

AVI Networks®

Avi Networks

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Deutsche Bank Adopts “Everything-as-a-Service” Strategy for Applications with Avi Networks and Red Hat

BACKGROUND

Deutsche Bank provides commercial and investment banking, retail banking, transaction banking and asset and wealth management products and services to corporations, governments, institutional investors, small and medium-sized businesses, and private individuals. Deutsche Bank is Germany's leading bank, with a strong position in Europe and a significant presence in the Americas and Asia Pacific. Paul McDonald (Vice President of Community Management) and Adam Spencer (Product Owner for Fabric) both work in Engineering Services and are directly responsible for Deutsche Bank's digital transformation efforts and Platform as a Service (PaaS) modernization strategy.

Deutsche Bank



INDUSTRY

Finance

ENVIRONMENT

Red Hat OpenShift

PROBLEM

- Traditional load balancing solutions unable to support Deutsche Bank's rapid increase in scale.
- Deutsche Bank needed modern application networking that would offer integration with the cloud, low static infrastructure costs, high availability.

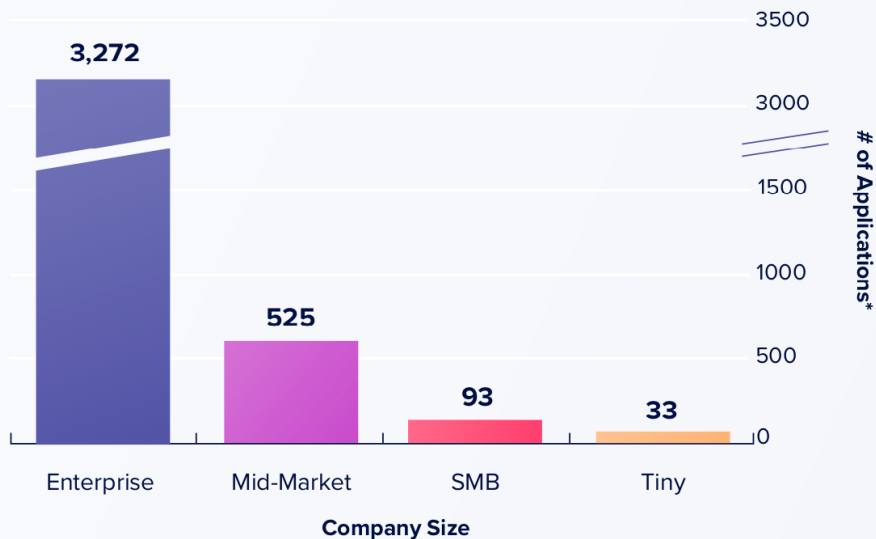
“Projects that used to take anywhere from 6 to 12 months can now take 3 weeks from inception to production.”

**ADAM SPENCER, PRODUCT
OWNER FOR FABRIC**

The Explosion of Software and Cloud Growth goes Hand in Hand

How Many Applications Do Businesses Use?

