

Small Business Telecommunications Equipment Company

Introduction

This case study of a small business telecommunications equipment company is based on a January 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 reason for purchasing products from A10 Networks:
 - To deploy new and / or differentiated services

Use Case

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

- Owns the following A10 product:
 - Thunder CGN (IPv4 Preservation and IPv6 Migration)
- Uses the following in conjunction with A10 products:
 - DNS servers
 - IPv6 Migration / IPv4 Preservation

Results

The surveyed company achieved the following results with A10 Networks:

- Accomplished the following using A10 products:
 - Reduced costs for the IT infrastructure
 - Supported regulatory compliance requirements
- Replaced the following vendors/solutions with A10 products:
 - Cisco
 - Juniper
- Realized a positive ROI within 6-9 months after deploying and using A10 products.
- Estimates improvements in the following areas:
 - Increased performance: 10% to 24%
 - Lowered OpEx: 10% to 24%
- Rates the following from A10 when compared to competitive products:
 - Features: Much Better
 - Performance/Scalability: Superior
 - Usability/Deployment Speed: Superior
 - Reliability: Same
 - Quality of Support: Better

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:
Small Business

Industry:
Telecommunications Equipment

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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