

# Financial Telecoms Company

Makes the Move to Cloud with Alkira



Serving parts of the financial services industry that are very conservative technologically, this technologically moderate company was late to the cloud. Alkira made the transition fast and smooth.

This service provider was preparing to make a big push into cloud in 2022. Partnering first with AWS, they made little progress: “We talked with AWS professional services—we worked with them for maybe six months to design and build out a cloud environment suitable for our services,” notes TITLE. “They came up with a convoluted design that actually didn’t work.” When a new corporate parent pointed network leadership at Alkira, the team were able to talk through their needs with sales engineers and work up a functioning proof-of-concept deployment in just a few hours.

Getting new leverage on WAN and cloud connectivity let the network team avoid eight new hires they had planned, to deal with networking to and in the cloud. It even allowed them to reassign twelve existing staff to other projects as the network became simpler and more reliable.

At the same time, Alkira’s ability to interconnect infrastructures, segment traffic, and handle large-scale NATting has allowed the company to handle assimilating the networks of acquired companies enormously faster. What would have taken 80 to 120 days pre-Alkira, to accommodate long lead times for private circuit provisioning plus router and firewall configuration and testing, shrank to a mere three days using IPsec to connect the acquired companies infrastructures to Alkira cloud exchange points.

*“We set up a meeting with Alkira, sat with their sales engineers, and explained what we were trying to do, and after about an hour of us explaining what we needed we [together] created a POC that mirrored what AWS should have done for us—and stood that up in a morning. Design-to-POC-setup in about 4 hours.”*

**Sr. Director,  
Network Architect**

0 cloud environments pre-Alkira  
100 cloud environments across 7 regions with Alkira

## Demographics

Staff	Midsize (250 to 2500)
Revenue	Midsize (\$300M - \$1B)
Culture	Moderate

## Benefits of Alkira



Calendar Time to Add New Clouds



FTEs Need to Manage Cloud Networks



FTEs to Manage Firewalls



Staff Time to Onboard New Partners



Firewalls Needed



Calendar Time for Network Merger



Calendar Time to Onboard New Partners