

## Prominent Global 500 Telecommunications Company

### Introduction

This case study of a Global 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 the profiled company to evaluate and ultimately select A10 Networks:

- Primary reasons for purchasing products from A10 Networks:
  - To reduce operating and hardware costs
  - To consolidate networking equipment
  - To support cloud computing initiatives
  - 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 CGN (IPv4 Preservation and IPv6 Migration)
  - Thunder TPS (DDoS Protection)
  - Thunder SSLi (Outbound TLS/SSL Decryption)
  - Harmony Controller (Centralized Management and Analytics)
  - AGalaxy Management (DDoS Protection Management)
- Uses the following in conjunction with A10 products:
  - DNS servers
  - IPv6 Migration / IPv4 Preservation
  - Web servers / Web application servers
  - ECommerce applications
  - Security applications or devices

### 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
- Replaced the following vendors/solutions with A10 products:
  - F5 Networks
  - Cisco
  - Brocade
- 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%**

#### 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:  
**Global 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.

Learn More:

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