alkira
A Lumen Connect® Solution

CASE STUDY



Accelerating Mergers & Acquisitions (M&A)

with Network Infrastructure-as-a-Service

Transforming M&A Integration Using the Alkira Platform

Mergers and acquisitions (M&A) are common in the enterprise world, yet they present complex technological challenges that can delay business value realization for months or even years. Traditional network integration approaches require significant capital expenditure, extensive manual configuration, and deep expertise across multiple cloud platforms. Modern enterprises can no longer tolerate network complexity that slows down M&A integration and time-to-value.



© 2026 Alkira, Inc. All rights reserved

Customer Success Story: Koch

Koch is one of America's largest privately held companies with annual revenues that have exceeded $125 billion. Based in Wichita, Kansas, Koch owns a diverse group of companies involved in manufacturing, agriculture, pulp and paper, packaging, consumer products, building materials, glass, automotive components, refining, renewable energy, chemicals and polymers, electronics, software, network solutions, health care technology, engineered technology, project services, recycling, supply chain and logistics, commodities trading, real estate, and investments. The company's aggressive acquisition-driven growth strategy has resulted in seven global networks spanning 700 sites across 70 countries.



M&A Challenges at Koch

Koch's transformation required building foundational technologies to support rapidly expanding digital business areas. The company's complex IT legacy included thousands of applications, thousands of routers and firewalls, and hundreds of thousands of network components across multiple acquired entities. This complexity created three critical challenges:

- **Architectural Complexity:** Traditional transport hub architecture required separate hubs for each business network, region, and cloud provider, creating exponential complexity as the business expanded.
- **Skills Shortage:** Expanding to multiple clouds required specialized expertise for each platform - AWS, Azure, and Google Cloud each implement networking differently.
- **Time to Value:** Traditional M&A network integration took months to years, making the network team the primary bottleneck for new business initiatives.

Alkira Solution Implementation

Koch implemented Alkira's Cloud Exchange Points (CXPs) to replace their complex transport hub architecture with a simplified, multicloud abstraction layer. The solution provided:

- **Unified Multicloud Platform:** Single interface for AWS, Azure, and Google Cloud connectivity
- **Point-and-Click Provisioning:** Intuitive design canvas for rapid network deployment
- **As-a-Service Consumption:** Eliminated need for hardware procurement and maintenance

©2026 Alkira, Inc. All rights reserved



"We leveraged Alkira during our M&A activity. AWS is easy to deploy, resources are across the world, but connecting those is challenging. With Alkira, we're able to quickly deploy and connect new acquisitions to the Koch infrastructure"

Troy Schneider
Gobal Infrastructure Platform Lead

KOCH + alkira

"What would have taken us 3 to 6 months with our legacy transport hub, we were able to build, develop, and deploy within Alkira in just a matter of days"

Troy Schneider

With Alkira, Koch Achieved:

- **Dramatic Speed Improvement:** Recreated 2+ years of work in a single afternoon
- **Multicloud Expansion:** Azure deployment in a single day vs. 3-6 months with legacy transport hubs
- **M&A Acceleration:** Rapid deployment and connection of new acquisitions to Koch infrastructure
- **Infrastructure Consolidation:** Replaced ten existing transport hubs with just two Alkira CXPs
- **Application Cost Reduction:** When two merged organizations had duplicate applications, Koch used Alkira's resource sharing capabilities to consolidate to a single instance, saving significant costs in redundant licensing and renewal
- **Investment Validation:** In 2020, Koch Disruptive Technologies led a $54M Series B funding round for Alkira

©2026 Alkira, Inc. All rights reserved

Customer Success Story: Chart Industries

Chart Industries is a leading global manufacturer of highly engineered equipment servicing multiple applications in the clean energy and industrial gas markets. The company underwent significant expansion through the acquisition of UK-based Howden in March 2023, growing from 40 to over 130 global sites and requiring rapid integration of disparate cloud architectures.



M&A Challenges at Chart Industries

- **Massive Integration Challenge:** The Howden acquisition required absorbing 90 additional sites with different cloud architectures and networking approaches across Azure, AWS, and Google Cloud.
- **Resource Constraints:** Chart Industries operates with a lean IT organization of approximately 50 professionals globally, making it impractical to hire specialized cloud networking engineers for each platform.
- **Multicloud Complexity:** Alkira standardizes networking across Azure, AWS, and Google Cloud's different implementation approaches.
- **Speed Requirements:** Business demanded rapid integration to realize M&A value, but traditional networking approaches would require months of planning and implementation.
- **SDWAN Technology Fragmentation:** Different acquired companies often use different SDWAN vendors, creating integration complexity and typically requiring immediate hardware replacement.

Alkira Solution for Chart Industries

Chart Industries implemented Alkira's network infrastructure-as-a-service to achieve:

- **One-Click Cloud Deployment:** Automated policies and segmentation across all cloud platforms
- **Unified Multicloud Backbone:** Seamless integration of Azure, AWS, and Google Cloud environments
- **Partnership Integration:** Works alongside existing Cisco backbone infrastructure
- **IoT Connectivity:** VPN service for remote cryogenic equipment monitoring
- **SDWAN Technology Bridge:** Seamless connection of disparate SDWAN technologies without immediate hardware replacement

©2026 Alkira, Inc. All rights reserved



"The biggest benefit is for mergers and acquisitions. We were able to take this new company that we bought, and join them to our cloud backbone very rapidly. We can also easily connect disparate SD-WAN technologies, which allows us to integrate without swapping hardware right away."

