

AVI Networks®

# Avi Networks

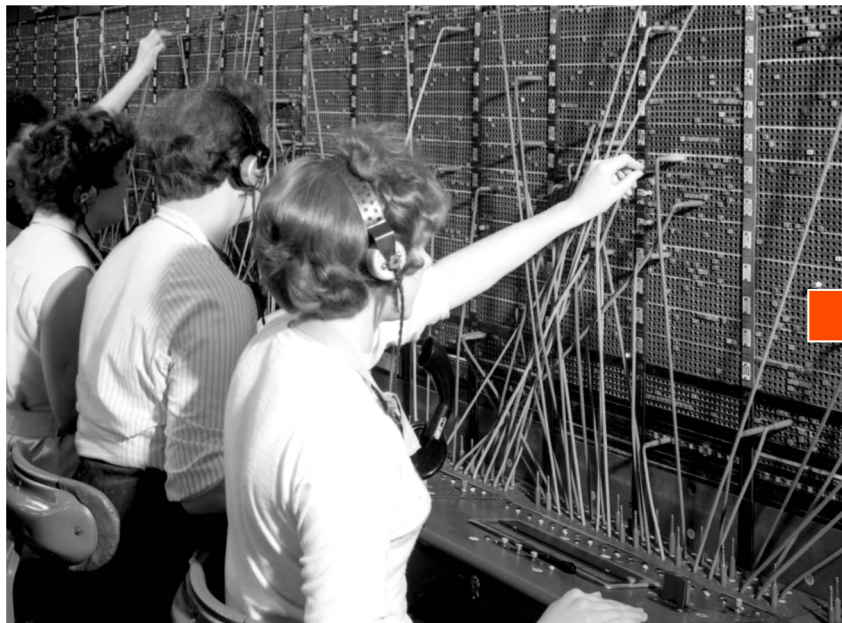
Cisco Innovation Day April 2019



# Application Services Need a Generational Change

From ticket based provisioning to self-service

## Manual Configuration

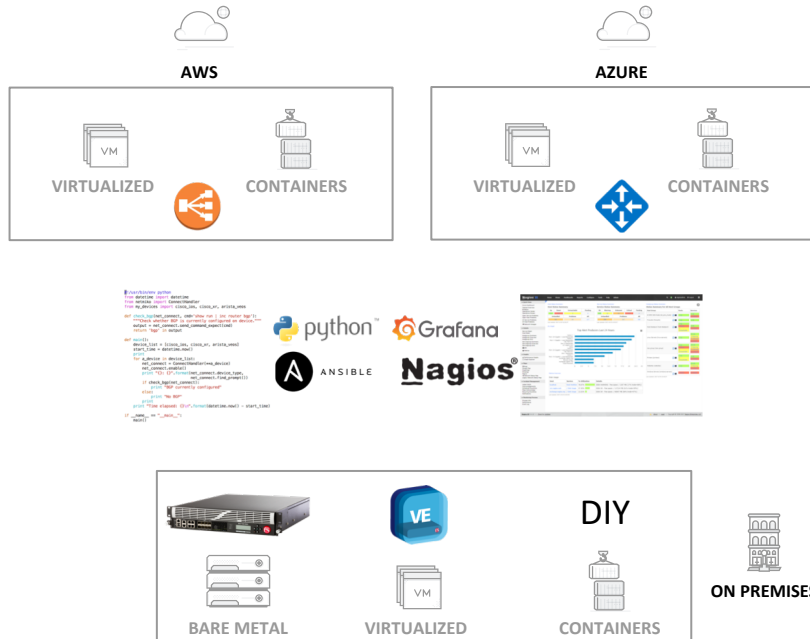


## One-Click Automation

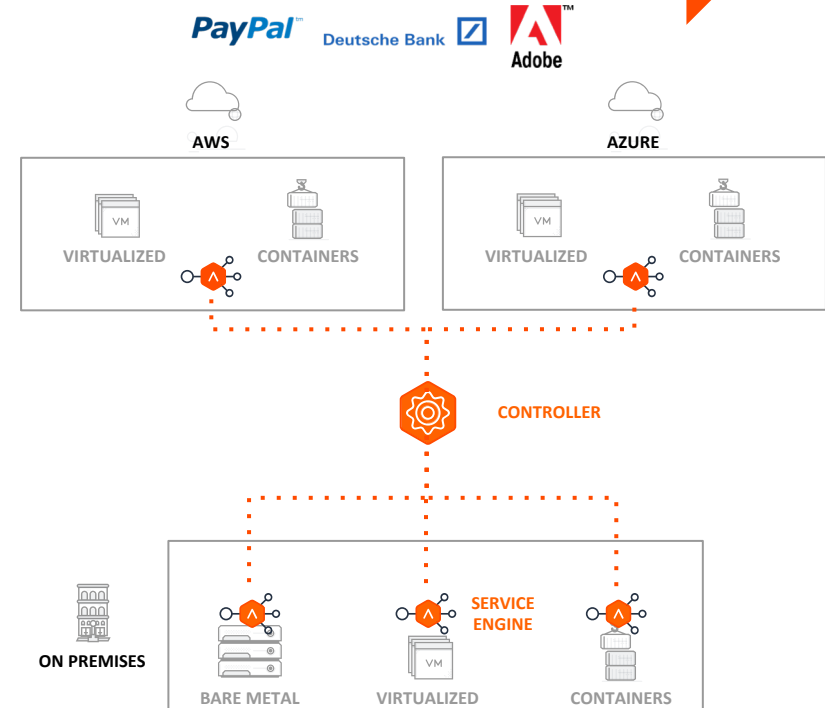


# Why Avi? Multi-Cloud, Automated, Simplified App Services

Before Avi: Complex, Manual, Heterogenous



After Avi: Simple, Automated, Consistent



# Enterprise Proven

NDA



# Massive Operational Benefits and Savings – Top 3 Global Bank

## SUMMARY:

TOTAL OPERATIONAL SAVINGS	Man-Days	Per Day \$ Value	\$ Saved
TOTAL OPERATIONS DAYS SAVED FOR IT INFRA	18,230	\$350	\$6,380,500
TOTAL DEVELOPER TIME (IN DAYS) SAVED	9,200	\$350	\$3,220,000
<b>TOTAL SAVINGS</b>			<b>\$9,600,500</b>

## DETAILS:

### Environment Details (Data gathered with IT team):

	LEGACY	AVI
Total Number of LB Appliances	201	6
VIPs (Apps) configured in an Year	5000	5000
Value of 1 saved day in IT Infra team	\$350	
Value of 1 saved day for developers	\$350	
Number of changes per VIP, per Year	2	
Number of times Devs need monitoring info per VIP per Yr	0.20	
