XPAND Corporation

Introduction

This case study of XPAND Corporation is based on a January 2020 survey of A10 Networks customers by TechValidate, a 3rd-party research service.

Challenges

The business challenges that led the Virginia-based 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 support performance and quality-of-service SLAs
  - To meet availability and uptime SLAs

Use Case

The key features and functionalities of A10 Networks that the XPAND Corporation uses:

- Owns the following A10 products:
  - Thunder ADC (Application Delivery and Load Balancing)
- Uses the following in conjunction with A10 products:
  - DNS servers
  - IPv6 Migration / IPv4 Preservation
  - Web servers / Web application servers
  - ECommerce applications
  - VMware
  - Security applications or devices

Results

XPAND Corporation achieved the following results with A10 Networks:

- Achieved the following specific benefits by deploying and using A10 products:
  - **Increased network performance**
  - **Improved application delivery performance**
  - **Improved network security posture**
  - Supported regulatory compliance requirements
- Replaced the following vendors/solutions with A10 products:
  - Fortinet
  - Array Networks
- **Realized a positive ROI within 18-24 months** after using A10 products.
- Estimates improvements in the following areas:
  - **Increased performance: 50% to 74%**
  - Lowered OpEx: 25% to 49%
  - Lowered CapEx: 10% to 24%
- Rates the following from A10 when compared to competitive products:
  - Features: superior
  - **Performance/scalability: superior**
  - Usability/deployment speed: superior
  - **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.

Learn More:

 A10 Networks

Source: James Acquah, Chief Operating Officer (COO), XPAND Corporation

Research by **TechValidate** by SurveyMonkey