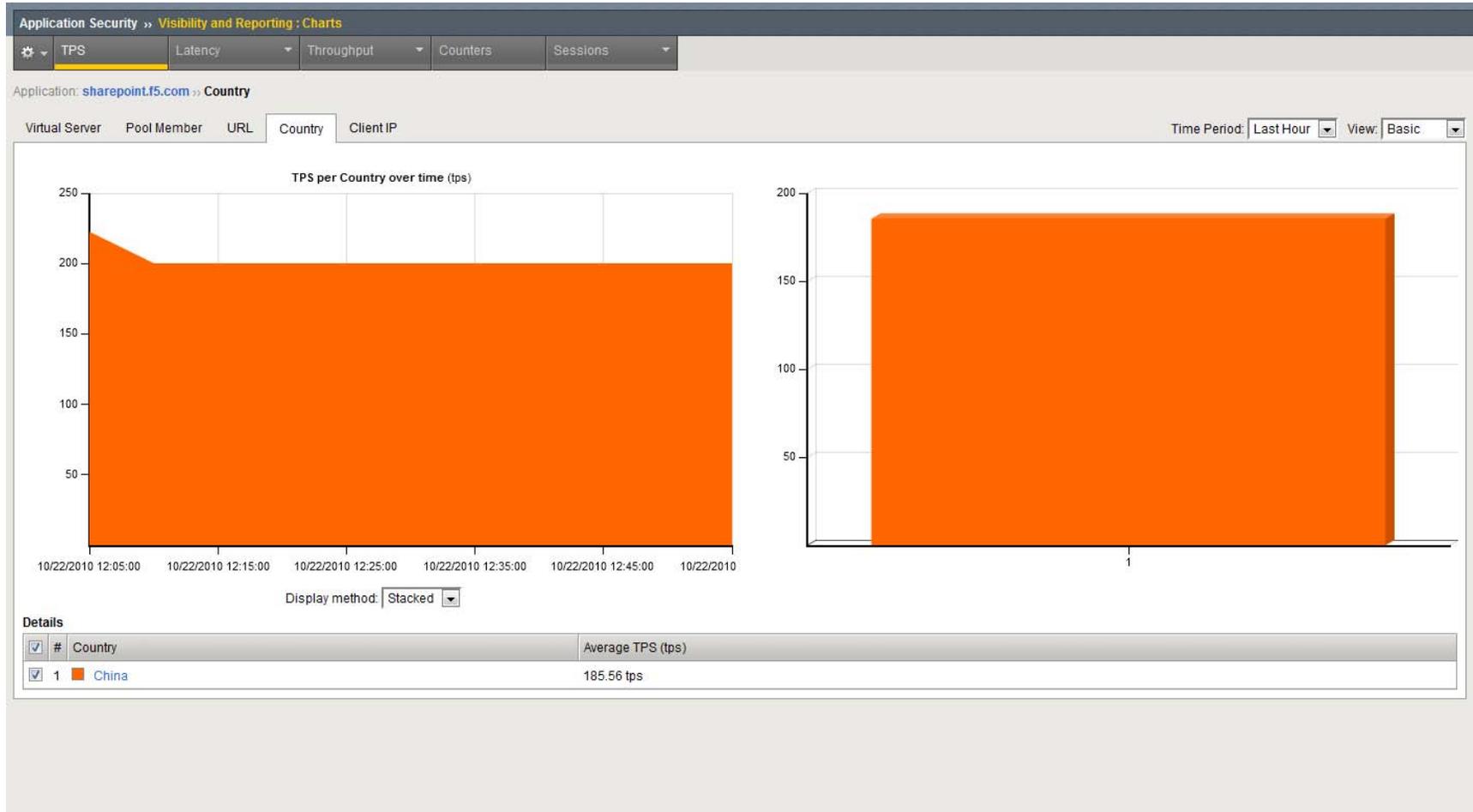
SharePoint Server Latency – per virtual server
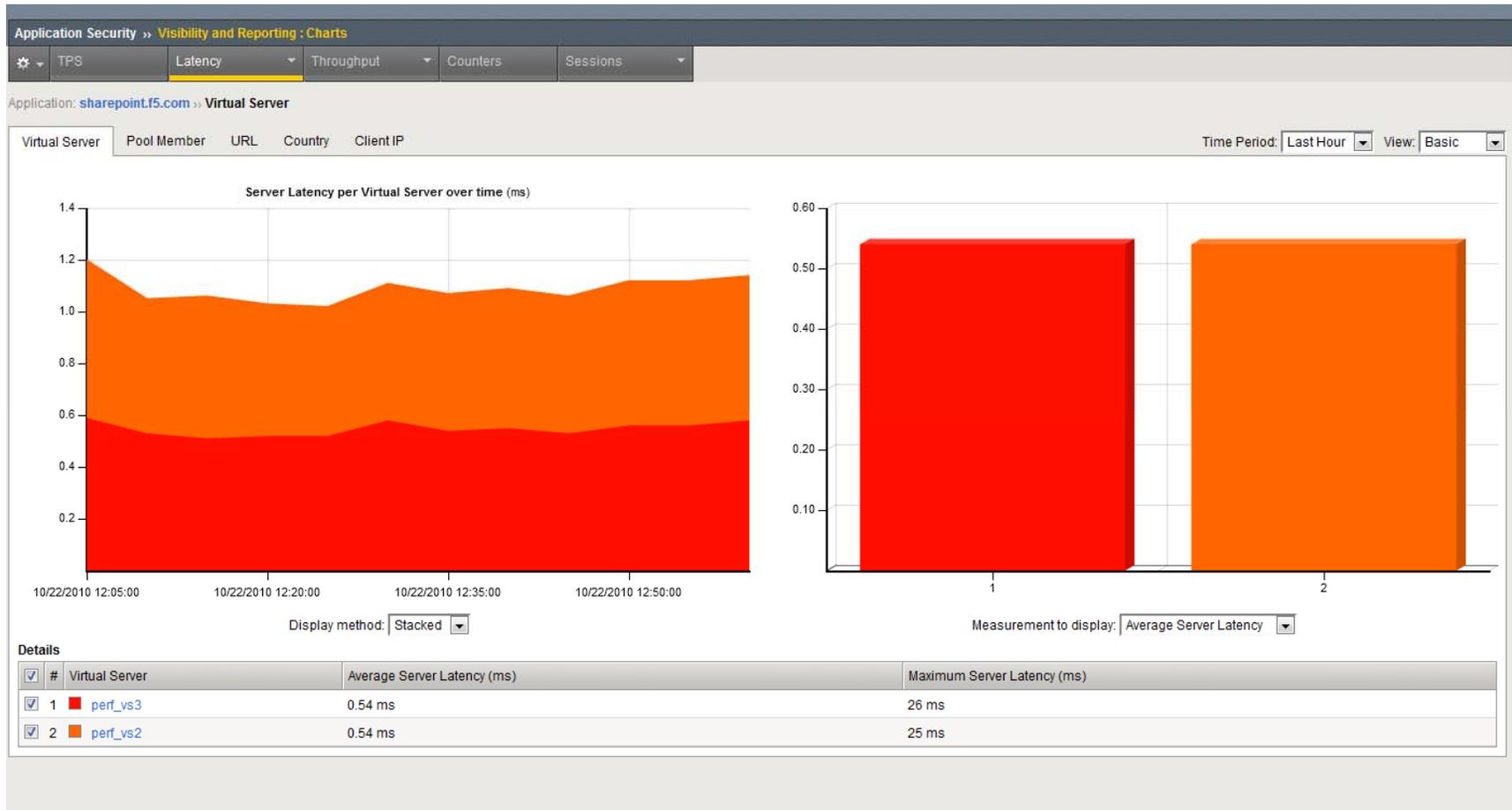
New session for all applications
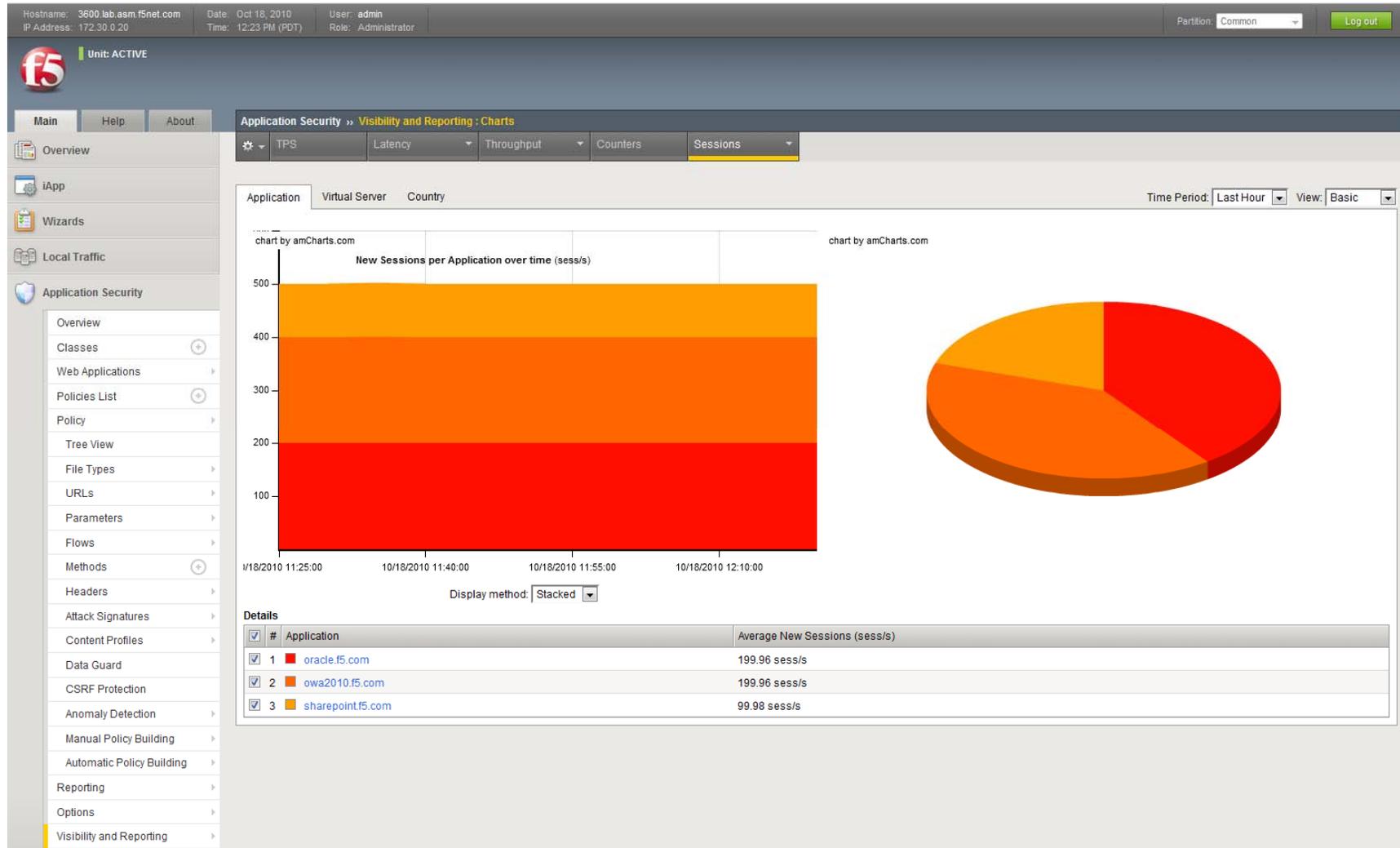
