

MKI Verification Lab Deploys Thunder ADC to Support Japanese Companies' Expansion in Asia

Company:

Mitsui Knowledge Industry (MKI)

Industry:

Technology

Network Solution:

A10 Networks Thunder 930 ADC and Thunder 3030 ADC

Critical Issues:

- Need to launch verification service for various network environments
- Compliance with the latest standards while maintaining high stability
- Support for 10GbE networks and IPv6

Results:

- Successful launch of "Global ITO Service"
- Deployment of advanced ADCs that deliver high performance and support latest technologies
- Smooth implementation in Vietnam by flexible and generous support from A10

"A10 Thunder ADC enhances network knowledge and is optimized by A10 Networks Advanced Core Operating System, the latest in high-performance platforms. It is ideally suited to support new businesses that will be using MKI's verification laboratories, such as Cisco's Application Centric Infrastructure (Cisco ACI) and Wi-Fi-based position information analysis, as currently implemented in the laboratory in Vietnam."

Hideo Shiota

Global Business Department,
Global Business Division, MKI

In 2014, Mitsui Knowledge Industry Co., Ltd. (MKI), Japan, launched its "Global ITO Service" as an ICT-related outsourcing service in Vietnam, making it an offshore base to support Japanese companies' efforts to develop overseas. A verification laboratory, which operates in collaboration with MKI's Higashi-Nakano Advanced Technology Center in Tokyo, has also been opened in the Ho Chi Minh, Vietnam, office of Harvey Nash Group PLC ("Harvey Nash"). A10 Networks® Thunder™ ADC has been adopted as the application delivery controller (ADC) for the networks of the new verification laboratories, including Vietnam.



*Satoru Iwai, Global Business Department, Global Business Division;
Hideo Shiota, Manager Global Business Department, Global Business Division; and
Yoshiharu Takeda, General Manager, Global Business Division.*

Issue: Launch of verification service for network environments that differ between countries and regions

MKI provides the IT infrastructure and cloud services required for companies to operate their businesses, and it is expanding the international scope of its operations as Japanese companies promote development of international markets.

“MKI has offices in USA, UK and Singapore, primarily established as infrastructure support centers for Mitsui & Co., the parent company. We plan to develop IT infrastructure support and other new services at these overseas offices as well,” Yoshiharu Takeda of the Global Business Division at MKI explained the business strategy.

One of these new services is the “Global ITO Service” that recently launched in Vietnam. A laboratory was established in collaboration with the UK-based Harvey Nash Group to support Japanese companies seeking to expand their businesses in Vietnam. The main reason for selecting Vietnam is its influence as part of the China Plus One strategy¹.

Hideo Shiota of the Global Business Department within MKI’s Global Business Division commented, “There are certain issues that always confront Japanese companies that try to expand overseas, such as the difficulty in acquiring reliable information on local IT and networks, and retaining competent IT engineers locally is not easy. We aim to apply our technological expertise, leverage the engineering resources of Harvey Nash and the functionality of our recently established



laboratory to resolve those issues for customers who wish to develop overseas. We also plan to support verification of the IT infrastructure for customers at the initial stage, as international support between Japan and ASEAN (Association of South-East Asian Nations) countries has become possible through such laboratory functions despite the approximately 4,000-kilometer separation.”

IT is indispensable in the modern workplace, especially for international business. However, network circumstances differ between countries, and sometimes delays occur in connections to Japan. Understanding these circumstances in advance facilitates smoother business development.