Average Number of Applications Per Company



*Cloud and on-premises applications.
Source: 2019 Intricate Cloud Market Report



Rising Customer Expectations

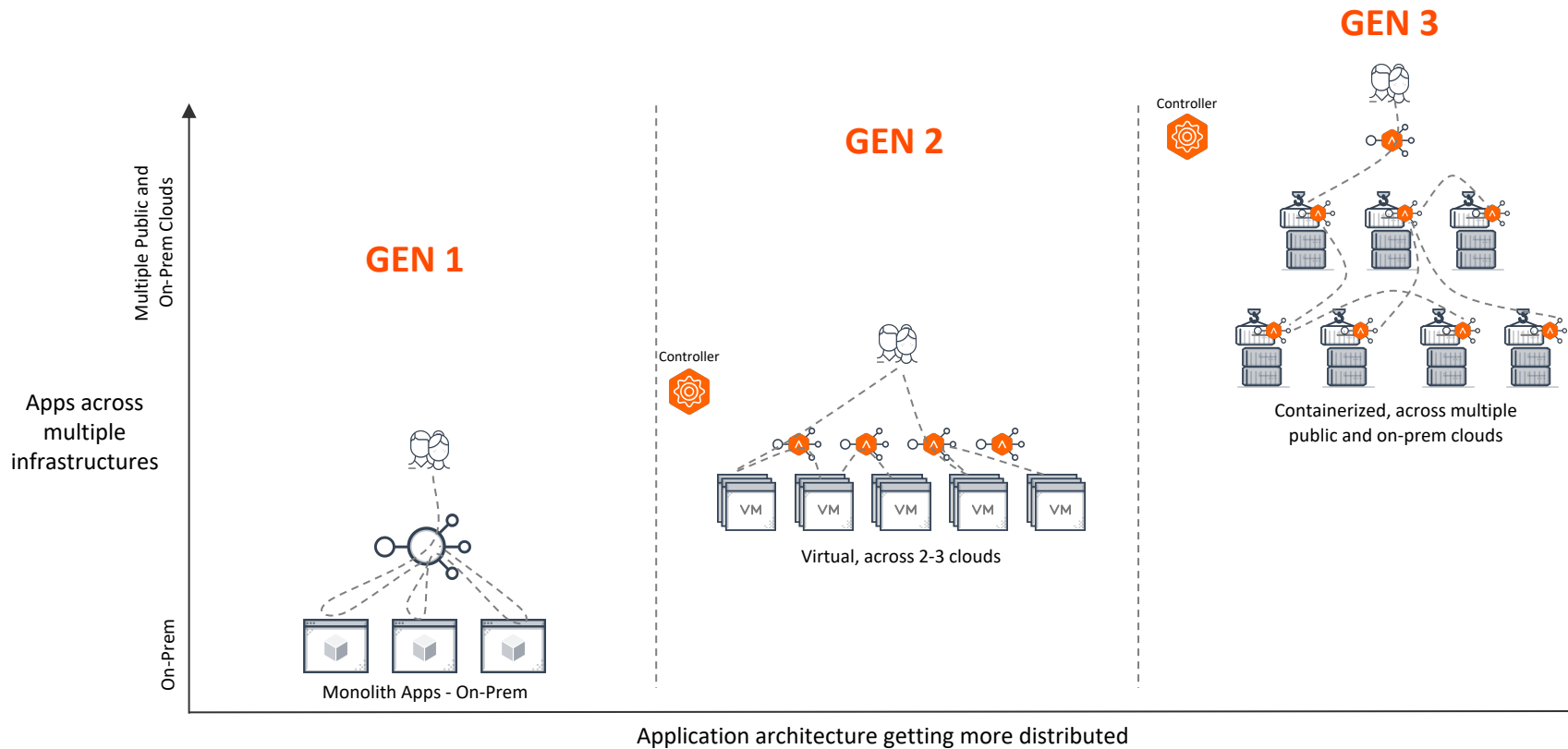


Globalization



Niche Solutions

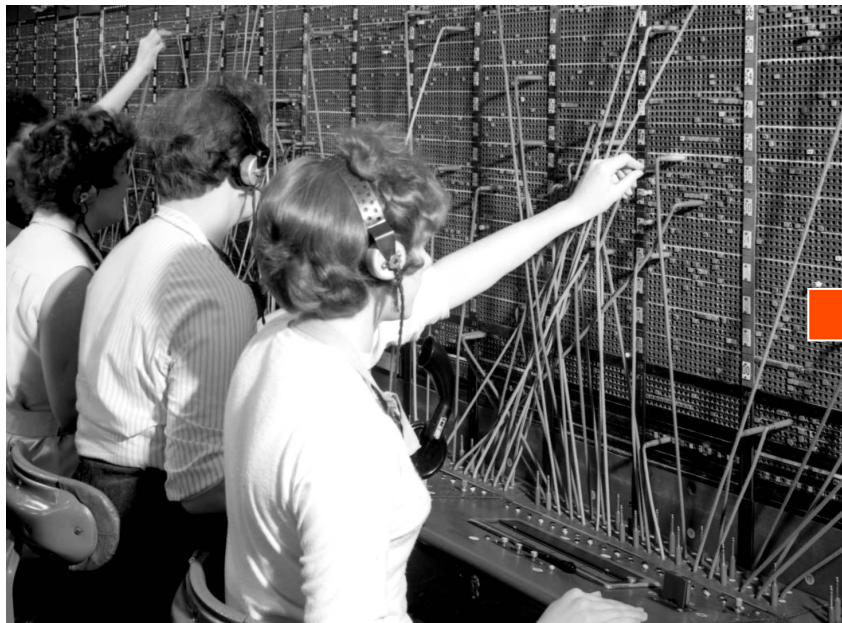
Application Evolution