Concurrent sessions for all applications
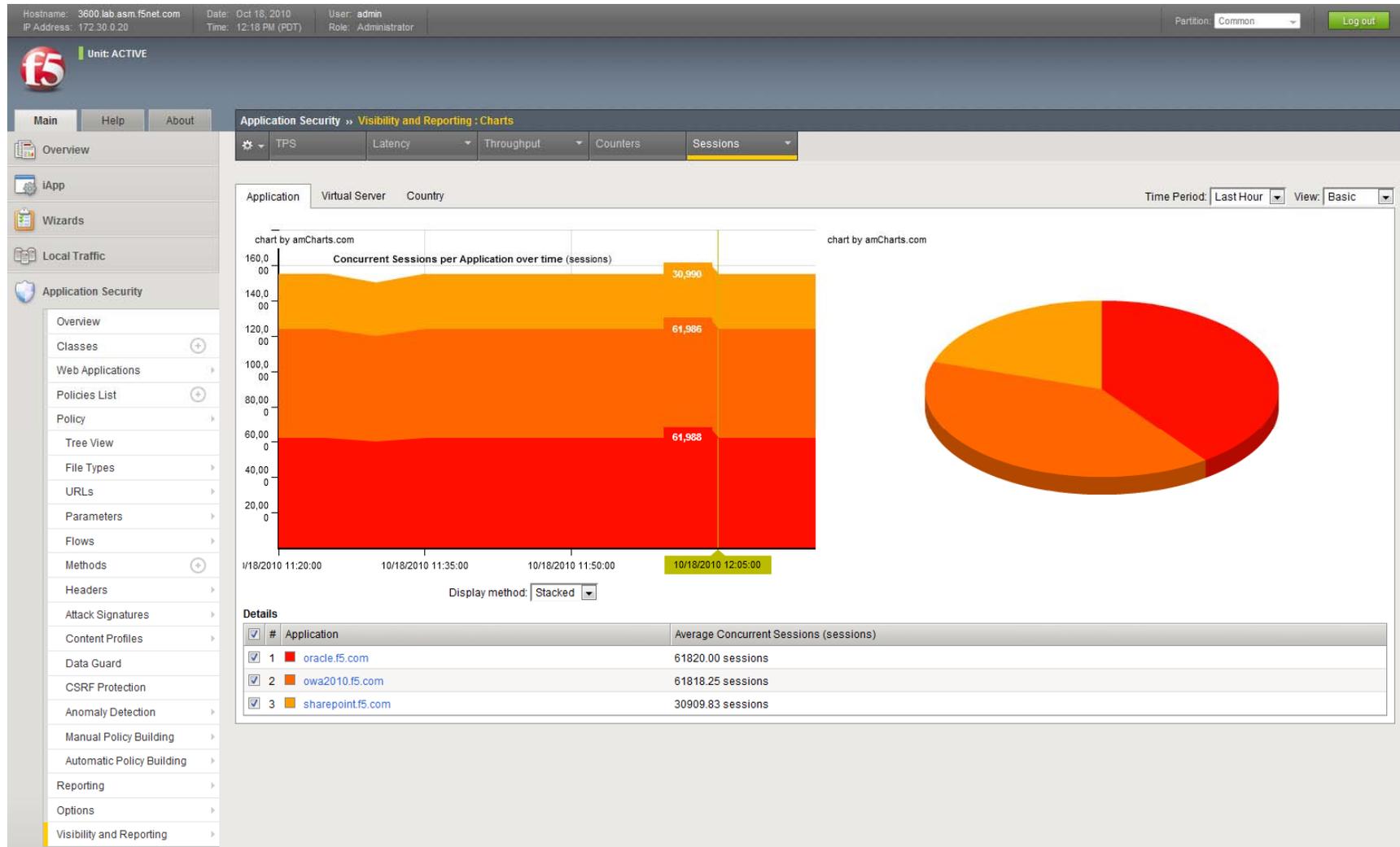
SharePoint – Client latency Per Country
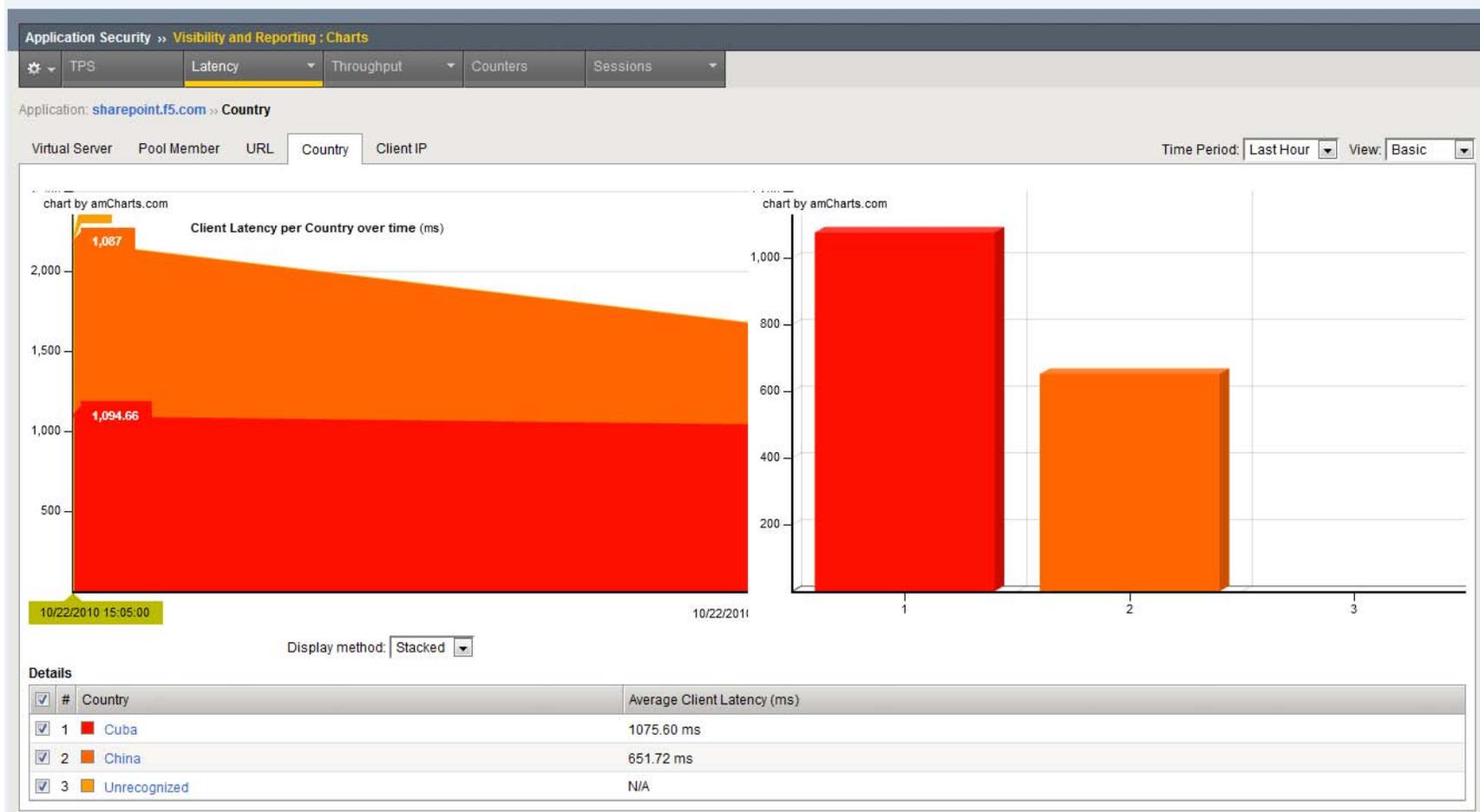
Application Security Manager

