

# How a Fortune 10 Healthcare Company Modernized a Fragmented Network with Alkira

With Alkira Network Infrastructure-as-a-Service, the organization standardized connectivity, segmentation, and network operations across clouds, sites, partners, and business units.

Hybrid & multicloud connectivity

Partner & B2B segmentation

Standardized architecture

## One Governed Operating Model

Unified cloud, colo, partner, and site connectivity

## Modernization Without Budget Overruns

No runaway spend from hardware overbuild or need for larger specialist teams

## Time-to-Value: Weeks, Not Months

CXPs deployed in weeks, not quarters



### Primary Driver: Network Modernization Across a Fragmented, Acquisition-Driven Environment

Years of acquisitions, cloud expansion, and independently managed environments had created a network too complex to scale and fragmented to govern. The company needed to unify connectivity across hybrid cloud, partner access, and distributed business units without rebuilding every domain from scratch or growing its specialist team.

## Customer profile

### INDUSTRY

Healthcare distribution and services

### COMPANY SCALE

Fortune 10 enterprise

### CLOUD FOOTPRINT

AZURE, AWS, GCP, OCI

### EMPLOYEES

50,000+ globally

### ANNUAL REVENUE

\$100B+

## Results

### Modernized Without Adding Overhead Costs

Rather than expanding the in-house networking teams required to manage the existing setup, the company gained a centralized operating model for connecting clouds, sites, and partners through Alkira Network-Infrastructure-as-a-Service architecture.

### Reduced Architectural Drag

A repeatable model for segmentation, service insertion, visibility, and change replaced fragmented cloud-by-cloud designs that varied by region and use case.

### Stronger and Scalable Control

Onboard new environments, partners, and acquisitions with a cleaner model for managing complex networks, without disrupting existing tools, security investments, or migration paths.

### Built-In Resiliency at Scale

High availability and regional failover supported critical traffic paths across a highly distributed North American footprint without hardware overbuild.

## Business challenges

The company's network had grown increasingly fragmented across a decade of acquisitions, cloud expansion, outsourced operations, and accumulated architectural debt. Its environment spanned legacy data centers, colocation facilities, multiple clouds, and a large footprint of business-critical sites. Leadership needed to simplify operations, reduce legacy infrastructure dependency, improve governance, and align the network to a more cloud-forward operating model without disrupting critical operations or requiring net-new specialist teams.

### PAIN POINTS



#### Fragmented hybrid architecture

Years of cloud expansion and acquisitions produced a network that worked but could not scale. Routing, governance, and policy enforcement varied across data centers, colocation, Azure, AWS, GCP, OCI, SD-WAN, and B2B environments with no consistent operating model to tie them together.



#### Operational complexity slowed change

Manual configurations, too many routing domains, and institutional knowledge dependencies made troubleshooting and change slow, risky, and team-constrained.



#### Inconsistent routing and segmentation

Cloud expansion compounded an existing challenge. Routing, segmentation, and service insertion were never standardized across regions and environments, and as the footprint grew, so did the gap between policy intent and actual enforcement.



#### Legacy connectivity limited modernization

Partner, acquired-entity, and branch connectivity relied on MPLS, data centers, and hardware-first B2B models that couldn't support the scale or speed of ongoing transformation.

### DESIRED OUTCOMES



#### One governed platform

A centralized architecture for cloud, partner, branch, and acquired-entity connectivity with consistent routing, segmentation, and policy control.



#### Simplified operations and visibility

Bring visibility, routing control, logging, and day-2 operations under a single, centralized model that the existing team could operate consistently across all environments without requiring domain-specific knowledge.



#### Immediate multicloud readiness

Support Azure as the primary cloud with consistent hybrid and multicloud patterns across AWS, OCI and GCP, with a design extensible to future cloud environments.



#### Less infrastructure dependency

Reduce reliance on data centers, MPLS, and hardware-first partner connectivity by shifting toward a cloud-delivered model that the existing team could realistically own and operate.

## Why Alkira

Alkira gave the company a practical path to modernization without extending a fragmented, infrastructure-heavy architecture. The PoC validated that a centrally governed network fabric could support hybrid and multicloud connectivity, consistent segmentation, integrated security service insertion, and centralized day-2 operations across cloud, partner, and distributed site environments. After proving key routing, segmentation, and failover behaviors in two regions, the design became the template for broader rollout.

