

## Medium Telecommunications Services Company

### Introduction

This case study of a medium enterprise telecommunications services 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 reasons for purchasing products from A10 Networks:
  - To protect servers and applications from advanced security threats
  - 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 products:
  - Thunder ADC (Application Delivery and Load Balancing)
  - Thunder TPS (DDoS Protection)
- Uses the following in conjunction with A10 products:
  - Web servers / Web application servers

### Results

The surveyed company achieved the following results with A10 Networks:

- Accomplished the following using A10 products:
  - Improved application delivery performance
  - Improved network security posture
- Replaced the following vendors/solutions with A10 products:
  - KEMP Technologies
  - Radware
- Realized a positive ROI within 12-18 months after using A10 products.
- Estimates improvements in the following areas:
  - **Increased performance: 50% to 74%**
  - Lowered OpEx: 10% to 24%
  - Lowered CapEx: 10% to 24%

#### 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:  
**Telecommunications 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.

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