F5's BIG-IP Application Security Manager
Winner of the SC Magazine Reader Trust Award
Best Web Application Security Solution 2010

- Centrally managed

- Scalability and performance

- Ease of deployment, automatic policy building and detecting application changes

- Virtualized Edition available in FY'11

- Full integration with LTM

- Advanced security features and services

BIG-IP Driving Data Center Operations & Orchestration Frameworks

- Control plane connects data center services with 3rd party orchestration and management systems

- Seamless integration with iControl API

- BIG-IP as DCO and Network Middleware

Secured Accelerated Access
WOM, WAM, APM and Edge Gateway

Acceleration & Control

User

Service

Remote User Acceleration

Application Acceleration

Network Acceleration

WAN
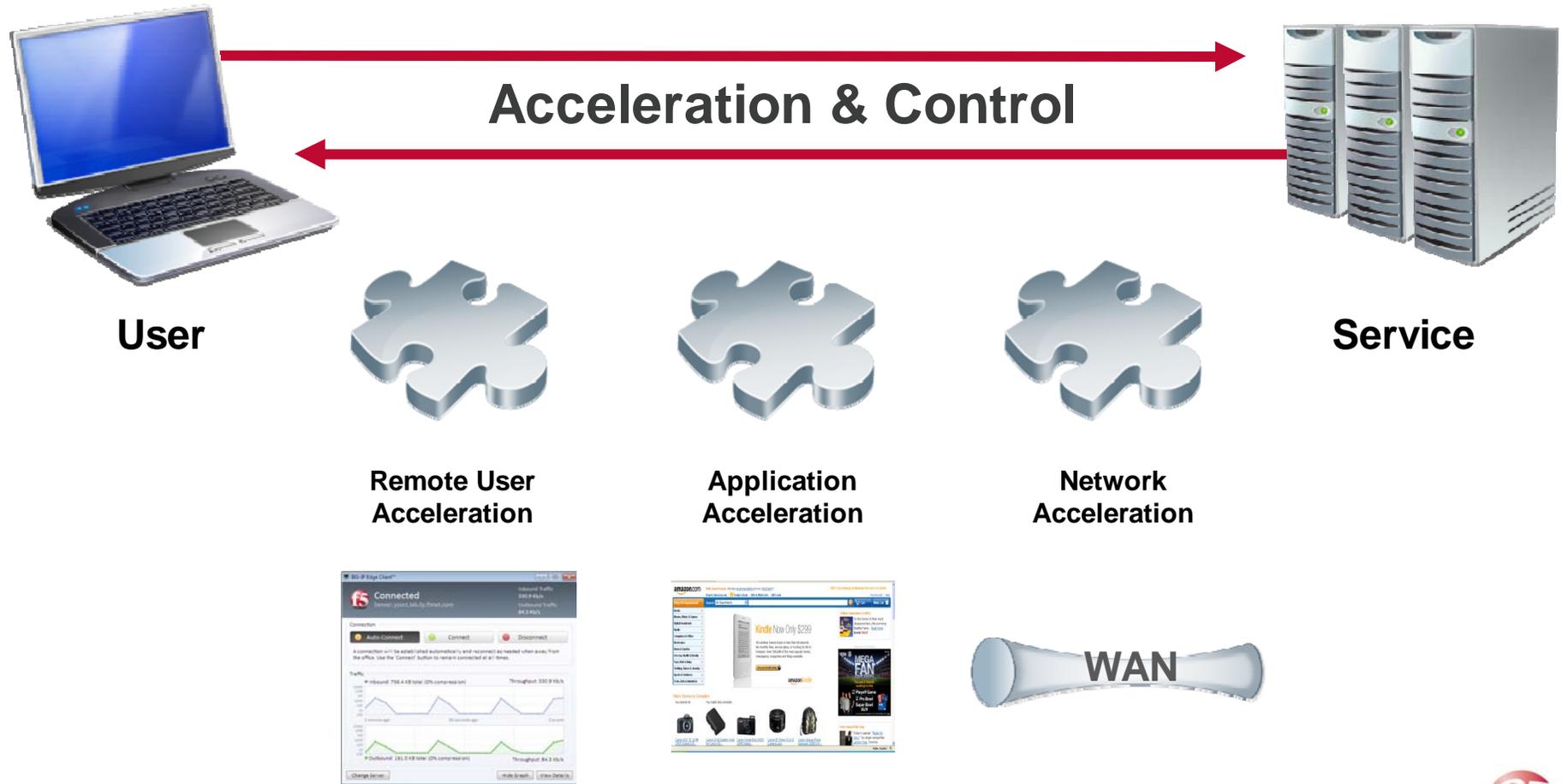
BIG-IP Access Policy Manager (APM)

- Centralized application access control
- Consolidated access policy enforcement
- Advanced authentication and endpoint security
- Credentials caching/proxy (SSO) for web based applications
- Identity based load balancing and traffic management
- VPE Rules – iRules style interface for custom access policies
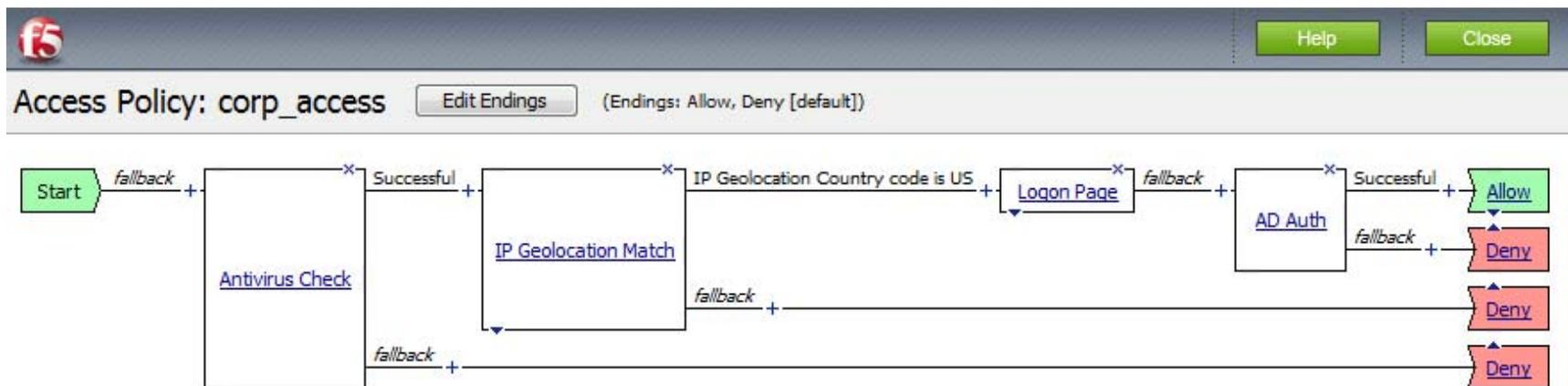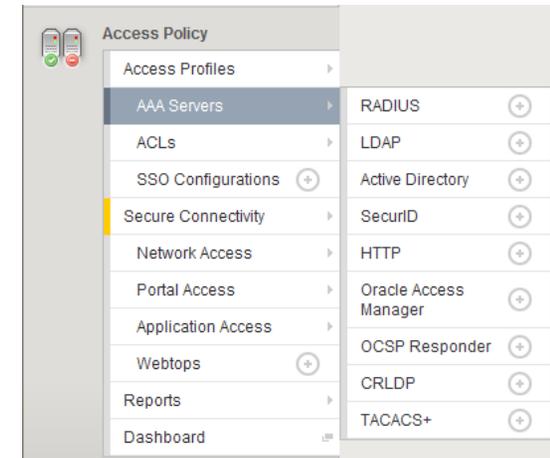
Bringing Identity, Authentication, and Access Control to BIG-IP

BIG-IP WAN Optimization Module

- Best of Breed DC to DC Performance (>10 Gbits/sec)
- Exclusive TDR2 for de-duplication and compression
- Integrated caching with LTM and WAM

Clients   **File Servers**

BIG-IP LTM + WOM   BIG-IP LTM + WOM

WAN

- TCP Optimizations
- Secure Tunnels (iSessions)
- Deduplication (TDR II)
- Max SSL & Max Compression
  (Hardware based for performance)

- CIFS Optimization
  - Read-ahead
  - Write-behind
  - Metadata caching

- MAPI Optimization
  - Enables de-duplication of MAPI data
  - Improves MAPI compression ratios

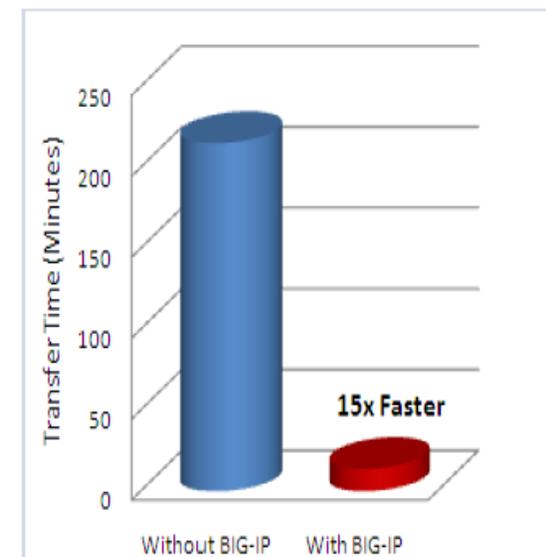# *15x* Better Optimizing SQL Bulk Copy

Benefits

- **Increased Performance** - Improve RPO's & RTO's by reducing data replication time.
- **Increase efficiency** - Maximize bandwidth utilization.
- **Cost Savings** - Reduce WAN costs, Offload CPU-intensive processes from servers.
- **Improve Security** - Encrypt SQL transactions over the WAN.

