



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%
Application downtime	27%
Application visibility and reporting	24%
Multi-cloud complexity	23%



61%

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



Don't let 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?



Ensure your traffic is 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



Insist on flexibility without complexity

Will they help you evolve—or hold you back?

Signs of a future-proof app delivery infrastructure:

- Software, hardware, and container form factors
- Any-cloud, any-data center deployment
- Comprehensive observability across environments
- Unified analytics, logs, metrics, and data formats
- One management plane for all instances



Don't take their word for it—check their CSAT

Can you adapt and pivot as needed?

Invest in partnership beyond the sale:

- Requirements scoping and solution tailoring
- Implementation best practices
- On-going engagement and commitment to customer success
- Responsive, high-quality support

Find out why A10 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

Download Free eBook

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

Estimate Your Costs Now