



A10 LIGHTNING

APPLICATION DELIVERY SERVICE (ADS)

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Q1

What is the A10 Lightning Application Delivery Service (ADS)?

The A10 Lightning Application Delivery Service is a cloud-native solution to optimize the delivery and security of cloud-native applications and services. It provides key application services, including traffic management with advanced elastic load-balancing, application security, and analytics for applications on public, private and hybrid clouds. It is purpose-built for containers and microservices-based application architectures and elegantly integrates with DevOps processes.

Its software-defined architecture includes lightweight application delivery controllers (LADCs) that provide advanced load-balancing and Layer 7 Web security, and a multi-tenant controller that enables centralized policy management with self-provisioning, per-application analytics and orchestrates the LADCs to deliver an elastic, cloud-native solution.

Q2

How does the A10 Lightning Application Delivery Service fit with the rest of the A10 portfolio?

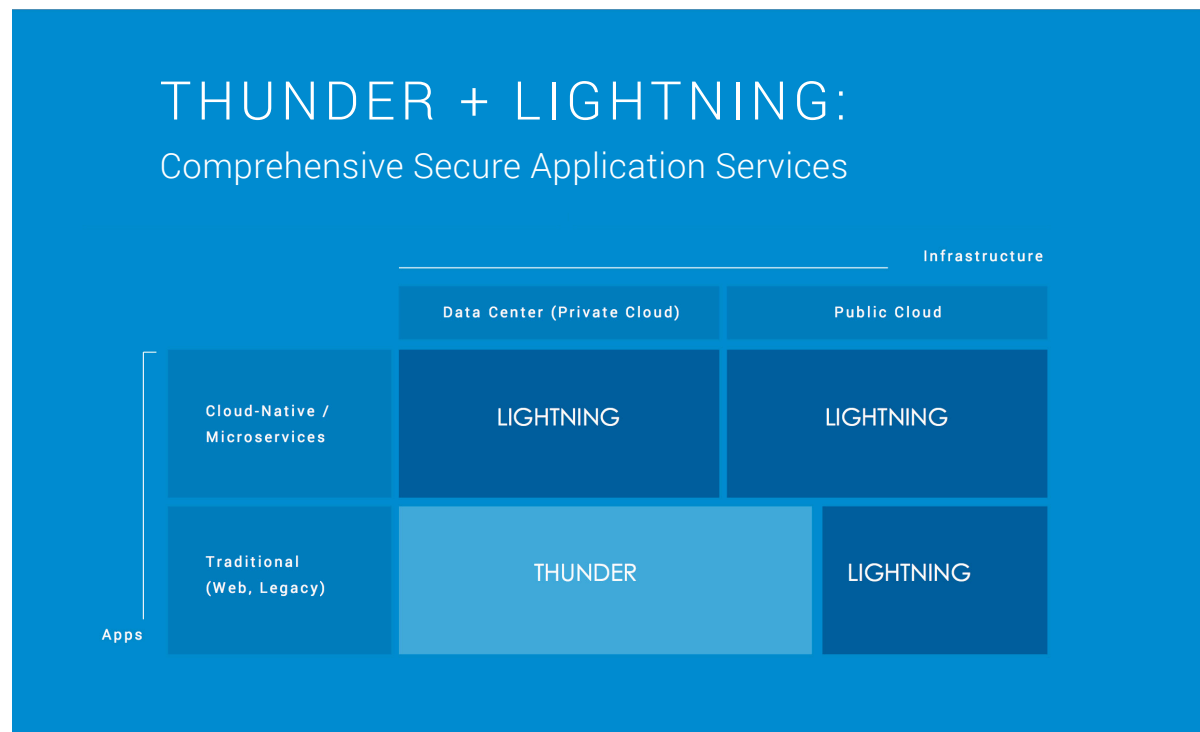
A10's portfolio includes a broad range of products that continue to thrive for data centers and virtualized data centers. With the addition of ADS, A10 will offer a comprehensive solution for public, private and hybrid cloud environments, giving A10 the most holistic solution for both traditional data centers and cloud environments.



Q3

How do I choose between A10's traditional Thunder Application Delivery Controller (ADC) and the A10 Lightning ADS?

A10 Thunder ADC and A10 Lightning ADS are complementary solutions that serve different deployment models. Data centers running traditional applications will be served by A10's existing Thunder ADC. Customers moving to public clouds or looking to build a self-provisioning private cloud will benefit from A10 Lightning ADS. In addition, A10 Lightning ADS will be targeted at new microservices or container-based applications.