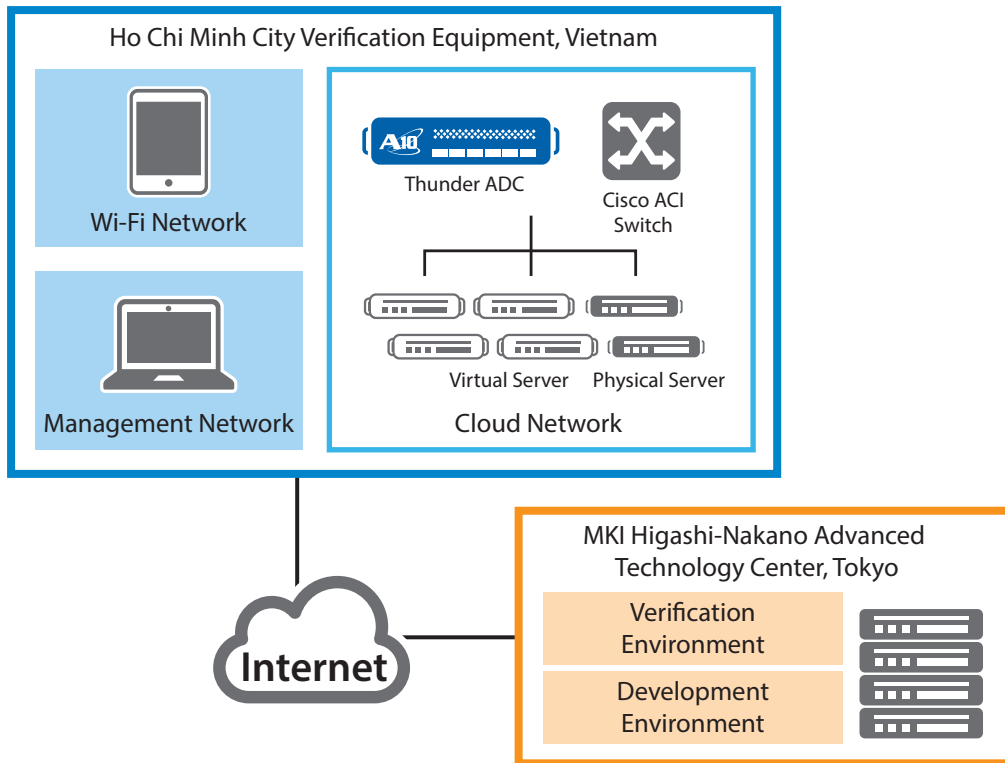


Figure 1. Overview of verification network

¹A strategy of distributed investment by setting up manufacturing sites in areas other than China in order to avoid the risks of over-dependence on manufacturing sites in China, especially for Japanese manufacturers.

Verification: Past achievements and support for the latest technology, such as 10GbE networks, IPv6 and software defined networking (SDN), are the key decision factors.

Since our newly opened laboratory in Vietnam is used to verify the business environment, it has to comply with the latest standards while maintaining high stability. Support for 10GbE networks and IPv6 is required for application delivery controllers (ADCs), as well as network equipment to be installed in the laboratory.

"After comparing several vendors' products, we selected A10 Networks Thunder ADC line of high-performance application delivery controllers. Many ADCs focus on load distribution and SSL processing, but security features will be required in the near future, too. We think that A10 Networks' solutions are well aligned with this trend, as exemplified by their powerful DDoS protection."

Satoru Iwai of the Global Business Department in MKI's Global Business Division added that they expect to be able to promote overseas development in concert with A10 Networks, K.K., A10's Japanese subsidiary managing the Asia Pacific region since 2011, as both companies expand their presence in Asia.

Mr. Shirota explained that when it selected the A10 Thunder ADC, it was a new platform that had only recently been released, but MKI was not concerned about this. The A10 Thunder Series follows on from the existing AX Series lineup, and also offers superior performance. A wealth of knowledge has been accumulated in the development of the Advanced Core Operating System (ACOS®), which is a unique OS that enables A10 Thunder Series products to run with peak functionality and performance.

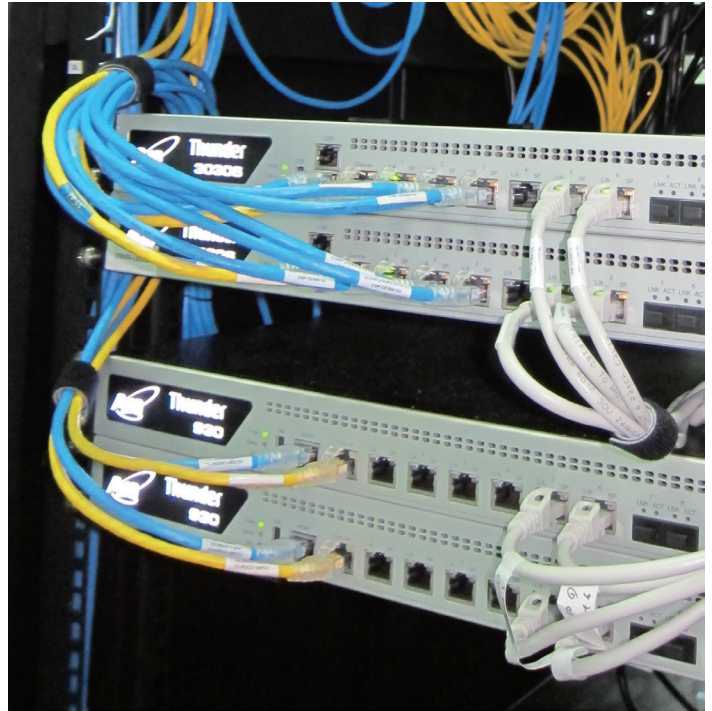
"In the first place, Global ITO is itself a new service, so we would like to use this new laboratory to showcase features of the latest equipment by actively adopting new products and technologies," he added.

