alkira

Large Medical Manufacturer
Needed a More Agile Multicloud, Multi-Underlay Networking Solution

Shifting to a more aggressive approach to IT, Alkira helped the network team serve both more conservative IT operational needs and leading-edge digital transformation on the product side.

This company's developers were leaning into digital transformation by building steadily more digital assets for physicians and patients to use, associated with both drugs and devices. This put steady pressure on the company to build product-specific production environments in multiple clouds. To meet the challenges of doing so, they deployed a multicloud networking solution—but not Alkira.

At the same time, the company overall has a strong culture of controlling overhead costs, including IT. So when the multicloud network solution they had deployed proved to be both overly complex to work with and very expensive, they went looking for an alternative. Alkira, they found, would make managing networks among clouds and on-premises deployments simpler, more consistent, and easier—and would be less expensive than the incumbent. And it would shift a lot of the burden the incumbent left on their service developers and put it on Alkira's shoulders instead.

> "*Fundamentally different in Alkira: Alkira is a service. I don't have to implement any of the associated infrastructure, so we get a lot more agility. And all services are available everywhere. Innovation is about speed to market, and I get that this way: don't have to find and build a solution, can just deploy the service.*"
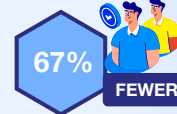>
> Director, Network and Security

The team also found that Alkira fit neatly into their ongoing approach to multinational operations: localization of apps and services in nearby cloud regions, both to reduce latency and to promote segmentation for data sovereignty and compliance, and to limit various governments' access to data streams. "Alkira is our new solution to instantiating in a region—they are the backbone." Intra-region connectivity can leverage whatever network makes the most sense, be it best-effort Internet or MPLS or a mixture; Alkira doesn't care.

99.8% decrease in time to merge in the acquired company's network

Demographics

Staff	Very Large (More than 25,000)
Revenue	Large ($1B - $10B)
Culture	Moderate

Benefits of Alkira

67% FEWER — FTEs Needed to Manage Cloud Networks

96% LESS — Staff Time to Add New Clouds

99% LESS — Calendar Time to Add New Clouds

88% LESS — Network Stack for Cloud Connection

85% LESS — Staff Time to Onboard New Partners

86% LESS — Calendar Time to Onboard New Partners

99% LESS — Staff Time for Network Merger

99.8% LESS — Calendar Time for Network Merger