Top Challenges

Business Challenge	Technical Challenge	F5 Solution
Distance between data centers	Latency	TCP Express – Industry leading high speed TCP optimization
Increasing volume of data to replicate	Increased time to replicate data between data centers	Symmetric Adaptive Compression – Network and data aware compression algorithms to get maximum performance
Increased regulatory requirements for data protection and privacy	Securing data transfer over the WAN without increasing latency	Encrypt replication traffic over the WAN

1.3 GB of SQL Transactions over a 45 Mbps WAN link with 100 ms latency and 1% packet loss.

	Transfer time (mins)	Effective Throughput (Mbps)
Without BIG-IP	215	6
With BIG-IP	14	92
Improvement	15x	

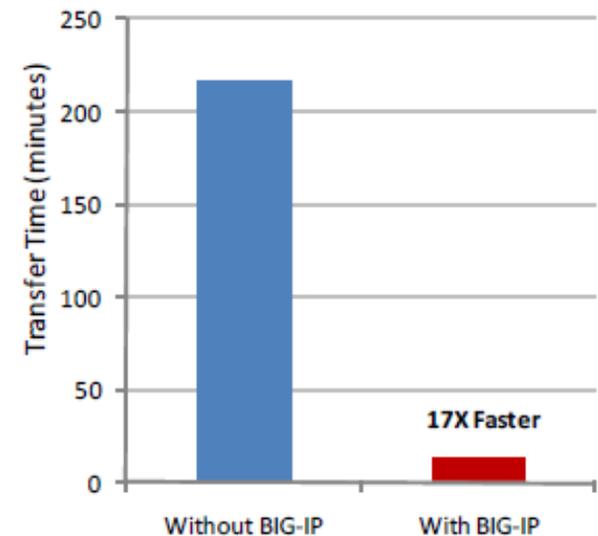# *17x* Better Optimizing NetApp® SnapMirror®

Benefits

- **Increase Performance** – Reduce data replication time.
- **Increase efficiency** – Maximize bandwidth utilization.
- **Improve Security** – Encrypt replication traffic sent over the WAN.
- **Extend the distance to your DR site** – Mitigate latency & optimize replication traffic.
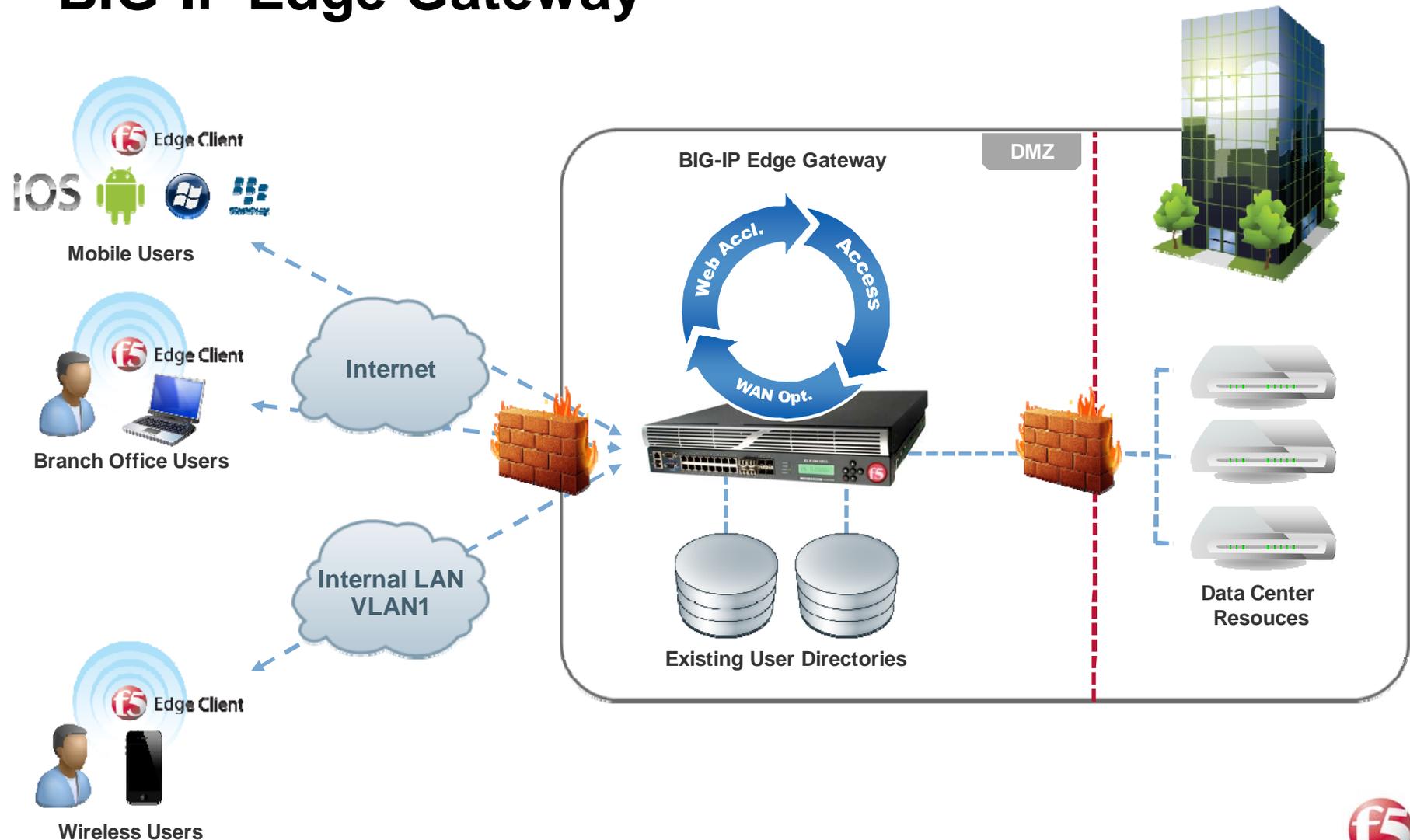
Top Challenges

Business Challenge	Technical Challenge	F5 Solution
Distance between client and server	Latency	TCP Express – Industry leading high speed TCP optimization
Increasing file size to transfer	Increased time to replicate data between data centers	Symmetric Adaptive Compression – Network and data aware compression algorithms to get maximum performance
Increased regulatory requirements for data protection and privacy	Securing data transfer over the WAN without increasing latency	Encrypt replication traffic over the WAN

1.5 GB volume replicated over a 45 Mbps WAN link with 100 ms latency and 1% packet loss.

	Transfer time (mins)	Effective Throughput (Mbps)
Without BIG-IP	216	0.92
With BIG-IP	13	15
Improvement	**17x**	

Unified Remote Access to the Data Center
BIG-IP Edge Gateway

BIG-IP Edge Gateway

DMZ

Mobile Users

Branch Office Users

Internet

Web Accl.

Access

WAN Opt.

Internal LAN VLAN1

Existing User Directories

Wireless Users

Data Center Resouces

BIG-IP Edge Gateway: A Complete Solution
Combining symmetric, asymmetric, and client based acceleration

Clients

Optimization

Apps & Services

BIG-IP Edge
(WOM, APM, WAM)

BIG-IP Edge (WOM)

Microsoft Office Outlook 2003

SAP

ORACLE

TRON LEGACY
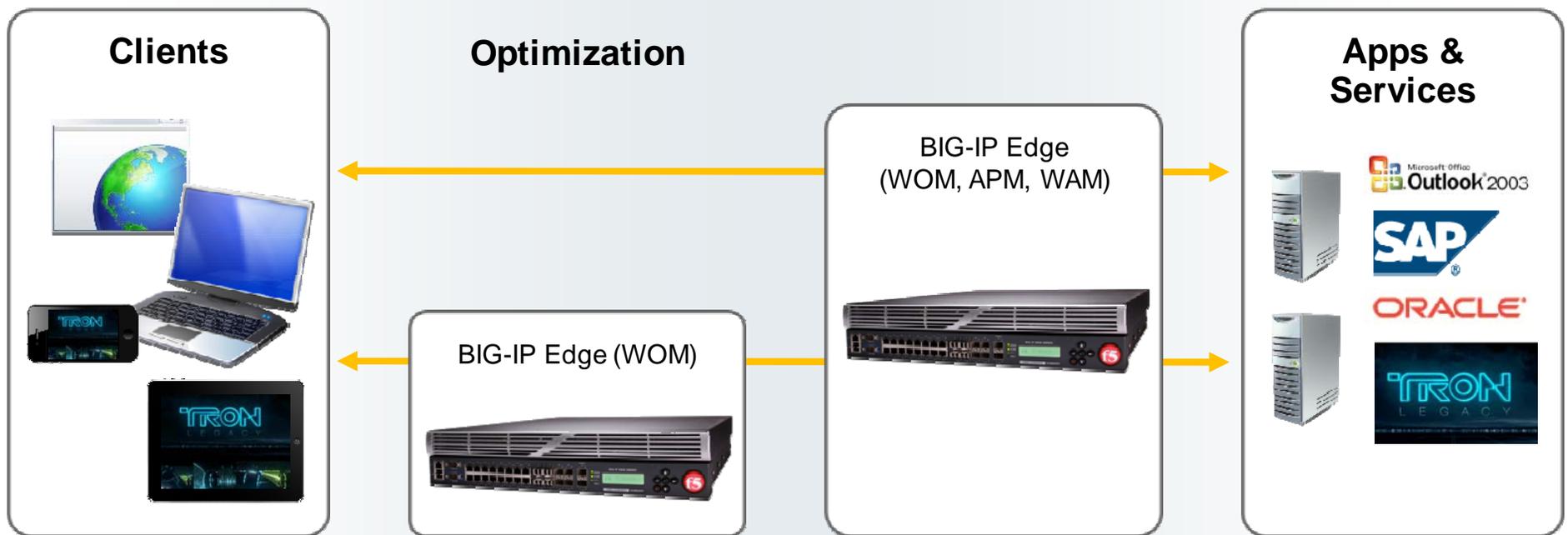
Asymmetric Acceleration
Full WAM