Susan Tlacil
Senior Network Architect
Chart Industries

CHART + alkira

With Alkira, Chart Achieved:

- **Accelerated M&A Integration:** Rapid connection of acquired company to cloud backbone
- **Operational Simplification:** Click-to-connect provisioning with automatic policy deployment
- **Cost and Time Savings**: Significant reduction in both expenses and deployment time
- **Rapid IoT Deployment:** 60 VPN endpoints installed in 3 days vs. traditional 3-6 months
- **SDWAN Flexibility:** Ability to integrate different SDWAN technologies during M&A without forcing immediate hardware swaps, allowing for phased migrations

©2026 Alkira, Inc. All rights reserved

Alkira Platform for Mergers & Acquisitions

Business & Technical Challenges in M&A Integration

Business Challenges	Technical Challenges
CapEx and OpEx Overhead: Significant upfront investments in networking infrastructure, software licenses, and hardware procurement	**Connectivity Between Enterprises:** Establishing secure, high-performance connections across multiple clouds and on-premises environments
Operational Complexity: Managing disparate tools, vendors, and skill sets across merged organizations	**Overlapping IP Addresses:** Conflicting IP ranges requiring complex NAT solutions or complete network redesign
Time to Value: Traditional integration methods can take months or years, delaying business benefits	**Security Policy Enforcement:** Harmonizing different security frameworks while maintaining proper segmentation and compliance requirements
Resource Constraints: Limited IT staff to handle complex multicloud, multi-vendor environments	**Shared Services Integration:** Connecting critical services like Active Directory, DNS, and DHCP across merged entities

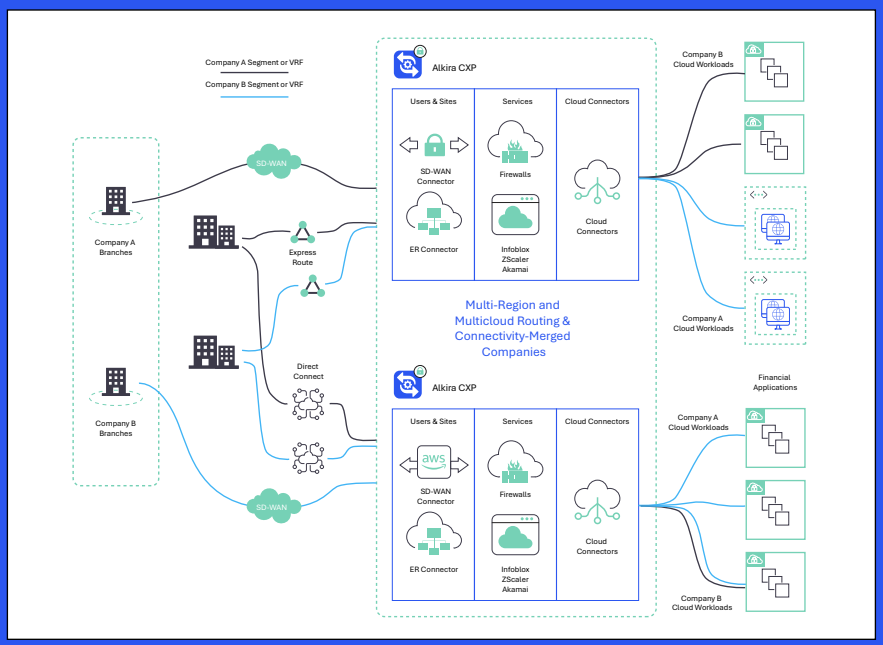


Figure: Alkira topology showing connectivity options using multiple segments for merged companies

©2026 Alkira, Inc. All rights reserved

Alkira Solution for M&A

Alkira's Network Infrastructure-as-a-Service platform revolutionizes M&A integration by providing a unified architecture that eliminates traditional networking bottlenecks.

Platform Features & Key Benefits	
One Architecture Approach: Quickly onboard cloud workloads (VPCs, VNETs, VCNs) to Alkira Cloud Exchange Points (CXPs) and consolidate infrastructure footprint using a single, consistent interface across all cloud providers.	**Advanced Segmentation:** Provide complete isolation of workloads between merging companies while enabling controlled communication and traffic inspection across segments.
Flexible Connectivity Options: Connect on-premises infrastructure through various methods including AWS Direct Connect, Azure ExpressRoute, and IPsec/SD-WAN connections from data centers and branches.	**Seamless Firewall Integration:** Automatically scale security services from vendors like Fortinet, Check Point, and Palo Alto without manual firewall provisioning for each traffic flow.
Policy-Driven Framework: Inspect and secure traffic between on-premises, cloud, and multicloud environments using automated, intent-based policies.	**Advanced Overlapping IP Solution:** Handle overlapping IP address spaces through intelligent NAT policies applied network-wide across Alkira's cloud fabric.
Automation with Terraform: Deploy infrastructure-as-code for consistent, repeatable M&A integrations.	**Resource Sharing & Application Consolidation:** Enable shared services access through granular network prefix sharing. Eliminate duplicate applications across merged entities, save on CapEx by reducing licensing costs and renewal fees.

Conclusion: Accelerate Your M&A Success with Alkira

Alkira revolutionizes M&A integration, reducing months of network complexity to days of point-and-click simplicity. Join industry leaders like Koch and Chart Industries who achieved 99% faster integration times.

Ready to accelerate your next merger? Visit www.alkira.com/demo to request a demo or reach an expert.

©2026 Alkira, Inc. All rights reserved