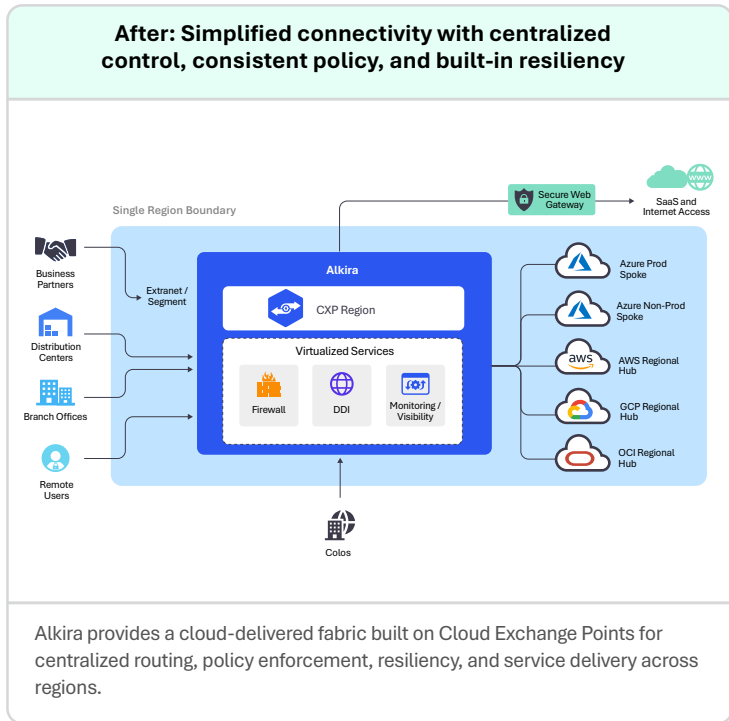
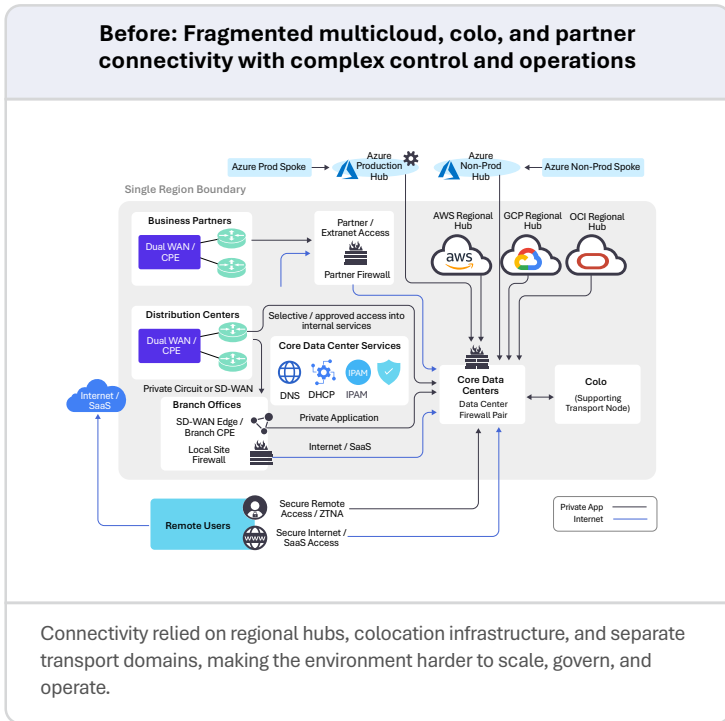
- ✓ **Hybrid and multicloud connectivity**  
 Standardized connectivity across Azure-led hybrid and multicloud environments with support for AWS, OCI and GCP.
- ✓ **Secure partner and B2B segmentation**  
 B2B, acquired-entity, and business-unit connectivity with stronger segmentation, controlled access, and consistent policy enforcement.
- ✓ **Network simplification at scale**  
 Replaced environment-specific routing patterns with a more repeatable model for routing, service insertion, and policy control across the estate.
- ✓ **Centralized service integration and operations**  
 Simplified routing, firewall insertion, DDI, visibility, and troubleshooting through one operating model built for complex enterprise networks and lean teams.
- ✓ **Faster acquisition and partner onboarding**  
 Reduced onboarding effort for acquired companies and B2B partners through isolated segments, selective resource sharing, and a repeatable network fabric.
- ✓ **Regional failover and high availability**  
 Dual-AZ resiliency and dual-CXP regional failover ensured consistent connectivity across critical traffic paths without hardware overbuild.

