



Cyber Security Company Simplifies and Automates Multi-cloud Application Delivery with VMware NSX Advanced Load Balancer (Avi Networks)

INDUSTRY

Cyber Security

ENVIRONMENT

On-prem, private and public cloud

PROBLEM

- AWS and Azure integrated solutions didn't offer feature parity.
- Needed a modern application networking solution that would offer integration across AWS, Azure, and on-prem.
- Limited visibility into application performance and end-user experience.

WHY AVI

- Cloud native integration with DNS and IPAM on Azure and AWS
- Offers enterprise grade load balancing and security features
- Advanced analytics providing ADC and app performance insights
- A single point of control across Azure and AWS while enabling on-demand autoscaling.
- Low touch deployment through cloud native automation with point-and-click simplicity enabling self-service and full automation.

RESULTS

- Simplified WAF extension for critical applications offering increased security posture.
- Elimination of configuration inconsistency across Azure, AWS and on-prem.
- Reduced TCO by 30% through accelerated cloud migration timeline and reduced operational efforts.

BACKGROUND

A global leader in consumer cyber security, earning more than \$4 billion in worldwide revenue in 2019. They are dedicated to helping secure the devices, identities, and online privacy of nearly 50 million consumers which led them to look for a solution that would enable them to deliver applications reliably and securely, both on-premises and in the cloud.

CHALLENGES

They learned during multiple POC's that most cloud-native solutions tested didn't meet their required SSL performance needs. Due to lack of automation, they were cumbersome to deploy and required a lot of manual configurations. The other solutions tested also didn't offer the required analytics and performance insights natively, and all came at a higher cost comparatively to Avi's solution that met or exceeded all their requirements.

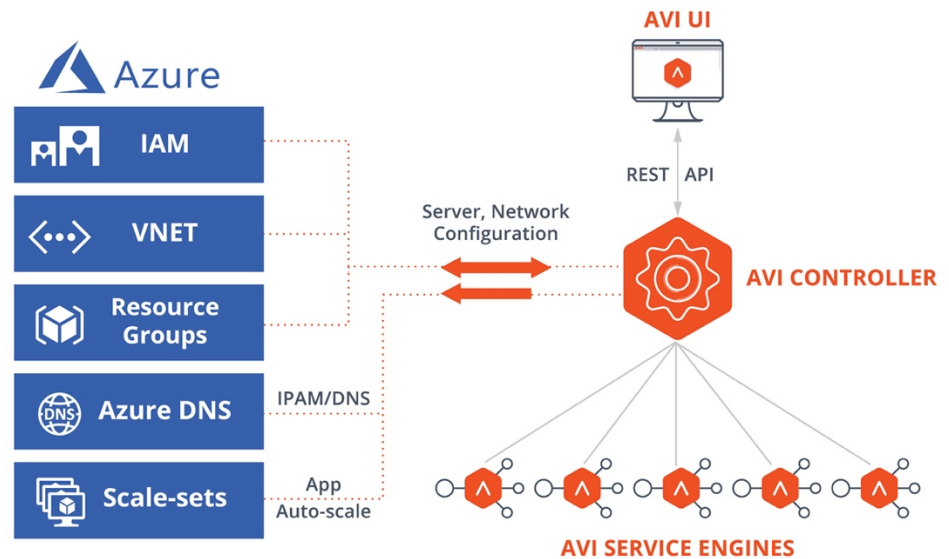
KEY REQUIREMENTS:

- Cloud native solution
- Feature parity with existing application delivery controller (ADC) solutions
- Rich build-in analytics, performance, and end-user experience insights
- Automated elasticity and scaling
- Exceptional SSL performance

“The VMware NSX Advanced Load Balancer has become a key element of our Azure environment, providing a cloud-native, centralized management of ADC functionality”

“Our goal is that the customer is getting access to the services that they paid for. They can transact with us, and they can get their security updates. And with Avi we can focus on that rather than focusing on having to do manual management and monitoring of these services.”

SR DIRECTOR, ENGINEERING ECOMMERCE
PLATFORM AND PRODUCT SRE



BENEFITS

- **Enterprise support without compromising features.** Their SR Director of eCommerce platform says, “With Avi we didn’t need to compromise on features or functions compared to some of the other solutions and were able to migrate to the cloud having enterprise class features and functions with enterprise class support”.
- **Cost savings.** “Avi helped us accelerate our cloud migration by around 30% from an operational efforts perspective, Avi is a fully automated solution which means we do not have to do a lot of manual efforts, requiring us to have a dedicated team just to manage the solution. With the Avi solution we were able to reduce cost without compromising on features”.
- **App insights and Analytics.** “The load balancer is at a place in the infrastructure where it sees everything between the end-user and the application and Avi allows us to access all that information from session timing, SSL performance to which devices are being used by the end-user and how that affects overall performance”.
- **Automation.** “Because of automation, the integration with our CICD pipeline is a lot simpler and as low touch as possible. It is more than just the REST API. With the controller being the “brain”, it helps us achieve the autoscaling with full lifecycle management and use a lot of existing tools, such as Terraform, Splunk and others. It also allows us to natively integrate with the Azure platform greatly reducing our manual configuration and monitoring activities”.
- **Feature Richness.** “In addition to the WAF integration allowing us to use simplified extensions, Avi allowed us to do header manipulation without the use of any additional software or reworking any of our existing applications”.
- **Control and Visibility.** “The central control and administration of our entire load balancer estate enabled us to provide the application teams with performance insights and self-service provisioning they need to deliver applications fast at scale and reliability to service our customers