Application Services Need a Generational Change

From ticket based provisioning to self-service

Manual Configuration



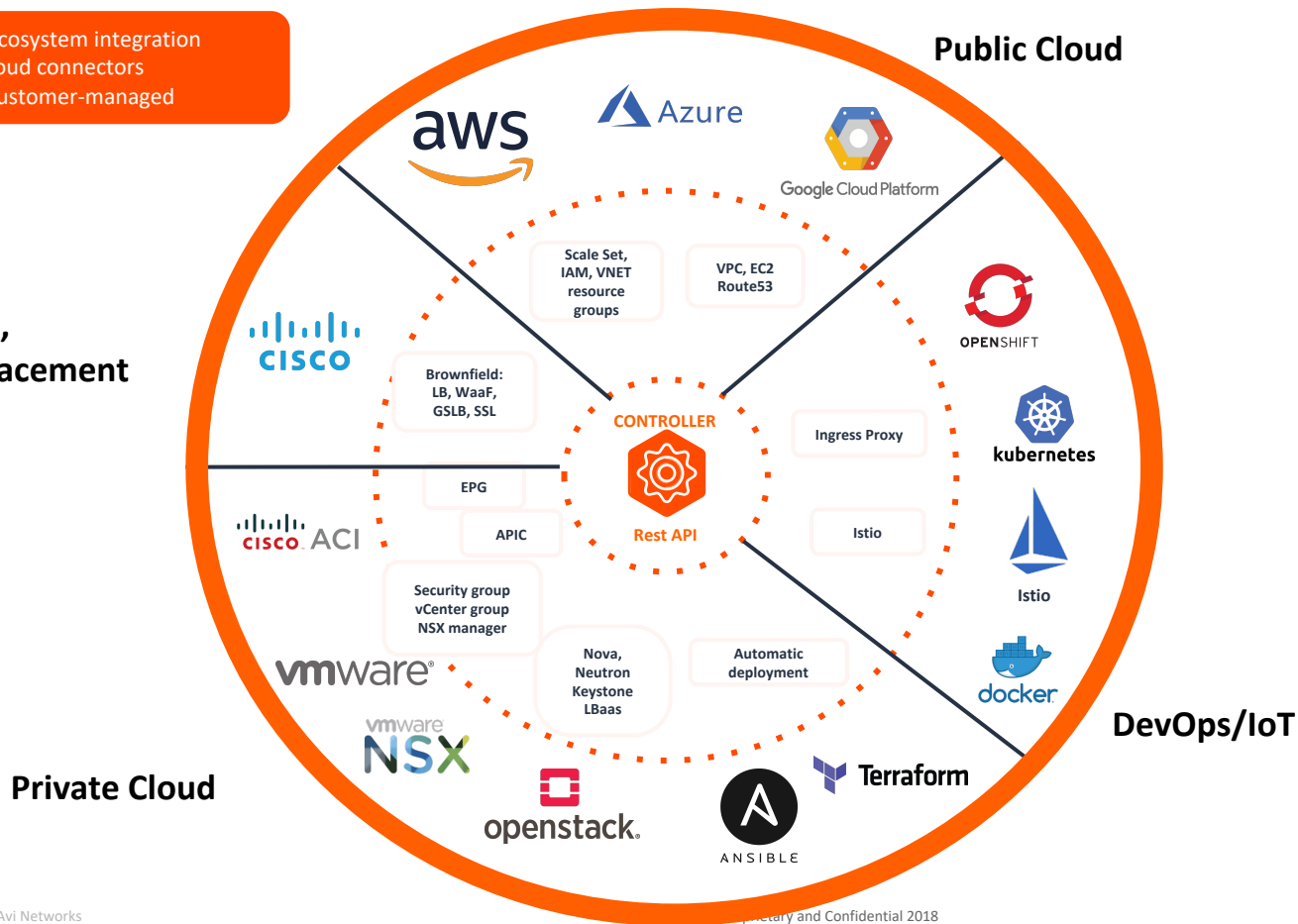
One-Click Automation



Consistent Application Services - All Apps, & Any Cloud

- Built-in ecosystem integration
- Native cloud connectors
- SaaS or customer-managed