Q4

What type of customers and industries can benefit from A10 Lightning ADS?

A10 Lightning ADS is relevant to service providers, Web companies and mid-to-large enterprises that are migrating applications from traditional data centers to private or public clouds. Additionally, companies creating new cloud-native applications using containers and microservices that are inherently designed for cloud will benefit from the cloud-native capabilities afforded by A10 Lightning ADS.

Q5

What key customer challenges are addressed with A10 Lightning ADS?

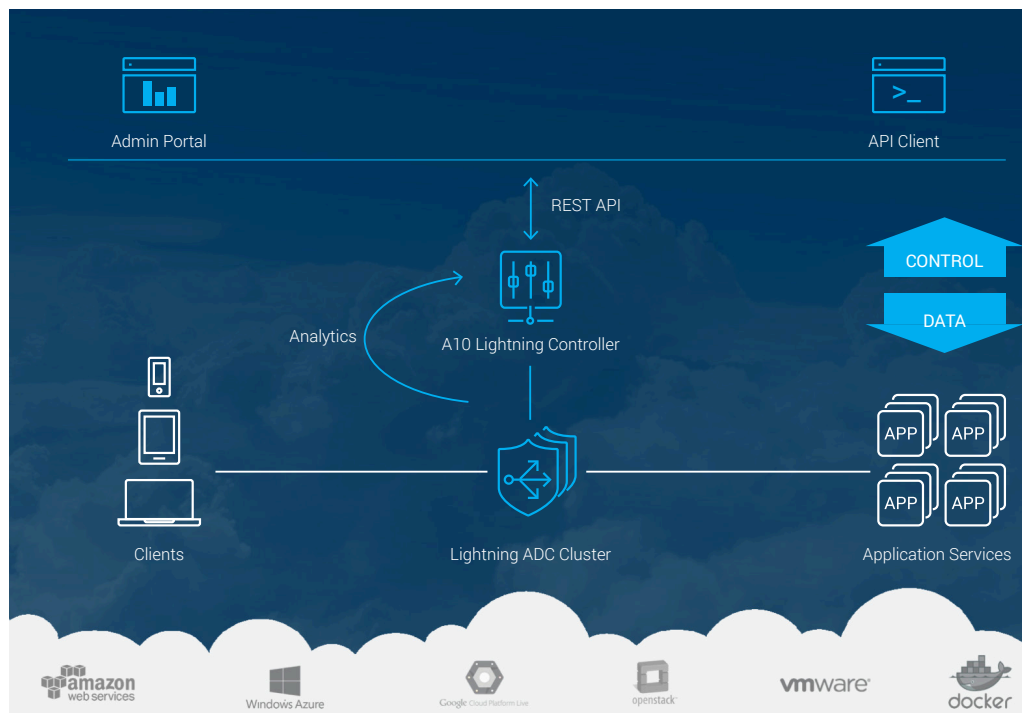
A10 Lightning ADS addresses four major customer challenges:

1. Cloud-native, elastic application delivery services;
2. deep visibility and analytics for application traffic;
3. central management policy and secure application services for applications that are spread across on-premise and cloud deployments;
4. efficiency and agility of application teams.

Q6

What do you mean by 'software-defined'?

A10 Lightning ADS was architected with separate control and data planes to provide greater flexibility and agility to DevOps teams, while retaining centralized policy configuration for network administrators. The A10 Lightning Controller is part of the control plane and includes centralized services policies, a robust analytics engine, and a self-service portal for enterprise IT and security professionals. The A10 Lightning ADC is part of the data plane and enables application-level traffic management, security and analytics for DevOps.



Q7

What do you mean by 'cloud-native'?

Most ADCs are delivered as hardware or software appliances and intended for on-premise environments to manage traditional application workloads. Many are now being retrofitted to accept cloud traffic loads. Cloud-native describes the patterns of high-performing organizations delivering software faster, consistently and reliably at scale.

A10 Lightning ADS was purpose-built to be cloud-native itself to meet the needs of cloud-native applications. Typically, cloud-native apps:

- Use an elastic infrastructure
- Need to provision instances of themselves through an API
- Must be able to scale up and down at a rapid rate, with the ability to offer hundreds or thousands of instances
- Are autonomic in nature, with the ability to detect and work around failures; if one or more nodes are lost, new nodes are spun up extremely quickly
- Employ a pricing and business model that is based on consumption, rather than the number of instances

Because A10 Lightning ADS is cloud-native, customers can easily and cost-effectively manage public or hybrid cloud deployments, as well as microservices and containers, without sacrificing the depth of features required to effectively manage sophisticated applications.

