Large Manufacturer

Improve Cloud Reliability, Ease Multinational Operations, and Big Acquisition

The company keeps in touch with the equipment it makes and sells, to maintain software and collect operational data. In 2019, they were still setting it all up themselves. "We can do it," Alkira told them, so they decided to bring Alkira in.

The network team soon found that they could bring up secure, private connectivity to a new customer infrastructure in about one-fiftieth of the time it took them to do it on their own, an enormous acceleration of their full value proposition to customers.

Shortly after, the networking team found itself wrestling with Microsoft Azure's networking functionality. "Azure kept changing architectures and updating software on gateways without telling us!", notes the Network Architect, "and on our third rebuild, after Azure yet again made a change, Alkira said 'We can do that.' " So instead of following their old plan—hiring a new full-time engineer to specialize in Azure networking—and also avoiding any costs or other negative impacts from interruptions to cloud services, the company deployed Alkira in Azure.

> "*The IT DIY approach was going to take 6 months to be secure and redundant and all. Alkira did it for us in 3 days, and at very low cost.*"
>
> **Network Architect**

A little further down the road, the ability to bring cloud connections together quickly became crucial in the wake of a massive acquisition. Linking the new infrastructure to the old through an Alkira gateway in Azure, with microsegmentation to maintain security during the transition, meant that "in 2 weeks, not 2 years…we were in business."

Alkira has also been instrumental in helping the company address various aspects of international operations, from making it simple to segment by region to improving connection reliability.

1650% more cloud apps "since Alkira makes it so easy"

Demographics

Staff	Large (2500 to 25,000)
Revenue	Large ($1B - $10B)
Culture	Aggressive

Benefits of Alkira

84% FEWER
FTEs Need to Manage Cloud Networks

96% LESS
Staff Time to Add New Clouds

99% LESS
Calendar Time to Add New Clouds

99% LESS
Calendar Time to Add a New Security Service

88% LESS
Staff Time to Add a New Security Service

99% LESS
Calendar Time to Onboard New Partners

88% LESS
Staff Time to Onboard New Partners