Mode 1, LB Replacement



Software Load Balancers



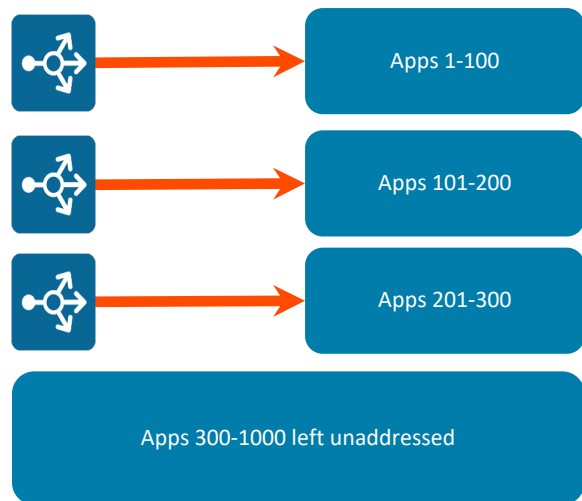
Intelligent
Web Application Firewall



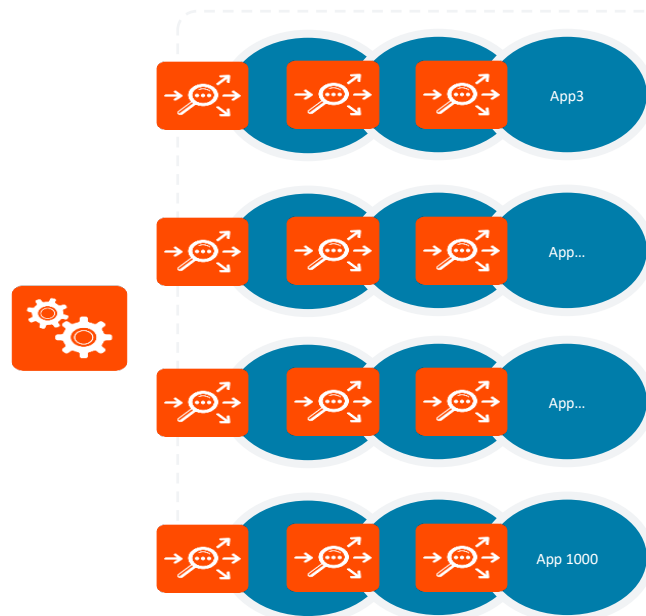
Universal Service Mesh

Enabling a “Per-Application Services” Architectural Transition

Existing Shared LB






With Avi Per-Tenant/App LBs and Self-Service



Adobe Accelerates Cloud Initiatives with Microsoft Azure

Delivering applications reliably and securely both on-premises and in the cloud

-  Migrate the Adobe Experience Cloud to Azure with enterprise-grade support
-  Deliver thousands of SSL transactions per second, and elastic scale of load balancers and app servers based on real-time traffic
-  Improve operations with app insights and central management of all load balancers

“

By reliably and securely delivering our applications, Avi Networks has become a key partner for our adoption of Azure.

”

Brandon Pulsipher
Vice President, Product Technical Operations



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
TOTAL SAVINGS			\$9,600,500

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
Total Days of Provisioning Time (Days)			10602

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
Total Developer days free to focus on innovation			9200

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
Total time saved in ongoing IT operations (Days)			6000

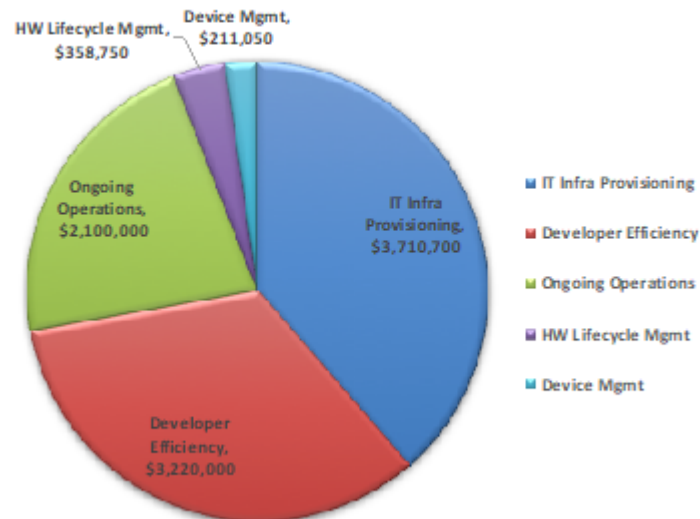
Hardware lifecycle management for HW LB Appliances

	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
Total Time for Hardware Lifecycle management (Days/Year)			1025

