

# Box Scales Infrastructure with A10 Thunder ADC

## Critical Issues

- Predictable scalability, reliability and high throughput to manage production environment's high volume of application connections
- Product features such as active/active High Availability option (HA), the RESTful aXAPI to seamlessly integrate the ADCs into Box's production systems, and IPv6 integration
- Good price/performance ratio

## Results

- Standardized on A10 Thunder™ ADC product line for application load-balancing needs
- Stability crucial in Box's deployment; A10 staff "outstanding"
- Competitive pricing and high performance resulted in a favorable total cost of ownership

*"We always look to partner with best-of-breed infrastructure and service providers. It gives us the confidence needed to run our service at the levels our customers expect from Box. A10 Networks falls into this top category and we're pleased to standardize on A10 for our application load-balancing needs."*

**Stefan Apitz**  
SVP of Operations  
Box

Cloud content sharing and collaboration solutions from Box help people access their information from any location. This service allows teams to quickly share important information, send large files, and collaborate with both internal and external partners. Based in Silicon Valley, Box has over 25 million users and over 225,000 businesses that utilize the company's technologies to help replace FTP software, simplify file management, and accelerate team productivity.

## Scalability, High Throughput, Efficiency of Platform Crucial for Growing Infrastructure

Box, a long-time A10 Networks® customer, is expanding rapidly. The company's growth strategy includes increasing its customer base globally, expanding its presence with existing customers, targeting industry verticals, extending its sales reach through channel/strategic partners, and expanding its platform ecosystem.

To achieve these goals, Box needs to successfully manage explosive growth and increased customer demands on its network. Box already used A10's AX2100 ADCs because they delivered a high-performance solution with all required features, at a competitive price. Now the company needed to add to that.

"Our platform's infrastructure is a key component in running our business," says Stefan Apitz, SVP of Operations at Box. "We need predictable scalability, reliability and high throughput to manage our production environment's high volume of application connections."

## Why Box Chose A10 Thunder ADC

Box considered several vendors when making its purchasing decision. After careful review, the company chose the Thunder ADC product line of high-performance next-generation application delivery controllers (ADCs). A10's Advanced Core Operating System (ACOS®) was a big factor in the decision. This software brings a unique combination of shared memory accuracy and efficiency plus advanced flow processing. Critical product features such as active/active High Availability option (HA), the RESTful aXAPI to seamlessly integrate the ADCs into Box's production systems, and extensive IPv6 integration are inherent in the architecture.



“Our throughput is expected to increase significantly in the next few years,” says Apitz. “So we really need a vendor who provides solutions that will grow with us, provides advanced features, and is highly reliable. And of course we look for a good price/performance ratio. We felt that A10 met these needs, plus we already have a history experiencing their outstanding onsite and technical support.”

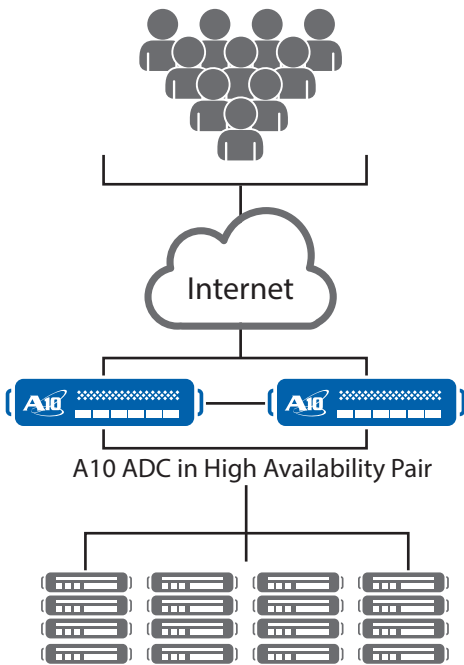


Figure 1. A10’s Thunder ADCs make applications highly available, accelerated, and secure.

