alkira
A Lumen Connect® Solution

CASE STUDY



Financial Telecoms Company

Makes the Move to Cloud with Alkira

Serving parts of the financial services industry that are very conservative technologically, this technologically moderate company was late to the cloud. Alkira made the transition fast and smooth.

This service provider was preparing to make a big push into cloud in 2022. Partnering first with AWS, they made little progress: "We talked with AWS professional services—we worked with them for maybe six months to design and build out a cloud environment suitable for our services," notes Senior Director, Network Architecture. "They came up with a convoluted design that actually didn't work." When a new corporate parent pointed network leadership at Alkira, the team were able to talk through their needs with sales engineers and work up a functioning proof-of-concept deployment in just a few hours.

Getting new leverage on WAN and cloud connectivity let the network team avoid eight new hires they had planned, to deal with networking to and in the cloud. It even allowed them to reassign twelve existing staff to other projects as the network became simpler and more reliable.

At the same time, Alkira's ability to interconnect infrastructures, segment traffic, and handle large-scale NATting has allowed the company to handle assimilating the networks of acquired companies enormously faster. What would have taken 80 to 120 days pre-Alkira, to accommodate long lead times for private circuit provisioning plus router and firewall configuration and testing, shrank to a mere three days using IPsec to connect the acquired companies' infrastructures to Alkira cloud exchange points.

0 cloud environments pre-Alkira

100 cloud environments across 7 regions with Alkira

Demographics	
Staff	Midsize (250 to 2500)
Revenue	Midsize ($300M - $1B)
Culture	Moderate

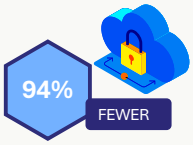
"We set up a meeting with Alkira, sat with their sales engineers, and explained what we were trying to do, and after about an hour of us explaining what we needed we [together] created a POC that mirrored what AWS should have done for us—and stood that up in a morning. Design-to POC-setup in about 4 hours."

Sr. Director, Network Architect

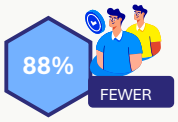
Benefits of Alkira



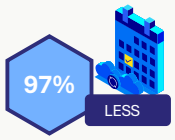
Calendar Time to Add New Clouds



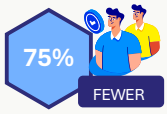
Firewalls needed



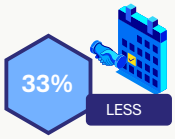
FTEs Need to Manage Cloud Networks



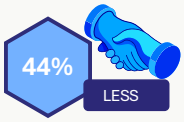
Calendar Time for Network Merger



FTEs to Manage Firewalls



Calendar Time to Onboard New Partners



Staff Time to Onboard New Partners

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