% of Apps that need to get into production	80%	

### Application and Device Provisioning time savings within IT:

	AVI SAVINGS	Frequency (Yr)	Yearly Days
Provision a new load balancer (Days)	2	201	402
Provision a new VIP (Days)	1	5000	5000
Change an existing VIP (Days)	0.5	10000	5000
Triage Time Savings w/ Integrated Monitoring (Days)	0.2	1000	200
<b>Total Days of Provisioning Time (Days)</b>			<b>10602</b>

### Developer efficiency benefits due to faster provisioning within IT

	AVI SAVINGS	Frequency (Yr)	Yearly Days
Developer time for VIP creation	1	5000	5000
App deployment speed increase (central policy, CI/CD)	1	4000	4000
Developer time for monitoring and triage	0.2	1000	200
<b>Total Developer days free to focus on innovation</b>			<b>9200</b>

### Ongoing operations hours required by IT Ops teams

	AVI SAVINGS	Frequency (Yr)	Yearly Days
Auto-Scaling and closed loop operation (Days)	0.5	4000	2000
Time saved by DDoS & SSL Insights, for compliance etc (Days)	1	4000	4000
<b>Total time saved in ongoing IT operations (Days)</b>			<b>6000</b>

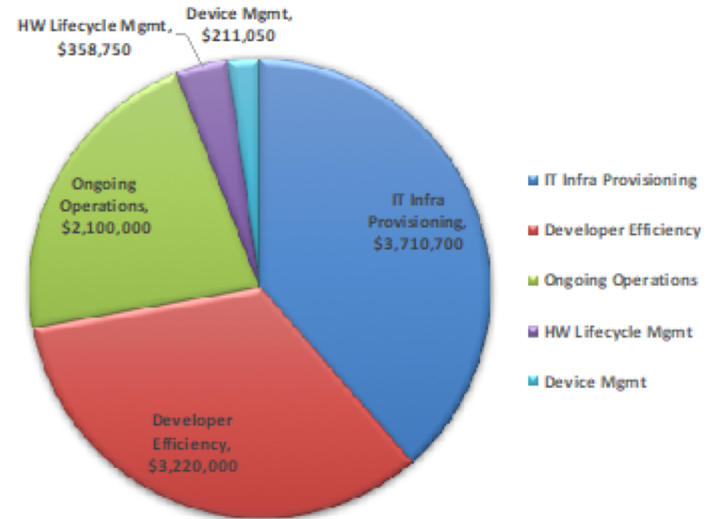
### Hardware lifecycle management for HW LB Appliances

