



# Financial Services Company

Simplifies Cloud Networking,  
Speeds App Migrations

**Because the way it was shifting to a cloud-first model for applications and data, doing things the way it had been was too complex, and too on-premises oriented, to be sustainable over time. Alkira provided the key to enabling a cloud-centric model.**

The network team gravitated to Alkira’s network-as-a-service model because they are comfortable with the shared responsibility model it embodies. They felt that conventional providers had “no skin in the game” once you had spun up a VM for their virtual appliance. And, the simplicity of the approach met a key goal of the company overall: developer enablement with low overhead.

The shift from an older, premises-centric paradigm to a cloud-centric approach allowed the company to take advantage of some underlying truths about the new Internet: that the hyperscalers are connected by links with enormous capacity, and that they are more resilient and better managed than the Internet generally. So, shifting the company’s core traffic off MPLS and the public Internet onto this “super-Internet” amongst the hyperscalers both improved reliability and reduced costs— and was facilitated by Alkira.

Alkira has in fact become the spine of a global multi-cloud network, obviating the need to spend days and weeks making sure each new service added to the company environment was visible in all (and only) the parts of the network that needed it. With policies managed centrally and applied globally, and cloud network management uniformly focused on connecting new application environments to Alkira, deploying

*“Where have we been able to save money? Telco. Got rid of some DCs, shifted to cloud, reduced spend with [our old telcos] and we’re reinvesting a couple million dollars in savings into cloud.”*  
Network Architect


new applications is now both faster and less of a burden on network staff even while allowing for higher levels of control on routing and providing more and better visibility into traffic flows than was ever possible before.

**88% fewer VPN tunnels per partner**

Demographics	
Staff	Midsize (250 - 2500)
Revenue	Large (\$1B - \$10B)
Culture	Moderate

## Benefits of Alkira


50%



LESS

Staff Time to Migrate Applications to Cloud

50%



LESS

Calendar Time to Migrate Applications to Cloud