Symmetric Acceleration
Full WOM

Client Acceleration
Full APM

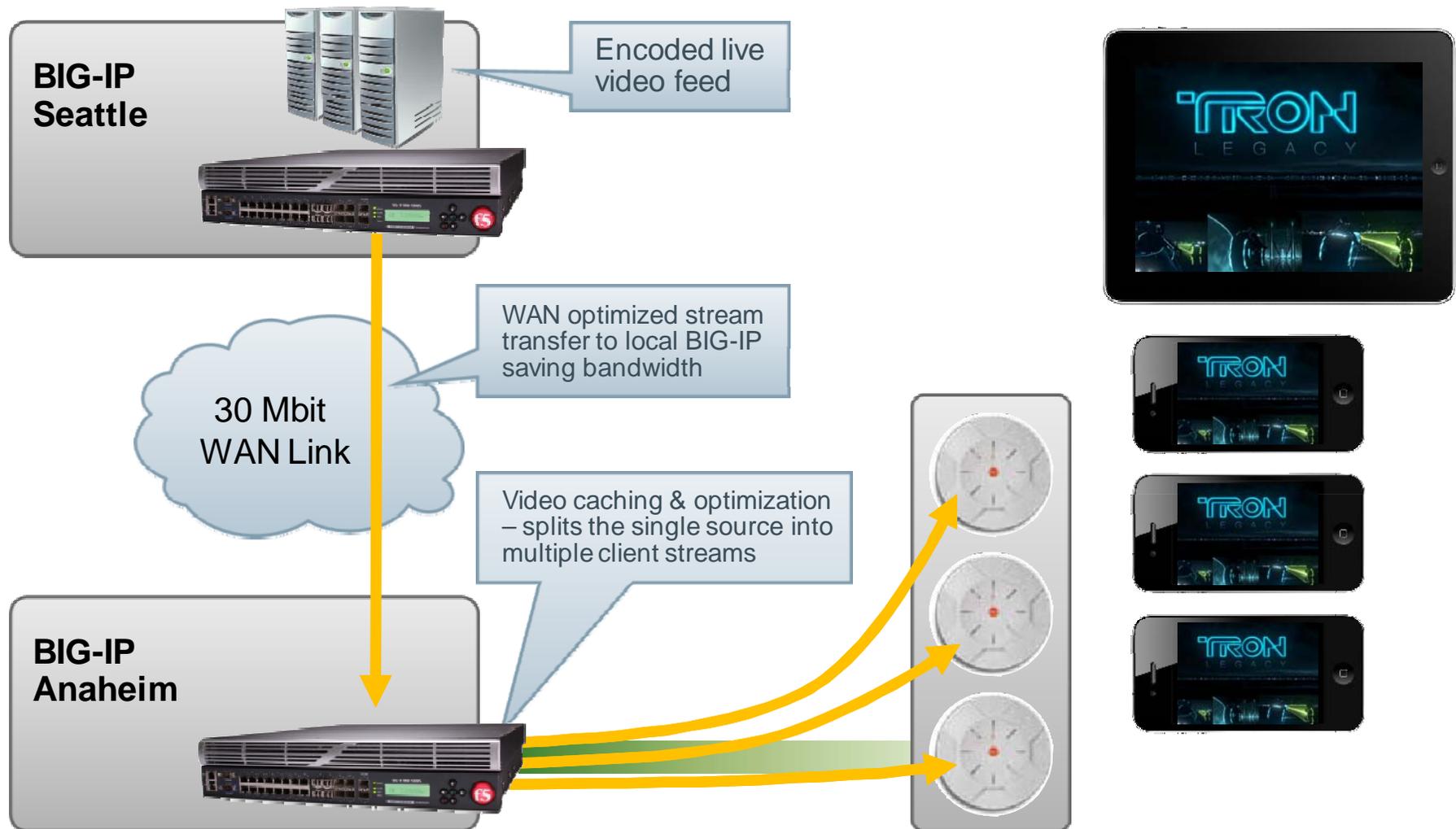# iPhone/iPad F5 Edge Portal
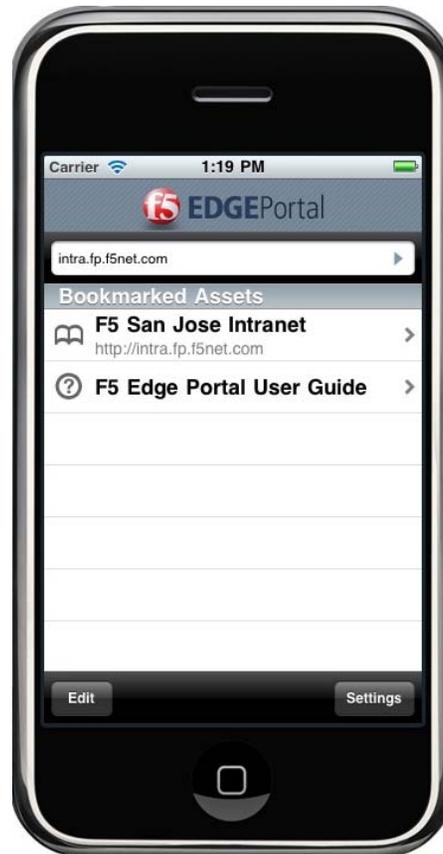
Internet Traffic Distribution 1990-2010
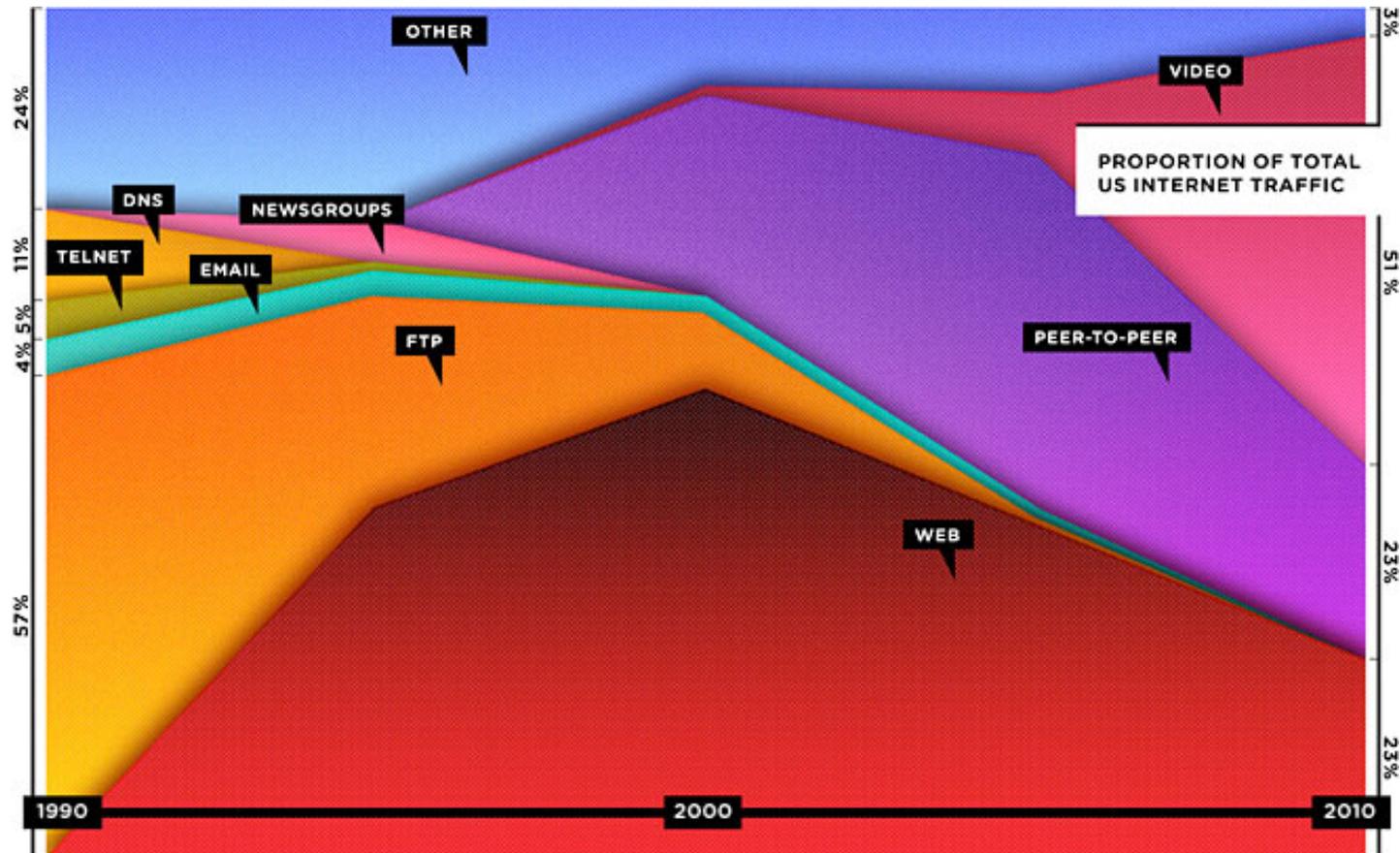
By Chris Anderson and Michael Wolff, August 17, 2010, Wired
http://www.wired.com/magazine/2010/08/ff_webrip/

