

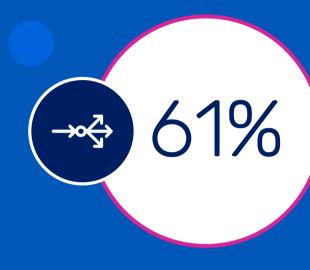
# 5 Essential Requirements for Your **ADC Provider**

**Make the Right Choice for** Your Applications—and Your Business



## Application Delivery is Getting Harder

Application security threats		40%	
Legacy technology		40%	
Keeping up with growing application scale and growth		35%	
Slow applications	29	<b>?</b> %	
Application downtime	27	%	
Application visibility and reporting	24%	24%	
Multi-cloud complexity	23%		



of IT decision-makers say ADCs and load balancers are a vital part of their IT environment

## Can Your ADC Solution Provider Deliver?



Make sure they're in it for the long term

## Are they 100% committed?

Red flags to watch for:

- Cutting ADC product resources and personnel
- Demoting the ADC from a standalone product to a platform "feature"
- Limiting hardware and licensing options to force overcommitment



change be a cost driver

#### Can you adapt and pivot as needed? Does the provider let you:

- Get capacity-on-demand without overprovisioning?
- Deploy any form factor in any cloud or data center? Make changes easily?
- Unify management wherever/however apps are delivered?



protected

#### Does their security measure up? Check for essential capabilities including:

Integrated DDoS protection

- TLS/SSL offload for decryption and encryption
- Intelligent WAF for application-layer protection Consistency across environments for holistic security



complexity

### Software, hardware, and container form factors

Unified analytics, logs, metrics, and data formats

Will they help you evolve—or hold you back?

Any-cloud, any-data center deployment

Signs of a future-proof app delivery infrastructure:

- Comprehensive observability across environments
- One management plane for all instances



their CSAT

### Requirements scoping and solution tailoring

Can you adapt and pivot as needed?

Implementation best practices

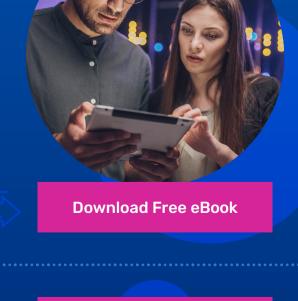
Invest in partnership beyond the sale:

On-going engagement and commitment to customer success

Responsive, high-quality support

earns a 93% CSAT in North America and 91% CSAT worldwide Learn more in our eBook **Five Critical Considerations for Choosing Your Next Application Delivery Controller** 

Find out why A10



Not sure if you're paying too much for your cloud load balancers?



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**Estimate Your Costs Now** 



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