Mid-sized Biotech Company

Wanted to Drop Network Hubs in Colo, Switched to Cloud Model with Alkira

The company delivers services to customers from the cloud and needs to connect scattered labs, offices, data centers, and partners to their clouds. Alkira allows them to do this while keeping IT lean.

The company had a colo data center for non-cloud infrastructure, and a mix of Azure and AWS for cloud estate. They brought Alkira to replace a legacy network architecture of colo-based regional hubs connecting sites to clouds. They wanted, instead, a flexible cloud-style model based on actual consumption, something that would provide direct access to clouds from every site and simplify connecting up to partners and customers in an extranet. The alternative, as they saw it, was to directly utilize each cloud's native networking constructs, but the IT team felt that would not be possible without adding several new network engineers specializing in those platforms. "We are not a large IT organization, and want to stay lean," notes the Director of Networking. They went looking, instead, for solutions that embed the best practices, approaches, and behaviors specific to each cloud.

> "*We did not have much in the way of WAN management tooling pre-Alkira. What visibility we have, we have because of Alkira – it filled a gap. We don't need to put [our monitoring tool] in the Alkira environment.*"
>
> Director of Networking

They selected Alkira because it is consolidated, allows them to segment, inject and route, add security services, while looking the same on each platform. As a startup with a heavy focus on controlling costs because they are not yet profitable, they were able to bring Alkira on in a cost neutral way, or even as cost-reducing when factoring in hires avoided by reallocating one network specialist to other projects.

98% reduction in the number of WAN outages

Demographics

Staff	Midsize (250 to 2500)
Revenue	Small (Up to $300M)
Culture	Moderate

Benefits of Alkira

50% FEWER
FTEs Needed to Manage Cloud Networks

93% LESS
Staff Time to Add New Clouds

99.9% LESS
Calendar Time to Add New Clouds

83% LESS
Calendar Time to Onboard New Partners

80% LESS
Staff Time to Onboard New Partners