Live Video Caching/WAN Optimization Demo
Mobile Service Delivery Controller

BIG-IP Seattle
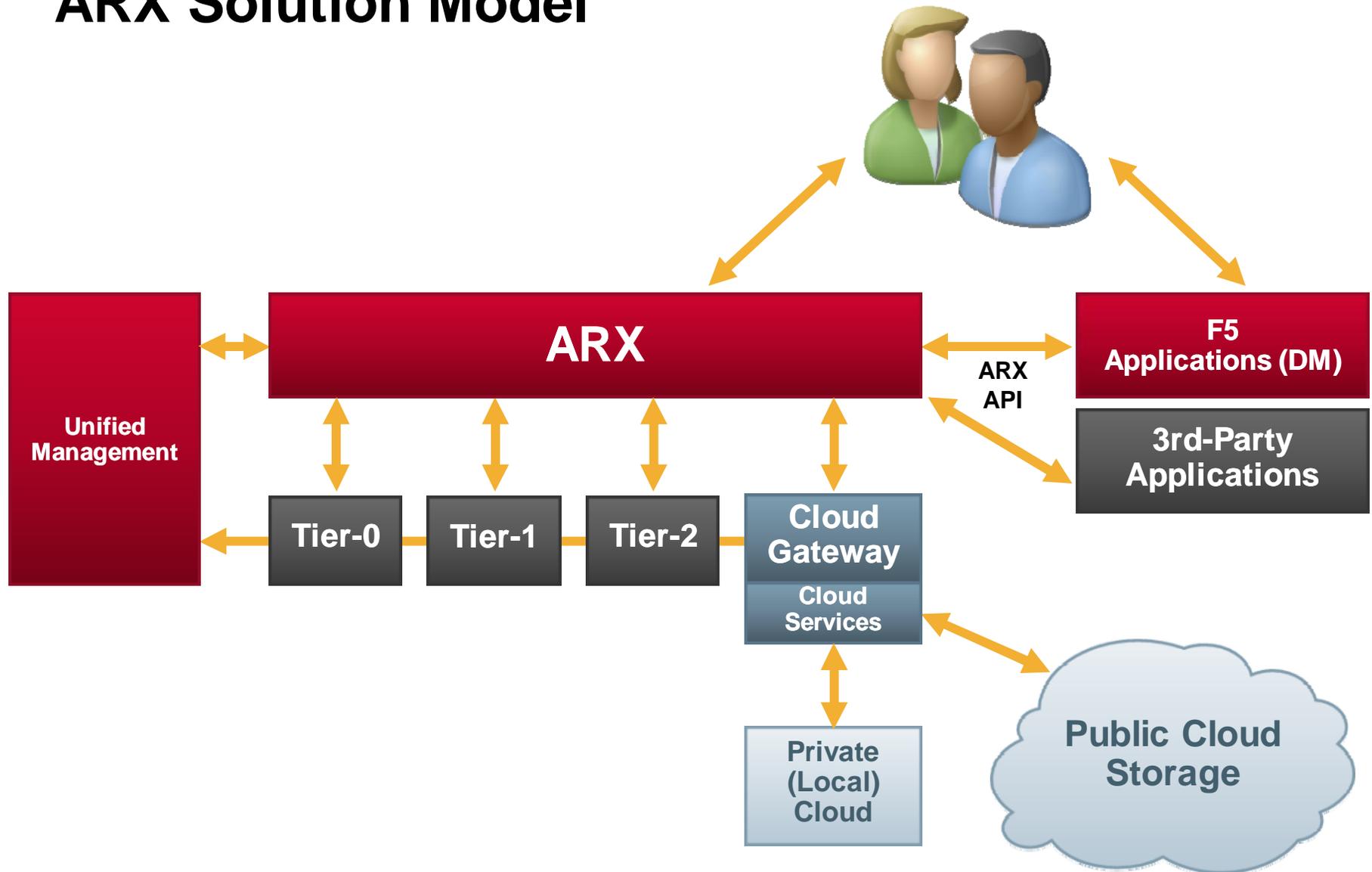
Encoded live video feed

30 Mbit WAN Link

WAN optimized stream transfer to local BIG-IP saving bandwidth

BIG-IP Anaheim

Video caching & optimization – splits the single source into multiple client streams

ARX Strategy and Platform Roadmap

f5   IT agility. Your way.
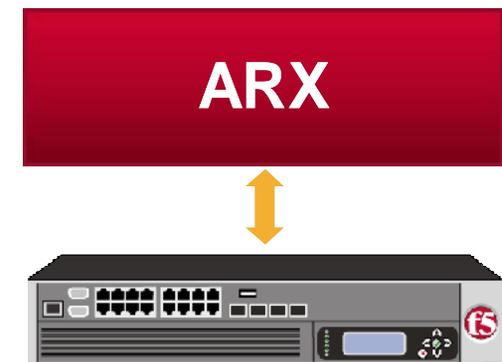
ARX Solution Model

ARX Moves to Modern Multicore Platforms

Trial Version

Partner-Integrated
Solution
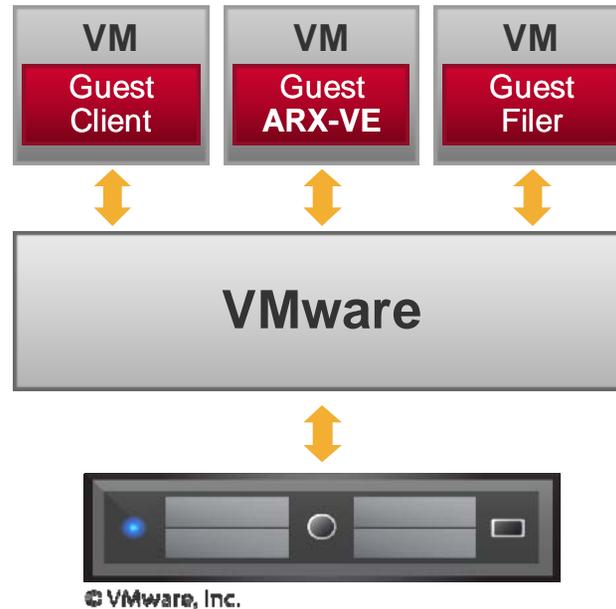
Red Sox Platforms

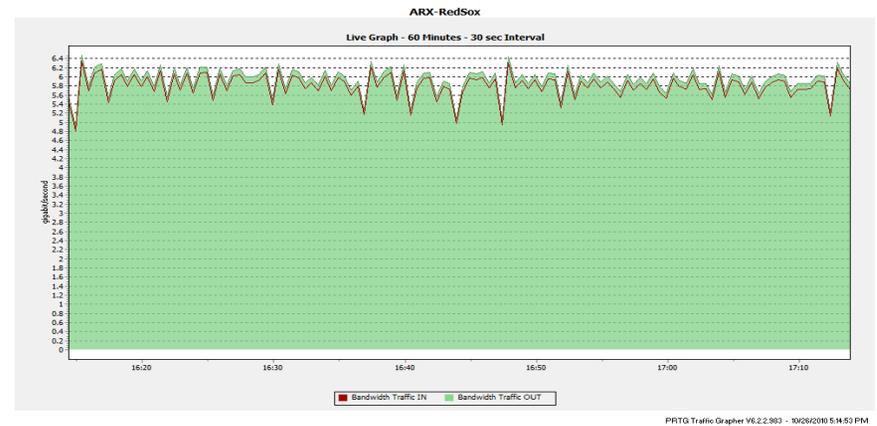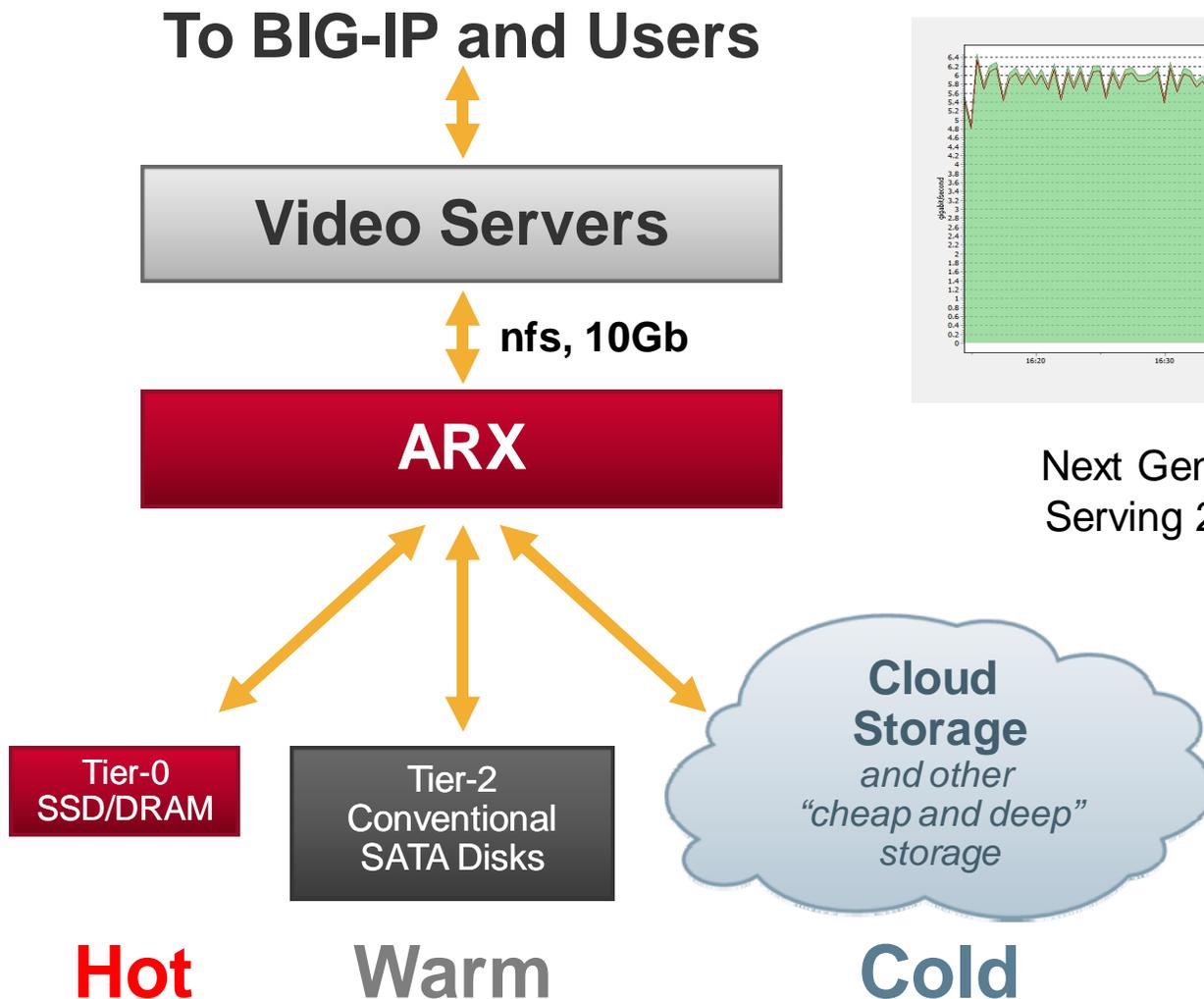Let everyone experience
the power of ARX first
hand…

