

The Wasserstrom Company

Introduction

This case study of The Wasserstrom Company is based on a February 2020 survey of A10 Networks customers by TechValidate, a 3rd-party research service.

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 server requirements
 - To support cloud computing initiatives
 - 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
 - ECommerce applications
 - 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:
 - Reduced costs for the IT infrastructure
 - Increased network performance
 - Improved application delivery performance
- Replaced the following vendors/solutions with A10 products:
 - Cisco
- **Realized a positive ROI within 12-18 months** after deploying and using A10 products.
- Estimates improvements in the following areas:
 - **Increased performance of network operations: 50% to 74%**
 - Lowered OpEx: 25% to 49%

Company Profile

Company:
The Wasserstrom Company

Company Size:
Medium Enterprise

Industry:
Consumer 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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