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**71 Percent of Remote Office Workers Surveyed Experience Productivity Losses When Accessing Applications Across WANs**

**BURLINGTON, Mass. – December 4, 2006** – [Certeon](#) today announced the comparative results of two surveys focused on application acceleration over the Wide Area Network (WAN) administered nearly six months apart at recent SharePoint® Connections Conferences. The surveys indicate that sluggish application response times continue to plague the productivity of remote office workers—with a whopping 71 percent of those surveyed experiencing application response times of more than one minute at the branch office.

The primary culprit of this WAN bottleneck is the increase in the amount of Web-based traffic traveling over the corporate WAN as a result of application and data center consolidation efforts. The number of respondents who stated that more than half of their WAN traffic is HTTP-based jumped from 34 percent to 58 percent between the two surveys. To combat this growing problem, according to the survey data, IT executives are increasingly looking to application acceleration appliances. In the six-month span, the number of IT executives that planned on deploying application acceleration devices tripled, jumping from 22 percent to 66 percent. Recognition of the root-cause of the problem and whose job it is to fix it is also increasing. The original survey placed blame squarely on the shoulders of the network managers, while only 29 percent of respondents to the second survey did the same. Instead, the majority of respondents to the second survey pointed toward application managers as the people responsible for addressing the issue of application response times at the branch office. In addition, 40 percent of respondents found that application response time over the WAN is the primary productivity issue faced by the distributed enterprise.

“The growing remote workforce is benefiting from the introduction of newer communication and collaboration technologies like Microsoft® Office™ and SharePoint®, but are hurting when it comes to productively using them,” stated Gareth Taube, vice president of marketing for Certeon.

“Enterprises are realizing that the application is not really the problem and that building out the network infrastructure is not the solution. The most efficient and cost effective solution lies in improving application acceleration over the WAN. This is where Certeon can make a significant difference because Certeon’s S-Series devices are optimized for accelerating Web applications.”

Certeon’s S-Series™ and Application Acceleration Blueprints™, with specific knowledge of application objects, are able to effectively identify, difference, and compress significantly more data sent over the WAN than competing WAN optimization vendors. By using its Application Acceleration Blueprints, Certeon is able to understand what the application is sending over the network and dramatically reduce the amount of data, improving application response times by more than 1000 percent.

Certeon administered this survey to attendees at two separate SharePoint Connections Conferences, [first in April 2006](#) and again in November 2006. In each case the survey was taken by IT managers representing a diverse set of industries, including medical/healthcare, manufacturing, government and defense, education, energy, and financial services.

#### **About Certeon**

Certeon’s S-Series Application Acceleration Appliances provide the industry’s first solution for Application Intelligent Networking to deliver application acceleration, security, and scalability from the desktop to the data center. Certeon’s patent-pending S-Series appliances accelerate all WAN traffic but are optimized for Web-based applications. The appliances minimize network traffic to significantly improve application response times, while maintaining end-to-end security. Founded in 2003, Certeon is a private company funded by Globespan Capital Partners and Sigma Partners. The Company is headquartered in Burlington, Mass. For more information, visit [www.certeon.com](http://www.certeon.com) or call 781-425-5200.

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