Q8

Does A10 Lightning ADS support application workloads that are spread across multiple clouds?

Yes. A10 Lightning ADS enables organizations to seamlessly manage and maintain heterogeneous workloads residing on-premise or in multiple clouds, with centralized policy management and visibility across those hybrid environments. This is true even if the clouds are on different platforms (e.g., development is on an AWS cloud and production is on an Azure cloud).

Q9

What cloud platforms does A10 Lightning ADS support?

A10 Lightning ADS can be run natively on Amazon Web Services (AWS) and Microsoft Azure, or can run within a container architecture on any cloud platform that supports Docker containers. In the first half of 2017, we will add native support for the Google Cloud Platform, VMware and other platforms, providing organizations with the freedom to choose any cloud platform based on their needs and preferences.

Q10

Are there any advantages to running A10 Lightning ADS natively, versus within a container architecture?

A key advantage of running A10 Lightning ADS natively on a cloud platform is that it provides the ability to elastically load-balance application workloads. Outside of this capability, running A10 Lightning ADS natively or within a container architecture will deliver the same capabilities, including security and analytics.

Q11

Is A10 Lightning ADS software that I install at my site, or is it a cloud service that I point to?

A10 Lightning ADS consists of two components: the A10 Lightning Controller is cloud-based software available as a service, hosted and managed by A10 Networks; the A10 Lightning ADC is software that is installed inside the customer's own infrastructure in public or private clouds, or in traditional data centers.

Once customers obtain an account on the controller, they can start utilizing elastic application load-balancing, as well as security and analytics capabilities, within a few minutes. Once the lightweight ADCs are installed, the controller can be used to manage them, as well.

Q12

Does A10 Lightning ADS work with on-premise deployments?

Yes. A10 Lightning ADS maximizes deployment flexibility with the ability to seamlessly manage and maintain heterogeneous workloads residing on-premise or in multiple clouds, while maintaining common policies and attributes.

Q13

Do DevTest and production implementations need to be on the same type of cloud instance?

No. A10 Lightning ADS is a multi-cloud offering and enables development testing to occur on-premise or in the cloud, with production in another cloud, even if the clouds are different platforms. This is implemented while concurrently maintaining common policies and attributes.

Q14

Does A10 Lightning ADS support disaster recovery implementations?

Yes. A10 Lightning ADS supports disaster recovery requirements by enabling production to reside in one cloud, with the disaster recovery site in another, even if the clouds are different platforms.

Q15

Does A10 Lightning ADS support centralized policy management across multiple clouds?

Yes. The A10 Lightning ADS multi-tenant controller lives in the cloud and is capable of delivering centralized policy management across your entire application infrastructure. This includes multiple clouds on different platforms, on-premise deployments or any combination of these.

Q16

Does A10 Lightning ADS integrate with DevOps processes and tools?

Yes. A10 Lightning ADS is API-driven, so it elegantly integrates with DevOps processes and tools, including Chef, Puppet and Ansible, as well as code deployment tools like Jenkins. This allows A10 Lightning ADS to fit in nicely with a customer's existing DevOps and automation workflows and processes.

Q17

Does A10 Lightning ADS support containers?

Yes. The A10 Lightning ADC component is purpose-built for containers and microservices-based application architectures. It is available in a Docker container format.

Q18

Does A10 Lightning ADS leverage any open-source initiatives?

Yes. A10 Lightning ADS leverages NGINX and MODSecurity, as well as the community to provide a packaged, supported offering that also contains advanced features.

Q19

Does A10 Lightning ADS run on OpenStack?

Yes. The A10 Lightning ADC component can be run as a container on top of OpenStack. Tighter integration with OpenStack will be pursued depending on the adoption growth of OpenStack in the enterprise.

Q20

When will A10 Lightning ADS be available?

A10 Lightning ADS is currently available throughout North America and the Asia Pacific Region (excluding China). In the first half of 2017, we will make it available globally.

Q21

How is A10 Lightning ADS priced?

Pricing for A10 Lightning ADS is based on a consumption model, and is measured using three criteria:

1. whether the basic or professional edition of A10 Lightning ADS is used;
2. the size of the applications or services, as measured by the number of fully qualified domain names (FQDN) they utilize; and
3. the number of requests per day.