alkira

Very Large Financial Services Company
Speeds and Simplifies Multicloud Networking

This multinational financial services firm needed a solution for the many challenges of networking across large numbers of cloud environments hosted in multiple cloud providers, in multiple regions in each. Alkira was their first choice.

To facilitate an ongoing migration of applications and services from on-premises data centers to environments in multiple regions of AWS, Azure, and Google Cloud Services, this company searched out a multicloud networking solution that could give them a unified networking environment and uniform policy enforcement. They opted to try Alkira and kicked off an 8-week proof of concept implementation, during which they were able not just to get through all their target use cases but also, with Alkira, put together a "road show" to get business teams' buy-in.

> "*Love how attentive and responsive they are. How flexible and willing to spin up or enable new features in the environment. For example, we were moving to Fortinet and they didn't support it. They enabled features to make it available! They won by being responsive and for how agile they are.*"
>
> Global Telecommunications Lead

Their first production use case was to provide for connections from each cloud provider to the others, with controls on those east/west flows. "Pre-Alkira, we had firewalls in every cloud and in every environment in every cloud. Alkira let us consolidate it all down into their communication exchange points and manage all the policies in one place," notes the TITLE. Staff time and calendar time to spin up such connections decreased by 50%.

Alkira was soon also made part of the standard for on-premises connectivity to the clouds, and has become central to the assimilation of the networks of acquired, allowing large scale

NATting to deal with IP range overlaps and traffic segmentation by division and by environment within each division (i.e. production, dev, test, QA). Alkira is now considered a strategic platform and a strategic partner.

Number of cloud platforms: up 100%
Number of regions: up 50%
Number of cloud environments: up 200%

Demographics

Staff	Very Large (More than 25,000)
Revenue	Very Large (More than $10B)
Culture	Aggressive

Benefits of Alkira

50% LESS — Staff Time to Add a New Cloud

50% LESS — Calendar Time to Add a New Cloud