## Performance, Usability and Support Add Up to Future Success

A10’s Thunder ADCs give Box the following differentiators:

- **Competitive Performance.** The Thunder Series was designed for performance. It scales HTTP requests per second (RPS) performance to over 30 million connections per second, exhibits over 190,000 SSL connections per second (CPS), and supports over 220 million SYN cookies per second for DDoS protection.
- **Ease of Deployment.** A10’s intuitive web-based GUI and industry-standard CLI provide flexible management and easy deployment. The RESTful aXAPI functionality enables Box to integrate the A10 Thunder ADCs into their production systems for custom management and monitoring of their application streams.
- **Price/Performance Advantage.** Competitive pricing and a high performance through specialized Flexible Traffic Accelerator (FTA) hardware resulting in a favorable total cost of ownership (TCO).
- **No Licensing Model Means No Budget Surprises.** A10 ADC hardware appliances and virtualized solutions include all features and performance without licenses, ensuring no budget surprises

and no need to purchase licenses during unforeseen peak loads. All innovative and advanced features are included, such as: Application acceleration and optimization, Global Server Load Balancing (GSLB), Web Application Firewall (WAF), and aFlex TCL-based scripting; also included is aXAPI, a REST-based Application Programming Interface (API) for management. In addition, annual support costs are significantly lower than those of industry competitors.

- **Exceptional Service and Support.** “Stability is key in our deployment and accessibility of A10 staff is outstanding,” says Apitz. “We appreciate their high-touch, consultative approach. We’ve gotten a lot of value from working with A10’s top-notch engineers.”

## Ready for Growth

“We always look to partner with best-of-breed infrastructure and service providers,” says Apitz. “It gives us the confidence needed to run our service at the levels our customers expect from Box. A10 Networks falls into this top category and we’re pleased to standardize on A10 for our application load-balancing needs.”

## The A10 Solution

A10’s Thunder ADC and AX Series ADCs enhance service availability and optimize network infrastructure efficiency. For management and oversight, aGalaxy® provides a consolidated interface to manage and monitor A10 devices. A10’s varied product offerings for scaling, optimization, and monitoring provide the most efficient hardware and virtual form factors, which ensure that your data center resources are used efficiently. The combination of high performance in a small form factor results in lower costs through reducing power usage, rack space consumption, and cooling requirements. For more information, visit: [www.a10networks.com/solutions/service\\_provider\\_networks\\_solutions.php](http://www.a10networks.com/solutions/service_provider_networks_solutions.php)

## About ACOS

The ACOS platform is an application networking software architecture optimized for 64-bit multi-core processor systems. In order to maximize the capabilities of these increasingly dense multi-core CPUs, ACOS implements a shared memory architecture that scales more efficiently than conventional memory management architectures, like inter-processor communications (IPC). This shared memory architecture enables A10 products to utilize these increasingly common multi-core CPUs efficiently and scale performance with increasing CPU cores, enabling ACOS-based products to process two to five times more web transactions in certain head to head product comparisons per unit of computing and memory resources, power, rack space or list price. For more information, visit: [www.a10networks.com/about/technology\\_platform\\_acos.php](http://www.a10networks.com/about/technology_platform_acos.php)

## About Box

Box provides a secure way to share content and improve collaboration on any device. Desktop, tablet or mobile. From huge corporations to mom and pop stores, Box believes technology should never limit anything you do. Businesses of any size can be more productive, inventive and powerful on Box. The company is well funded by top VC firms like Andreessen Horowitz, Draper Fisher Jurvetson and U.S. Venture Partners. Box is proud to be on Forbes' list of America's Most Promising Companies, is relied on by 225,000 businesses – including 99% of the Fortune 500 – and is the go-to product of 25 million people.

## About A10 Networks

A10 Networks 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](http://www.a10networks.com)

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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](http://www.a10networks.com/contact) or call to talk to an A10 sales representative.