Support for SDN is one of the benefits of these new technologies. A10 Networks' history of collaborating with major SDN controllers, and its compatibility with SDN technology are reasons for its selection. Verification of the SDN link between the laboratory in Vietnam and MKI's laboratory in Japan has also played an important role as an internal case study for MKI.

Benefits: Development of services through verification of the latest equipment and applications

Both the A10 Thunder 3030S ADC and Thunder 930 ADC are installed in the Vietnamese laboratory. The Thunder 3030S ADC is used for the fundamental network, while the Thunder 930 ADC is used to construct the sub-networks and simulation networks. Reflecting on the setup, Mr. Iwai commented that they had also received wide-ranging support from A10 Networks when the new laboratory was established.

"Providing training on the A10 Thunder ADCs for the local engineers working at the laboratory in Vietnam was very helpful. This instruction has enabled all of the engineers in the laboratory to master the



necessary operational skills, and acquire the A10 CE qualifications within a short period."

The fact that Japan is at the center of A10 Networks' Asia strategy also had a beneficial effect on the flexible and generous support provided. Detailed coordination was frequently orchestrated in Japan in advance to enable smooth implementation in Vietnam.

Mr. Takeda explained that they plan to verify operations of various environments such as the combination of network equipment and applications, IPv4/IPv6, and Global Server Load Balancing (GSLB) at the new laboratory. Especially, verification of Microsoft's unified communication products, which are adopted by many companies, is anticipated to represent a significant portion of the early verification tasks. Naturally, any other applications used in the customers' own environments will be verified in the same manner, at the customers' request.

He noted, "We expect this verification laboratory to help many Japanese companies expand their business into Asia. We would like network equipment vendors, such as A10 Networks, to use the laboratory's engineering resources, and ideally grow together while expanding business in Asia." He further commented on the business prospect by emphasizing that cooperation with A10 Networks will continue to be reinforced.

About Mitsui Knowledge Industry

Mitsui Knowledge Industry (MKI) was founded in 1991 and has since undergone numerous mergers to enable it to provide a wide range of ICT (Information and Communication Technology) services, not only centering on system and network construction but also extending to data center services and cloud services. As an "ICT Service Creator", MKI will create and develop unique new technologies and services for customers.

About Thunder Series Application Service Gateways

The A10 Thunder Series is A10's premium product family delivering the highest performance application networking solutions up to 150 Gbps, integrating expanded system resources to support future feature needs, and offering a broad array of physical, virtual and hybrid form factors. The Thunder Series offers a portfolio of Application Service Gateways that address a range of customer needs, including Application Delivery Controllers (ADCs), Carrier Grade Networking (CGN) and DDoS mitigation solutions.

About A10 Networks / A10 Networks, K.K.

A10 Networks (NYSE: ATEN) is a leader in application networking, providing a range of high-performance application networking solutions that help organizations ensure that their data center applications and networks remain highly available, accelerated and secure. Founded in 2004, A10 Networks is based in San Jose, California, and serves customers globally with offices worldwide. For more information, visit: www.a10networks.com.

A10 Networks, K.K. is the Japan office of A10 Networks and manages the Asia Pacific region including Japan, Taiwan and Southeast Asia. It holds a mission to deliver innovative application networking solutions, while proactively incorporating feedback and requirements from customers in local markets. For more information, visit: www.a10networks.co.jp.

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To learn more about the A10 Thunder Application Service Gateways and how it can enhance your business, contact A10 Networks at: www.a10networks.com/contact or call to talk to an A10 sales representative.