### Did you know?

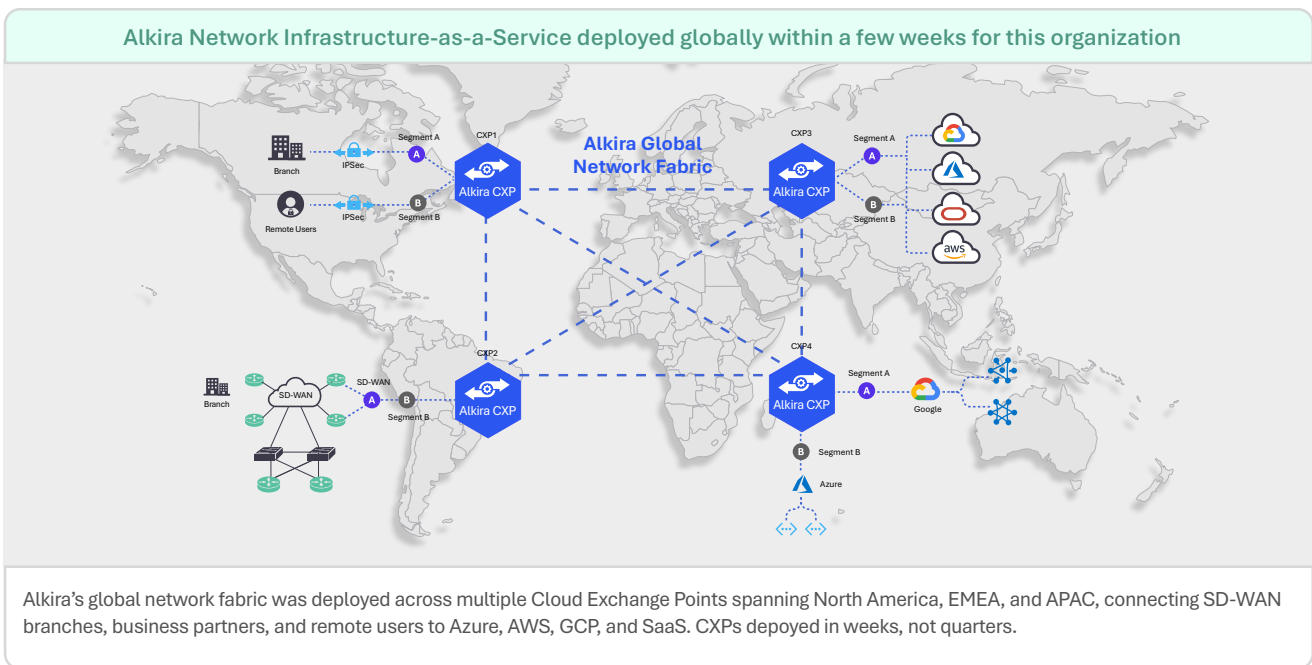
Enterprises leveraging Alkira Network Infrastructure-as-a-Service have achieved on average 40% lower total cost of ownership. Third-party Nemertes research also found an 84% average reduction in the staff time required to add a new cloud environment. See the [Alkira ROI Calculator](#) to estimate your potential savings.

## Architecture Overview

Alkira replaced the legacy regional hub architecture with a centrally governed network fabric built on Cloud Exchange Points. The new architecture unified cloud, colocation, branch, remote user, and partner connectivity under one operating model, with consistent routing, segmentation, and security service insertion across environments. Corporate, B2B, and higher-risk traffic could be handled in dedicated segments with appropriate controls, while the initial deployment established a repeatable template for broader phased rollout.



## Global deployment



## Business impact

### Hard cost savings

#### Lower cloud networking spend

Reduced duplicated gateways, peering constructs, and cloud data-processing overhead across environments.

#### Smaller infrastructure footprint

Consolidated deployment of firewalls, load balancing, and DDI reduced appliance sprawl.

#### Lower colo and hardware dependency

Reduced hardware-heavy connectivity patterns and colo-based cloud access for segmented and cross-cloud traffic flows.

### Soft cost savings

#### Faster cloud and region expansion

Reduced staff time to add new cloud environments and regions through a unified multicloud workflow.

#### Simpler acquisition and partner onboarding

Faster integration of acquired companies and B2B partners with overlapping network support and isolated segmentation.

#### Lower operational effort and specialist dependency

Centralized visibility, monitoring, logging, and routing control reduced troubleshooting time and eliminated the need to grow specialist headcount to support modernization.

## Ready to modernize your network?

See how Alkira's Network Infrastructure-as-a-Service can simplify your multicloud connectivity, consolidate extranets, and accelerate your network transformation.

[Book a Demo](#)