Enable partner solutions
where consolidation
matters…

Delivers 4-6x better
price/performance than
current ARX
appliances…

Optimized On-Demand Video Storage

To BIG-IP and Users

Video Servers

nfs, 10Gb

ARX

Tier-0
SSD/DRAM

Tier-2
Conventional
SATA Disks

Cloud
Storage
*and other
"cheap and deep"
storage*

Hot   **Warm**   **Cold**

Next Generation ARX Appliance
Serving 250,000 Streams / Day

BIG-IP Platform Roadmap

SSL Drives Platform Architecture

41x Tougher

4100%

Increasing CPU Processing Requirements

6x Tougher

600%

100%

1024 bit Keys

2048 bit Keys

4096 bit Keys
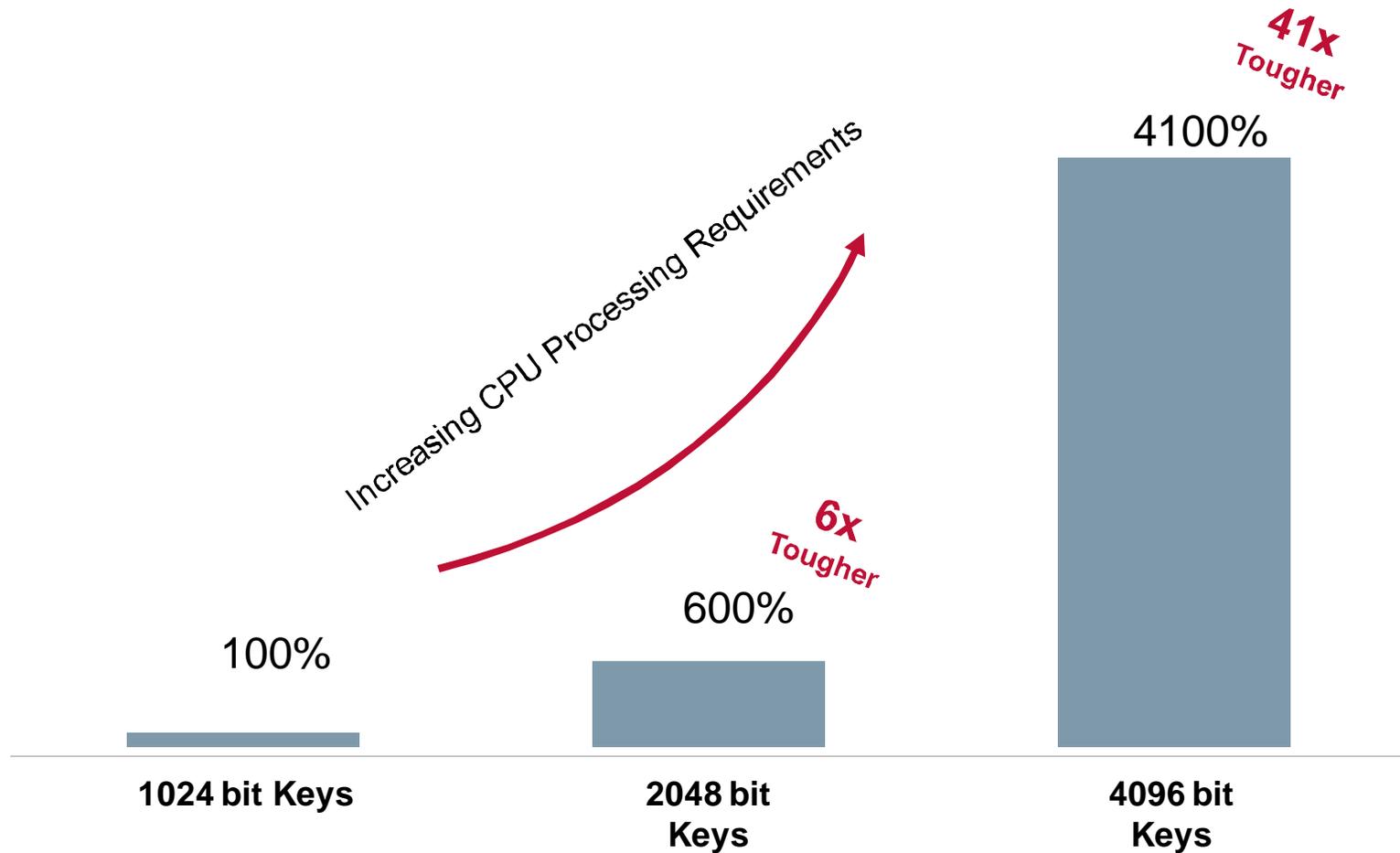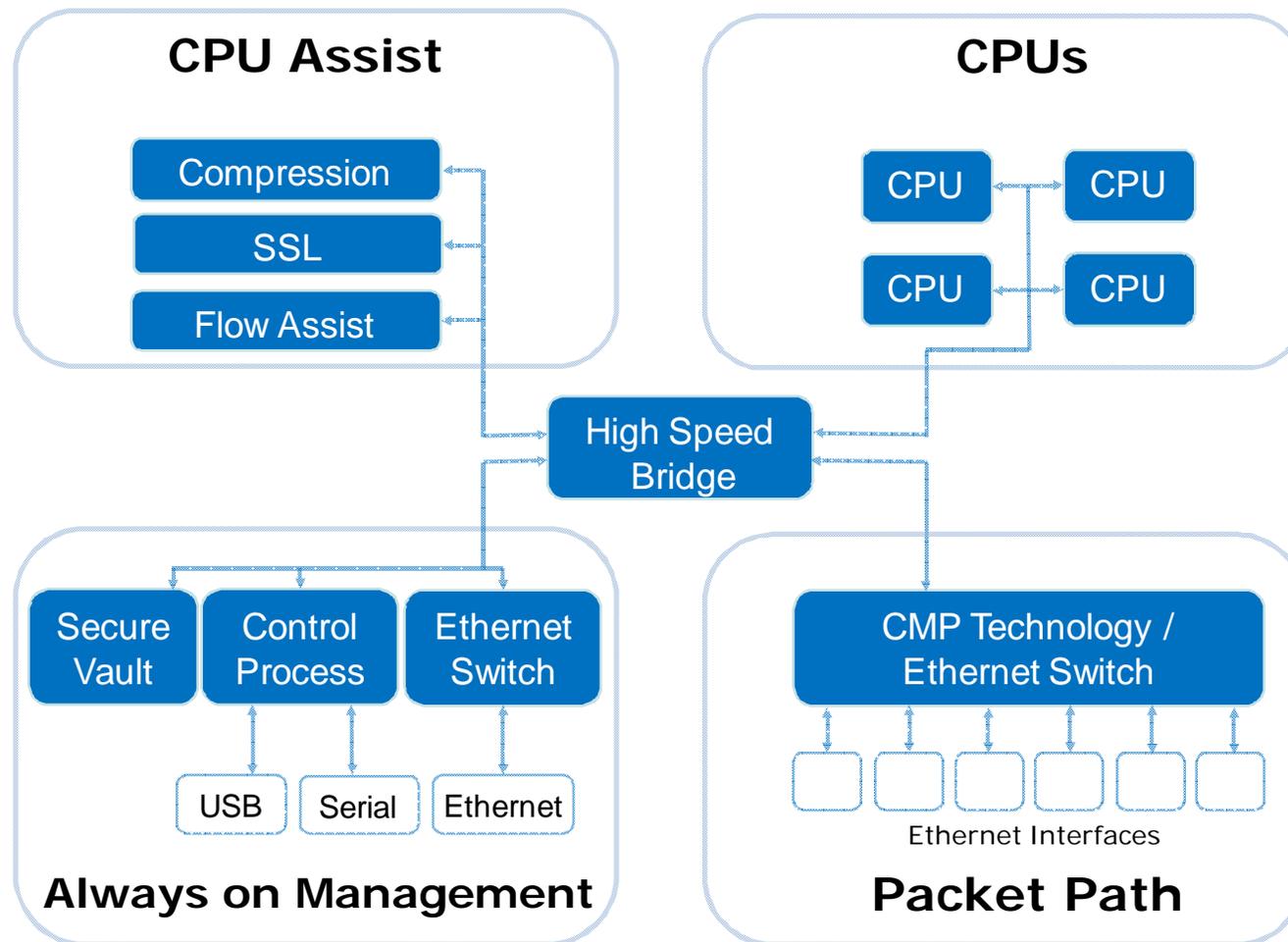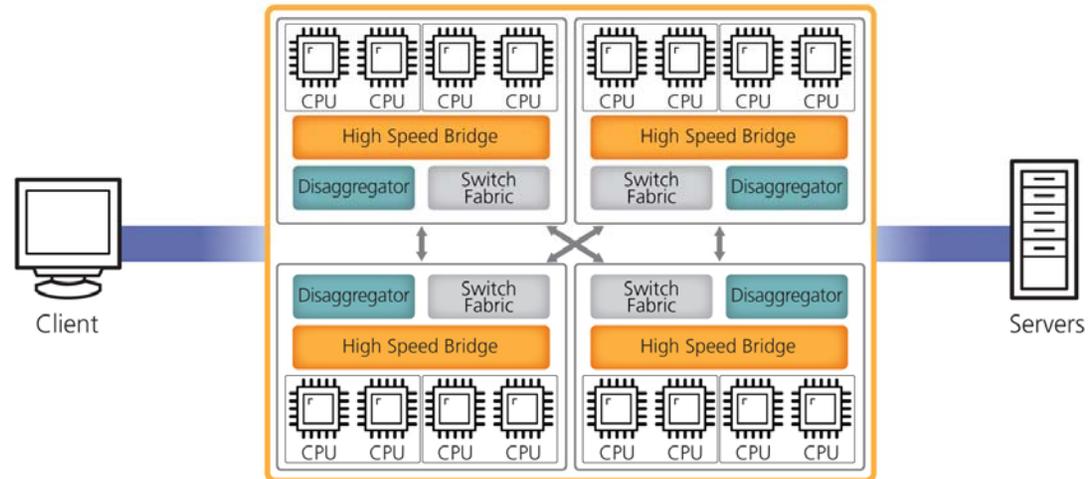
Industry increasingly using larger SSL Keys

