



Very Large Software Company

Needed a New Data Center Up Fast

A hasty exit from a hostile country and the need for a new data center, fast, drove this company off their old multicloud network solution and onto Alkira.

The company provided US services out of two US data centers, but needed to expand and create a distributed architecture to serve other data centers elsewhere. They also had operations in various cloud regions around the world. Their incumbent multicloud networking solution was too complex and too expensive to serve, and did not make it easy to integrate with a changing and expanding stack of other network vendors and services.

They found what they needed in Alkira. It is vendor-agnostic, allowing them to choose the rest of the security and network stack freely.

“I just need one engineer to manage the world. Otherwise, 10 engineers.”

Principal Network Architect

And, they can see more now than ever before about the true costs of running a workload in a given cloud, because Alkira’s cloud-modeled service exposes all those costs for inclusion in a chargeback or show-back model. With that information it is possible to power an enterprise workload placement policy that takes platform-specific costs for everything from compute to throughput and performance factors into account. “You can’t do this anywhere else.”

In 2022 the company found itself needing to spin up a new data center to enable their exit from a specific country. The logistics around getting firewalls and other network infrastructure shipped was terrible—a year, two years lead time—but they had only a few months to create their solution. So they spun it up in colocation, and with Alkira as the nerve center for communications in and out: routing, DNS, DHCP, firewall, etc. They got the infrastructure stood up in a month.

90% less network engineer time needed

Demographics

Staff	Large (2500 - 25,000)
Revenue	Very Large (More than \$10B)
Culture	Leading Edge/Bleeding Edge

Benefits of Alkira

- 90%** **FEWER** FTEs Needed to Manage Cloud Networks
- 92%** **FASTER** To Onboard New Partners
- 94%** **FASTER** To Connect New Data Centers