

CLOUD LOAD BALANCING

NEW YORK TELCO/TECH COMPANY

CHALLENGE

- Customer was looking to move to Oracles IaaS offering, Oracle Cloud Infrastructure (OCI), however, the load balancing features didn't meet technical requirements

BUSINESS IMPACT

- Viable option to migrate service offerings to the cloud – enhanced native Oracle load balancing solution with A10 vThunder ADC
- Moves to the cloud with 10 Gbps of service, has the technical outcome to allow move to OCI and save money via IaaS investments
- Low TCO for entry point to another Load Balancer in the cloud (FlexPool provided flexibility and predictability)

vTHUNDER ADC

WHY A10

- A10 Networks is the only ADC vendor certified and tested for OCI with both, vThunder ADC and Harmony Controller
- A10 Networks is listed in Oracle Marketplace
- Oracle is committed to driving its OCI business and the A10 Account teams work closely with Oracle sales teams
- A10 Account team has cultivated a great relationship with customer key decision makers