



## Interwoven selects Shunra PerformanceSuite to Help Shorten Sales Cycles and Deliver Faster ROI



Interwoven, Inc., the world's next-generation enterprise content management (ECM) company, uses

Shunra PerformanceSuite to help the Company demonstrate the performance of its Interwoven WorkSite and Collaboration Server software to customers, accelerate its sales cycles, and deliver faster return on investment (ROI).

"Our technology is deployed in highly distributed environments, and users must get seamless access to data from anywhere in the world. Shunra PerformanceSuite does a marvelous job of allowing us to show our customers exactly how our WorkSite platform will perform in their production environments, before deployment. This is very powerful, helps us make a very good impression on our customers, and increases their comfort level with our technology. It's a real competitive advantage," said Rafiq Mohammadi, senior vice president of engineering and chief technology officer at Interwoven.

Ideal for testing professionals, performance and networking engineers, Shunra PerformanceSuite can precisely emulate the real-world network environment. IT professionals then deploy their application over this emulated environment to accurately test its functionality, scalability and performance. Through this process IT professionals get to feel, first-hand, the real-life experiences of their remote end-users as they use the application.

### Challenge

Because Interwoven deploys its technology into highly distributed environments, the company's customers demanded insight into and confirmation of how the technology would perform before they would commit to a purchase.

### Solution

Interwoven turned to Shunra to enable a precise performance testing environment to provide their customers with confidence in Interwoven's technology. With Shunra, Interwoven has been able to accelerate sales cycles while ensuring customer satisfaction.

"We use Shunra PerformanceSuite for both pre-sales and post-sales activities, to accurately emulate the customer's specific corporate network and demonstrate exactly how our WorkSite suite will perform when it is deployed in the customer's production environment and accessed by remote end-users," said Garth Hermanson, Director of Engineering at Interwoven. "Furthermore, since there are many ways to configure our solutions, we use PerformanceSuite to show our customers the best configuration for them based on their own infrastructure, and to help us tailor our technology to this infrastructure."

Important to Interwoven is one of Shunra PerformanceSuite's strongest features, its ability to emulate the real-world network environment including network conditions such as geographical distances. Added Hermanson, "We can easily recreate and repeat tests under the same or different parameters. There is no other product on the market that is anywhere near as sophisticated or exact as Shunra PerformanceSuite."

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*Director of Engineering, Interwoven*

## Ask Shunra about how we can help you enhance your Application Performance Engineering efforts!

Visit [www.shunra.com](http://www.shunra.com) and request to be contacted.  
Or contact Shunra directly at **1.877.474.8672** or **1.215.564.4046** (worldwide offices listed below)



### Application Performance Engineering

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