Device management for LB Appliances

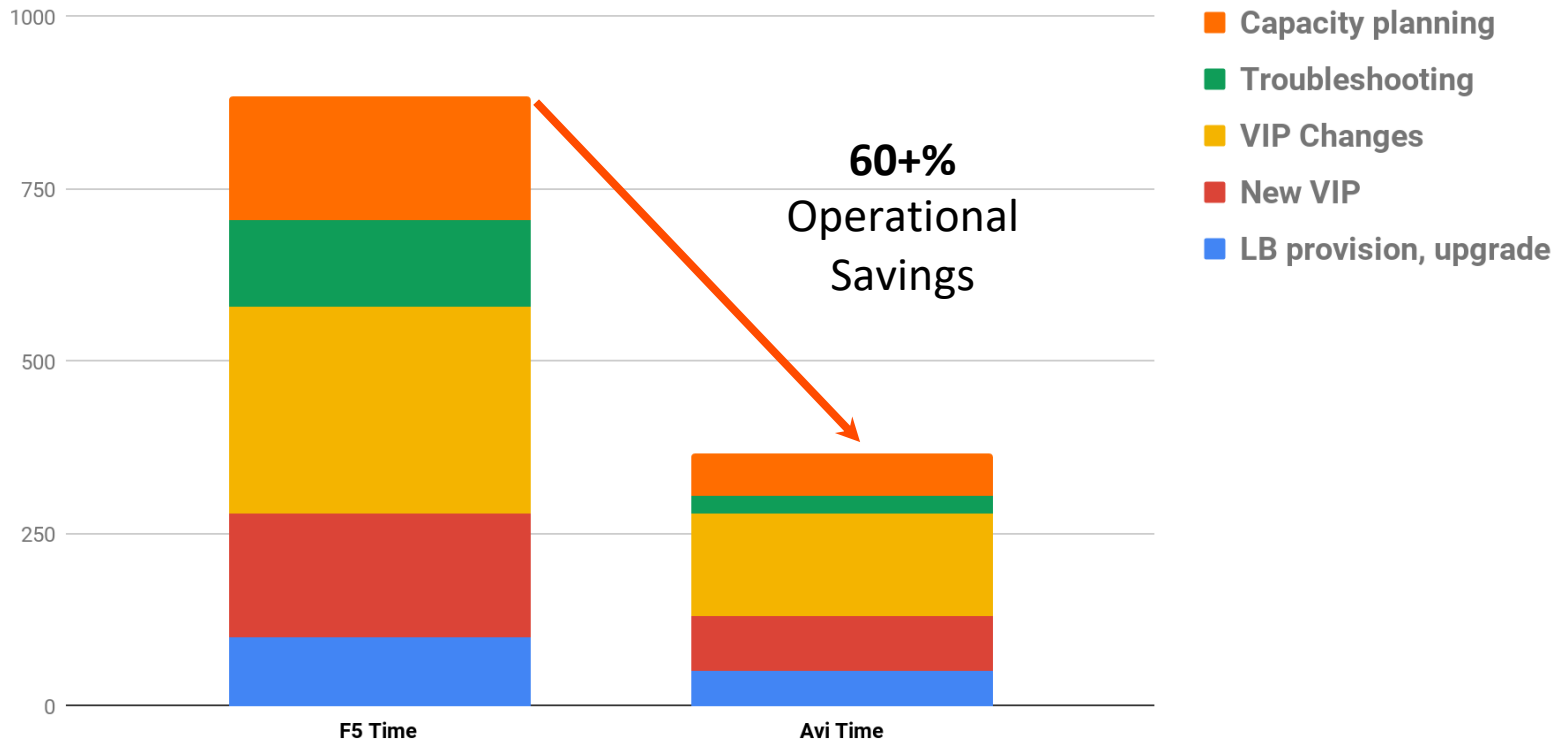
	AVI SAVINGS	Frequency (Yr)	Yearly Days
Days to upgrade/patch/maintain devices	3	201	603

Yearly Operational Savings






Massive Operational Savings from F5 to Avi

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



Swisslos Delivers Superior Online Lottery Experience

Deploying Avi Vantage for on-premises and WAF environments

-  Save 60% in total costs of operation
-  Immediately improve operations with Avi's central management console and one-click upgrades
-  Save 50% - 60% in troubleshooting time and effort.

“

There is no valid reason to provision a web application on the internet without a WAF, especially since Swisslos needs to be compliant with industry regulations and certifications.

”

Joris Vuffray

Head of Network & System Management

SWISSLOS

“Avi is completely agnostic and polyglot. It really doesn’t matter which environment you want to run, you can run Avi on it.”

—Director and Product Owner of Fabric, Deutsche Bank

“By reliably and securely delivering our applications, Avi Networks has become a key partner for our adoption of Azure.”

—VP Product Operations Team, Adobe

“I don't have to worry about being
woken up at night by the app teams that
are using Avi.”

— Infra Architect Cloud Operations, Symantec

“Spent weeks trying to get F5 to parity with Avi and can’t! Also can’t get the support to guide us like we get from Avi.”

—Director, Bank of New York

“We have reduced app deployment time
from 23 days to 30 seconds with Avi LB”

— SVP Networking, Bank of America