Impresas Cablevisión

Introduction

This case study of Operbes, S.A. de C.V. is based on a March 2022 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 investing in products from A10 Networks:
  - Improve application delivery and performance
  - Reduce impact of specific security incidents
  - Reduce operating and hardware costs
  - Consolidation of networking equipment, e.g., ADC, SLB, NAT, FW, etc.

Use Case

The key features and functionalities of A10 Networks that the surveyed company uses:

- Utilizes the following A10 products:
  - Thunder TPS (DDoS Protection)
  - Thunder CGN (IPv4 Preservation and IPv6 Migration)
- Replaced the following vendors/solutions with A10 products:
  - F5 Networks
  - Cisco
  - Fortinet (or Coyote Point Systems)
  - Huawei
  - Juniper Networks

Results

The surveyed company achieved the following results with A10 Networks:

- The surveyed company agrees with the following statements:
  - *"I recommend A10 Networks' products over other solutions"*
  - *"A10 Networks improved our user's application experience"*
  - *"A10 Networks offers tremendous scalability"*
- Realized a positive ROI in 18 – 24 Months after using A10 products.
- Rates the following from A10 when compared to competitive products:
  - features: superior
  - performance/scalability: much better
  - usability/deployment: superior
  - reliability: much better
  - quality of support: much better
- Estimates improvements in the following areas:
  - performance: 50% to 74%
  - operational Agility: 50% to 74%
  - accelerate Software Strategy: 50% to 74%
  - security Incident Reduction: 50% to 74%
  - customer Satisfaction: 50% to 74%
  - reliability: 50% to 74%
  - opEx: 25% to 49%
  - capEx: 50% to 74%
- Estimates an actual dollar savings of $100,000 to $500,000 since using A10 Networks' solutions.
- Describes A10 Networks' products as:
  - Reliable
  - Secure
  - High quality
  - Agile
  - Cutting edge
  - Forward thinking
  - Easy to use
  - Easy to deploy

Company Profile

Company:
Operbes, S.A. de C.V.

Company Size:
Medium Enterprise

Industry:
Security Products & 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:

[↗A10 Networks](#)

Source: Daniel Tavira, Operations Manager, Operbes, S.A. de C.V.