Large Enterprise Healthcare Company

Introduction

This case study of a large enterprise healthcare 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 consolidate networking equipment
  - To deploy new and / or differentiated services
  - 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)
- Uses the following in conjunction with A10 products:
  - Web servers / Web application servers
  - Microsoft Exchange
  - Microsoft SharePoint

Results

The surveyed company achieved the following results with A10 Networks:

- Accomplished the following using A10 products:
  - Improved the efficiency of a business process
  - Improved application delivery performance
- Replaced the following vendors/solutions with A10 products:
  - MS NLB
- Realized a positive ROI within 3-6 months after using A10 products.
- Estimates improvements in the following areas:
  - Increased performance: 50% to 74%
  - Lowered OpEx: 25% to 49%
  - Lowered CapEx: 25% to 49%
- 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

Source: TechValidate survey of a Large Enterprise Healthcare Company

Research by **TechValidate** by SurveyMonkey

✔ Validated   Published: Feb. 12, 2020   TVID: 73F-6F5-E85