	AVI SAVINGS	Frequency (Yr)	Yearly Days
Initial Hardware Rack-n-Stack (Days/Year)	4	201	804
Hardware operations and maintenance (Days/Year)	1	201	201
Hardware qualification (Days/Year)	20	1	20
<b>Total Time for Hardware Lifecycle management (Days/Year)</b>			<b>1025</b>

### Device management for LB Appliances

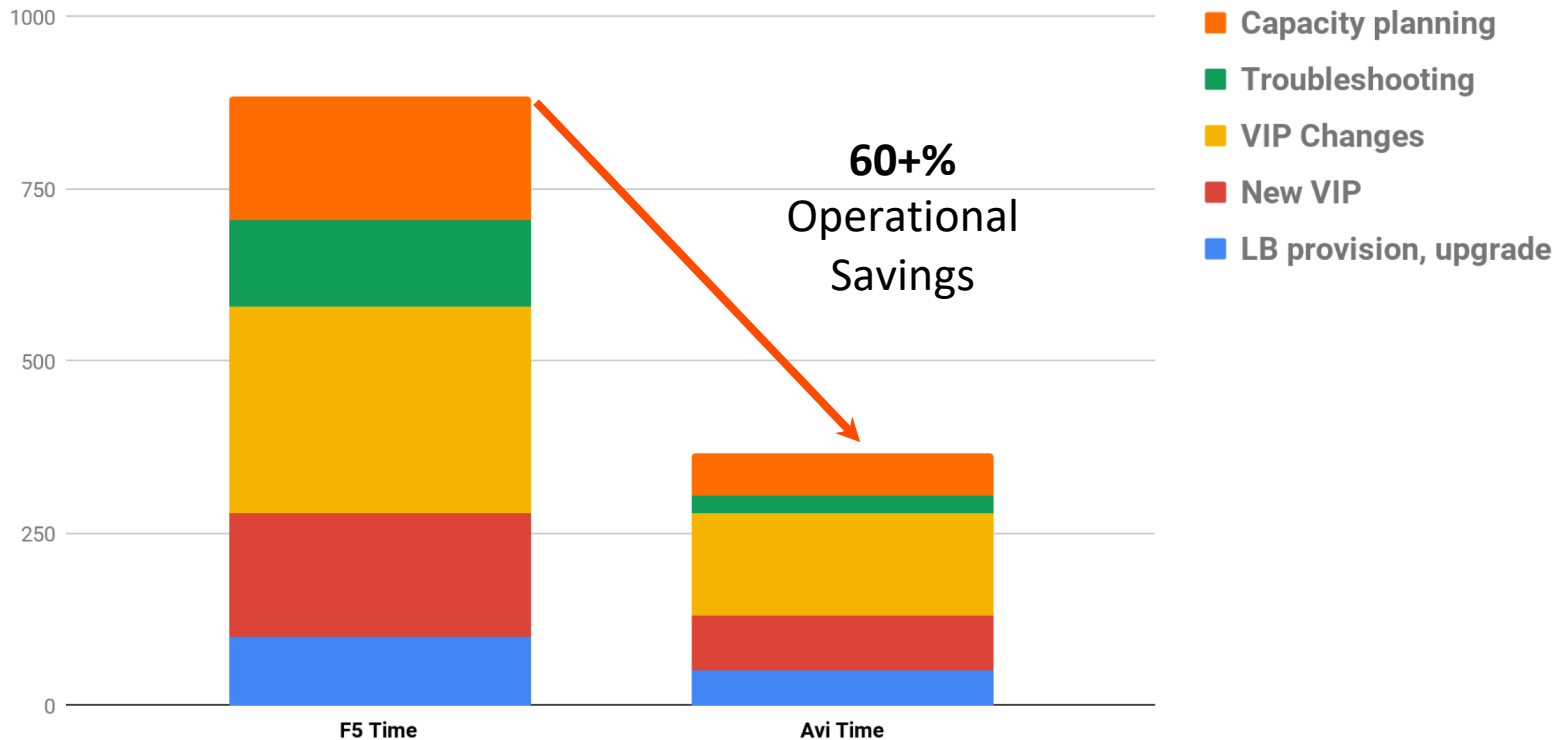
	AVI SAVINGS	Frequency (Yr)	Yearly Days
Days to upgrade/patch/maintain devices	3	201	603

Yearly Operational Savings



# Massive Operational Savings from F5 to Avi

F500 FinServ Customer - Estimate of number of days saved migrating from F5 to Avi



“Avi is completely agnostic and polyglot. It really doesn't matter which environment you want to run your applications, Avi Networks has become a key support to guide us as we get from partner for our adoption of Azure.”

- Director and Product Owner of Pacific, Deutsche Bank
- Infra Architect Cloud Operations, Symantec
- VP Product Operations Team, Adobe
- Director, Bank of New York