

## Medium Enterprise Professional Services Company

### Introduction

This case study of a medium enterprise professional services company is based on a January 2018 survey of A10 Thunder Series 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 Thunder Series:

- Primary reasons for purchasing products from A10 Networks:
  - A need for a new deployment/no previous solution

### Use Case

The key features and functionalities of A10 Thunder Series 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

### Results

The surveyed company achieved the following results with A10 Thunder Series:

- Accomplished the following using A10 products:
  - Improved application delivery performance
  - Improved network security posture
  - Improved disaster recovery capabilities
- Replaced the following vendors/solutions with A10 products:
  - New Deployment
- Realized a positive ROI within 9-12 months after using A10 products.
- Estimates improvements in in the following areas:
  - Increased performance: 50% to 74%
  - Lowered OpEx: 50% to 74%
  - Lowered CapEx: 50% to 74%
- Rates the following from A10 when compared to competitive products:
  - Features: Superior
  - Performance/Scalability: Superior
  - Usability/Deployment Speed: Superior
  - Reliability: Superior
  - Quality of Support: Superior

#### 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:  
**Medium Enterprise**

Industry:  
**Professional Services**

#### About A10 Thunder Series

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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