F500 Banking Firm Replaces F5 with Avi Reduces TCO by 74%

A Fortune 500 banking organization with more than 100,000 employees deployed Avi Networks to load balance applications in their private cloud (VMware vCenter) environment. They selected Avi Networks to automate their application deployment. The organization has achieved a total cost savings of 74% with Avi Networks.

> "Avi's goal is to deliver cloud-like elastic load balancing, application delivery and performance analytics to the enterprise, avoiding the trappings of traditional hardware appliances. The platform can dynamically grow, shrink and move capacity where it is needed – per application, regionally, for intranet and Internet and even public cloud, when we get there."
>
> **--SOLUTION ARCHITECTURE LEAD**

CHALLENGE

- Inability to automate and deliver an agile, programmable web platform
- Existing appliance-based load balancers do not align with self-service goals
- Lack of APIs for platform orchestration

THE SOLUTION

- Deployed Avi distributed load balancers with centralized declarative management
- Native integration with VMware vCenter for multitenancy and role-based controls
- Monitor application health for load balancing and failover decisions
- Achieve programmability with an API-first development approach

F5 vs. AVI NETWORKS

Legend:
- F5
- Avi 1-Yr Subscription
- Avi 3-Yr Subscription
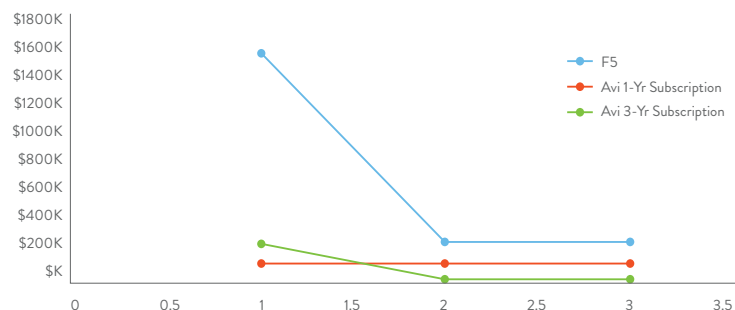
CUSTOMER ENVIRONMENT

# of load balancers	24
BIG-IP VE LTM 10G (6 pairs)	
BIG-IP 4200v LTM (4 pairs)	
Viprion 4800 (8x4300 blades) (2 pairs)	
L4 Throughput	>5 Gbps
SSL TPS	>2000 (ECC) >600 (RSA 2k)
SSL Throughput	>1 Gbps
Value of 1 IT day	$350
Value of 1 Developer	$350

RESULTS WITH AVI NETWORKS

With Avi Networks, the firm was able to achieve the following results with a cost savings of more than 74%:

- Eliminated overprovisioning with predictive autoscaling
- Enabled application owners and operations teams with self-service
- Eliminated the need to buy proprietary hardware
- Removed hardware provisioning from engineering certification and operational lifecycles

TCO BENEFITS	WITH F5	WITH AVI
PRODUCT COSTS		
Hardware Costs	$ 3,806,790	$ 0
X86 costs (for VMs)	$ 49,890	$ 305,600
Software costs	$ 0	$ 1,428,220
Professional Services	$ 1,941,450	$ 0
Product Acquisition Costs	**$ 5,798,130**	**$ 1,733,820**
OPERATIONAL COSTS		
IT time spent on provisioning and monitoring	$533,400	$ 5,400
IT time spent on operations	$131,250	$ 1,400
IT time spent on hardware lifecycle management	$32,200	$0
Developer idle time waiting for IT	$271,250	$0
Operational Costs	**$ 968,100**	**$ 6,800**
TOTAL TCO REDUCTION WITH AVI NETWORKS		**$ 5,025,610**

SUMMARY

This multinational financial services firm chose Avi Networks for L4-7 application services in their private cloud deployment. They currently deliver their internal applications to their global users using Avi's load balancing solution for their private cloud deployment today. The firm has clear plans to expand the deployment in future into a multicloud environment with consistent application services across these multiple clouds. Avi Networks enables them to achieve elastic load balancing while driving down capital and operational expenses.

ABOUT AVI NETWORKS

Avi Networks delivers public-cloud-like agility for application services beyond load balancing including deep application analytics, predictive autoscaling, and security in the data center or public cloud. The Avi Vantage Platform delivers elastic, software-defined application services on commodity x86 servers, VMs, or containers. Avi Vantage provides application services as a dynamic pool of resources that matches the automation needs of private or public cloud initiatives. Fortune 500 technology, media, and financial services companies use Avi Networks to accelerate application delivery, enable self-service for
application owners, and lower their TCO.

Learn more at www.avinetworks.com or @avinetworks