F5 Platforms: Purpose Built Hardware
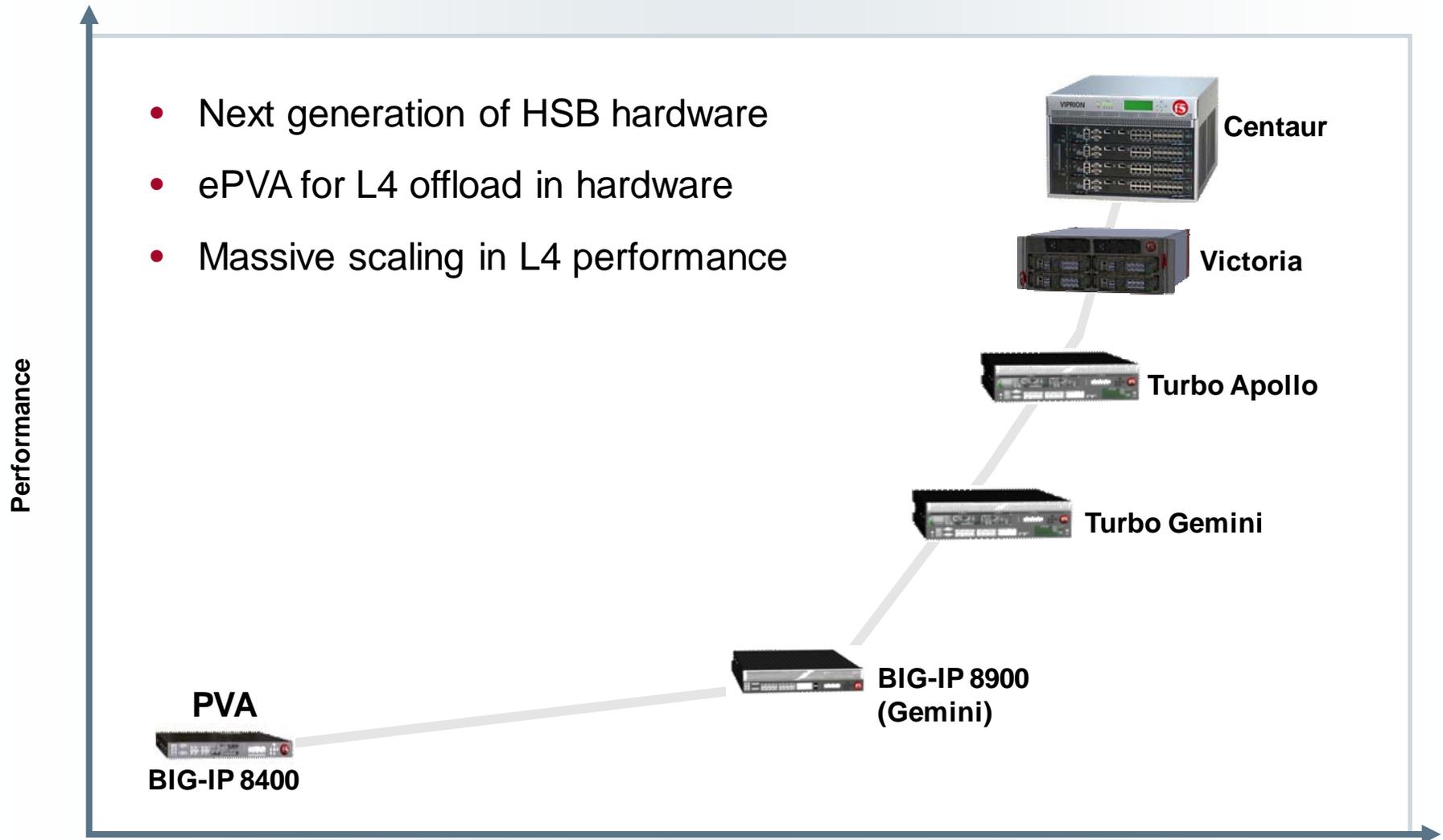## Superior Performance, Scalability, Availability and Quality
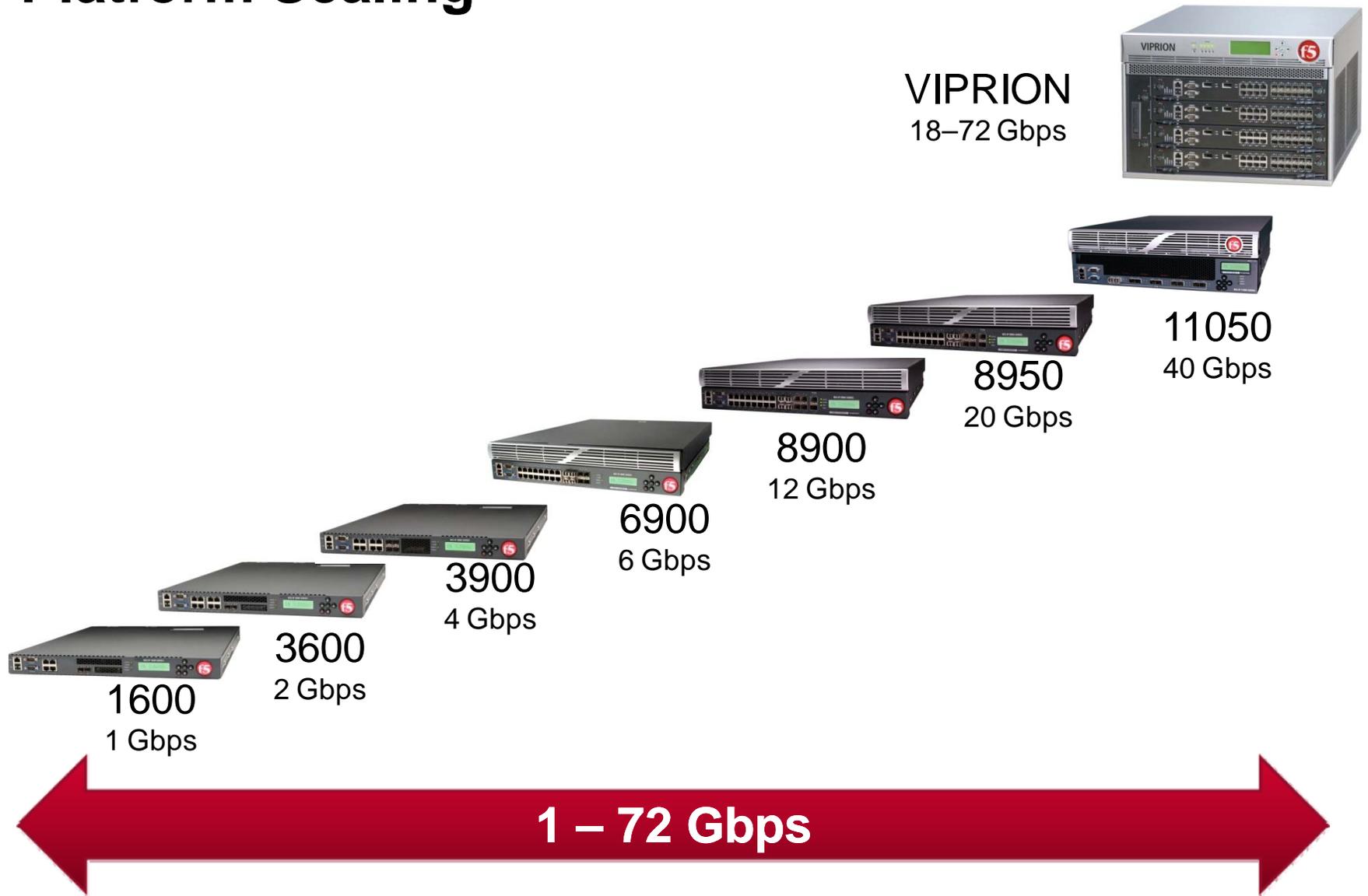
F5's Virtual Processing Fabric

- Clustered Multi Processing (CMP)

- TMOS scaling - CMP scaling of TMM kernel (core processing task)

- Dissaggregator (DAG): Custom hardware for distributing traffic flows between independent TMM instances.

- High Speed Bridge (HSB) : non-blocking, lossless communications between TMM instances and other hardware subsystems

F5 Layer 4 Acceleration

- Next generation of HSB hardware

- ePVA for L4 offload in hardware

- Massive scaling in L4 performance

Performance

Centaur

Victoria

Turbo Apollo

Turbo Gemini

BIG-IP 8900 (Gemini)

PVA

BIG-IP 8400

Platform Scaling

VIPRION
18–72 Gbps

11050
40 Gbps

8950
20 Gbps

8900
12 Gbps

6900
6 Gbps

3900
4 Gbps

3600
2 Gbps

1600
1 Gbps

1 – 72 Gbps

Victoria

High Performance Platforms

VIPRION P8 Chassis

Centaur Blade for VIPRION

Victoria

- 4 Slot Midrange Chassis
- Gen 1 Victoria Blade
- 16Gb L7 / 4Gb SSL
- ePVA

Availability: FY'11

- 2x performance of PB200 VIPRION blade
- Target 320G L4 and 160G L7
- Next generation DAG and HSB and ePVA
- Hardware Compression
- NEBS option available

Availability: FY'12

- 8 Slot Chassis
- 2x Performance of 4 slot chassis
- Support Centaur and PB200 blades
- NEBS Compliant

Availability: FY'12

Q&A