

Small Business Security Products & Services Company

Introduction

This case study of a small business security products & services company is based on a January 2020 survey of A10 Networks customers by TechValidate, a 3rd-party research service. The profiled company asked to have their name blinded to protect their confidentiality.

Challenges

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

- Primary reasons for purchasing products from A10 Networks:
 - To consolidate networking equipment
 - To consolidate server requirements
 - To deploy new and / or differentiated services
 - To support performance and quality-of-service SLAs
 - To meet availability and uptime SLAs

Use Case

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

- Owns the following A10 products:
 - Thunder ADC (Application Delivery and Load Balancing)
 - Thunder TPS (DDoS Protection)
 - Thunder CFW (Convergent Firewall) – Enterprise Use Cases
 - Thunder SSLi (Outbound TLS/SSL Decryption)
- Uses the following in conjunction with A10 products:
 - DNS servers
 - Web servers / Web application servers
 - Microsoft Skype for Business or Lync
 - Microsoft Exchange

Results

The surveyed company achieved the following results with A10 Networks:

- Accomplished the following using A10 products:
 - Improved the efficiency of a business process
 - Reduced costs for the IT infrastructure
 - Increased network performance
 - Improved application delivery performance
 - Improved network security posture
 - Improved disaster recovery capabilities
- Replaced the following vendors/solutions with A10 products:
 - Cisco
 - HAProxy
- Realized a positive ROI within 6-9 months after using A10 products.
- Estimates improvements in the following areas:
 - Increased performance: 75% or more
 - Lowered OpEx: 50% to 74%
 - Lowered CapEx: 50% to 74%
- Rates the following from A10 when compared to competitive products:
 - Features: much better
 - Performance/scalability: much better
 - Usability/deployment speed: much better
 - Reliability: much better
 - Quality of support: much better

Company Profile

The company featured in this case study asked to have its name publicly blinded because publicly endorsing vendors is against their policies.

TechValidate stands behind the authenticity of this data.

Company Size:
Small Business

Industry:
Security Products & Services

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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