A10

Large North American Telecommunications Company

Introduction

This case study of a large 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 reduce operating and hardware costs
  - To consolidate networking equipment
  - 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 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:
  - Improved the efficiency of a business process
  - Reduced costs for the IT infrastructure
  - Increased network performance
  - Supported regulatory compliance requirements
  - Improved disaster recovery capabilities
- Replaced the following vendors/solutions with A10 products:
  - F5 Networks
- Realized a positive ROI after 24 months after using A10 products.
- Estimates improvements in the following areas:
  - **Increased performance: 50% to 74%**
- Rates the following from A10 when compared to competitive products:
  - Features: superior
  - **Performance/scalability: superior**
  - Usability/deployment speed: much better
  - **Reliability: superior**
  - **Quality of support: superior**

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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