

Ministerio de Defensa

Introduction

This case study of Ministerio de Defensa is based on a March 2022 survey of A10 Networks customers by TechValidate, a 3rd-party research service.

Challenges

The business challenges that led the profiled organization to evaluate and ultimately select A10 Networks:

- Primary reasons for investing in products from A10 Networks:
 - Improve application delivery and performance
 - Protect servers and applications from advanced security threats
 - Consolidation of networking equipment, e.g., ADC, SLB, NAT, FW, etc.
 - Deploy new and / or differentiated services
 - Improve operations with analytics and observability

Organization Profile

Organization:
Ministerio de Defensa

Organization Size:
Federal

Industry:
Government

Use Case

The key features and functionalities of A10 Networks that the surveyed organization uses:

- Utilizes the following A10 products:
 - Thunder ADC (Application Delivery and Load Balancing)
 - Thunder SSLi (Outbound TLS/SSL Decryption)
 - Harmony Controller (Centralized Management and Analytics)
- Replaced the following vendors/solutions with A10 products:
 - F5 Networks

About A10 Networks

A10 Network solutions enable enterprises, service providers, Web giants and government organizations to secure and optimize the performance of their data center applications and networks. Their Advanced Core Operating System (ACOS®) platform is designed to deliver performance and security.

Learn More:

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Results

The surveyed organization achieved the following results with A10 Networks:

- The surveyed company agrees with the following statements:
 - “I recommend A10 Networks’ products over other solutions”*
 - “A10 Networks provides outstanding customer support”*
 - “A10 Networks improved our network security posture”*
- Realized a positive ROI in 6 – 12 Months after using A10 products.
- Rates the following from A10 when compared to competitive products:
 - features: much better
 - performance/scalability: better
 - usability/deployment: much better
 - reliability: much better
 - quality of support: superior
- Estimates improvements in the following areas:
 - performance: 75% or more
 - operational Agility: 75% or more
 - accelerate Software Strategy: 75% or more
 - security Incident Reduction: 75% or more
 - customer Satisfaction: 75% or more
 - reliability: 75% or more
 - opEx: 75% or more
 - capEx: 75% or more
- Estimates an actual dollar savings of \$100,000 to \$500,000 since using A10 Networks’ solutions.
- Describes A10 Networks’ products as:
 - Reliable
 - Secure
 - High quality
 - Affordable
 - Easy to use
 - Easy to deploy
 - Great post-sales support
 - Comprehensive