



Fortune 500 Telecommunications Services Company

Introduction

This case study of a Fortune 500 telecommunications services company is based on a February 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 this prominent, well-known telecommunications giant to evaluate and ultimately select A10 Networks:

- Primary reasons for purchasing products from A10 Networks:
 - To support performance and quality-of-service 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)
- Uses the following in conjunction with A10 products:
 - DNS servers
 - Other security applications or devices

Results

The surveyed company achieved the following results with A10 Networks:

- Accomplished the following using A10 products:
 - Increased network performance
- Replaced the following vendors/solutions with A10 products:
 - F5 Networks
- **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

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:
Fortune 500

Industry:
Telecommunications 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.

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