



# Large Software Company

Improves Cloud Operations and Eases Acquisitions

Accustomed to growing through regular acquisitions, and, after seven years of making multiple cloud versions of on-premises networking work for their sprawling cloud estate, this large software company set out to make both their cloud presence and their acquisitions process more manageable.

Already spread across 11 cloud regions and 2 platforms, their “virtual version of on-prem was scaling poorly—a new Cisco HA pair in every region, and HA in Azure very different from HA in AWS,” notes the Network Architect. “It was hard to stay expert in everything.” They evaluated solutions post-Covid, and found Alkira “head and shoulders above the rest” for their needs. They replaced “tons of Cisco routers” and cloud-related firewalls with Alkira CXPs, and in addition to the savings on licensing and maintaining those (and providing the infrastructure for them in their data centers and IaaS instances), found that a lot of traffic fell off their WAN and shifted to CSP and Alkira backbones, allowing them to adjust their WAN link capacities as well.

In addition to bringing consistent management and policy enforcement across clouds, Alkira gave them new leverage on a constant challenge: onboarding acquired companies. With several acquisitions a year typical, they lacked a reliable, replicable way to assimilate a new, untrusted infrastructure. Each acquisition was a one-off, “a white board exercise, some easy, some not.” Having each process be a one-off dragged out the process of fully integrating the new company and made it hard to maintain security. Alkira’s ability to integrate separate clouds networks while providing flexible segmentation across them gave the network team a simple, consistent method for onboarding and merging in acquired infrastructures more securely and far more quickly. “Alkira will allow us to realize the full value of an acquisition much more quickly.”

5% fewer routers for cloud  
60% fewer firewalls for cloud

Demographics	
Staff	Large (2500 - 25,000)
Revenue	Large (\$1B - \$10B)
Culture	Leading Edge/Bleeding Edge

“These costs never bubbled to the top, but looking across regions and accounts and VPCs and clouds...the combined correlated costs were way higher than we thought. This is what we were unable to see and would never be able to see without a different kind of solution.”

Director of Networking

## Benefits of Alkira

