

## Small Business Computer Software Company

### Introduction

This case study of a small business computer software 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:
  - For a new deployment/no previous solution

### 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:
  - 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
- Replaced the following vendor/solution with A10 products:
  - None – they are adding CGN to their network
- Realized a positive ROI within 3-6 months after using A10 products.
- Estimates improvements in the following area:
  - Lowered OpEx: 50% to 74%

#### 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:  
**Computer Software**

#### 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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