

F5 Take-out: Switch to A10

Bundles



Reliable Security Always™

Three Bundles to Target the F5 Install Base



Entry Level Hardware Upgrade

Thunder 1040S
Harmony Controller
Gold Support (1 year)
Prof. Services (8 hours)
Training (20 credits)



Hardware & Software Upgrade

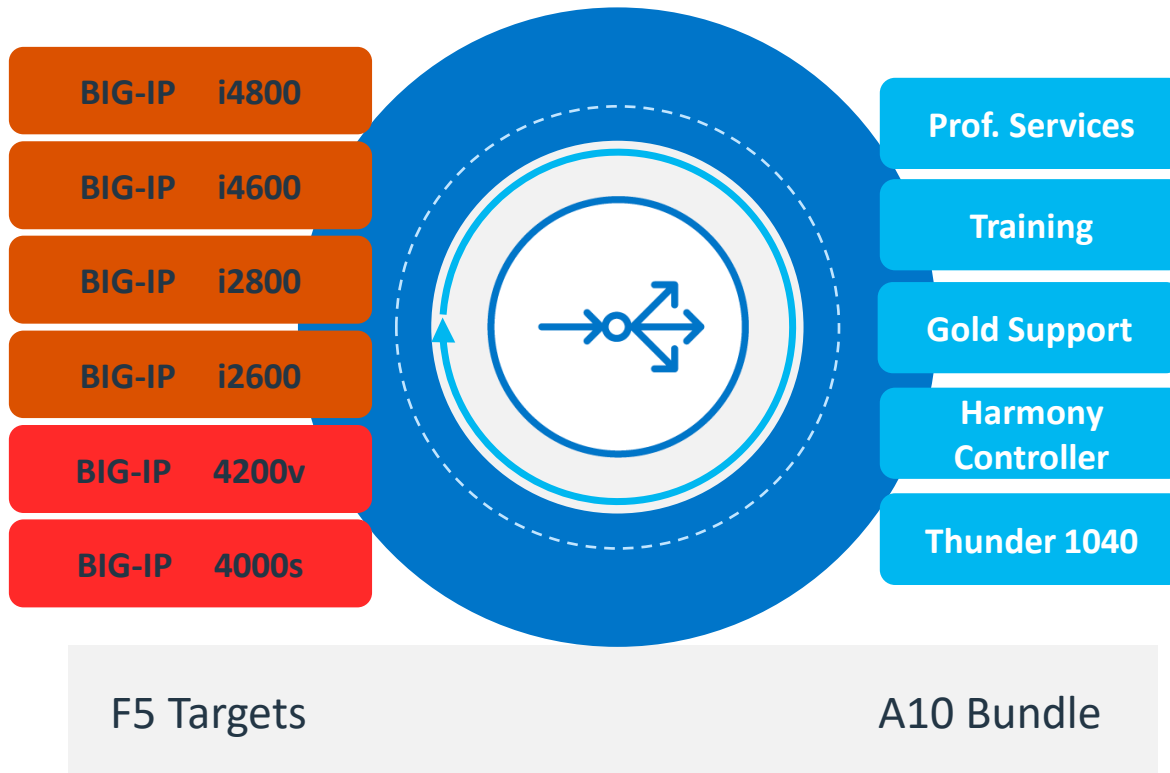
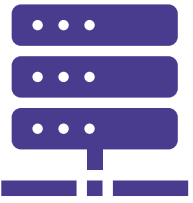
Thunder 3350S OR
Thunder 3040
FlexPool License (10G)
Harmony Controller
Gold Support (1 year)
Prof. Services (8 hours)
Training (20 credits)



Software Upgrade

FlexPool License (10G)
Harmony Controller
Gold Support (1 year)
Prof. Services (8 hours)
Training (20 credits)

Entry Level Hardware Upgrade Bundle Overview



Target

- High-volume segment
- F5 Expensive: Bought into Best bundle, use 20% capability, renewal expensive
- F5 Fatigue: Support issues

Technical Advantages

- EOL: 4000s/4200v – End-of-Life (4/2018), End-of-Support (4/2020)
- Upgrade: Better hardware (CPU, Memory, network 1/10G port density)
- Performance: Highest performing SSL in the segment & TLS 1.3 support

Business Advantages

- Future Proof: Upgrade hardware (4+ years shelf life)
- Less than half the cost of an F5 Refresh
- Bundle is over 20% off regular A10 list price

Entry Level Hardware Upgrade Bundle Comparison

A10 Thunder 1040S vs. F5 Big-IP i4600



Over 2X TLS/SSL Performance

\$1.79 v \$12.89 per transaction (10x)



65% Less Cost*

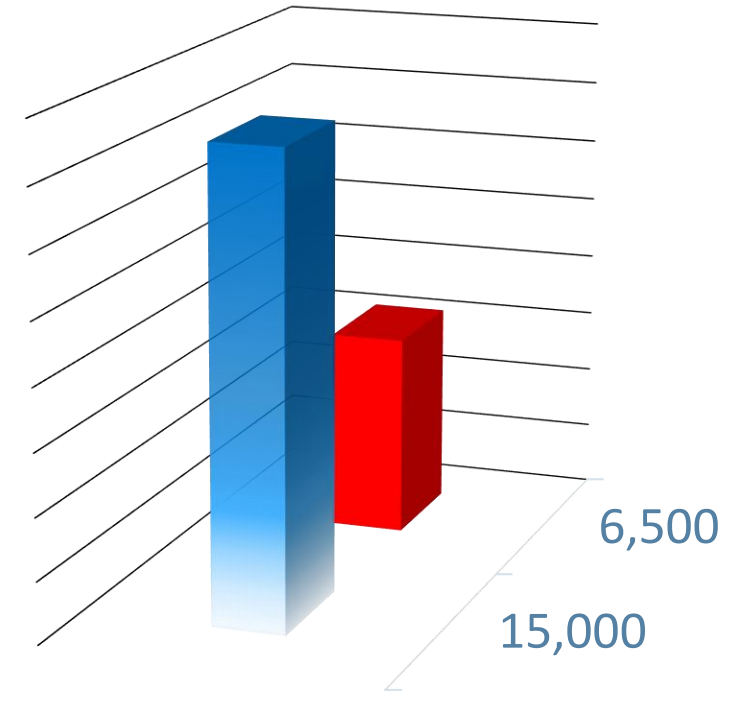
\$26,995 v \$83,793



All-inclusive ADC License

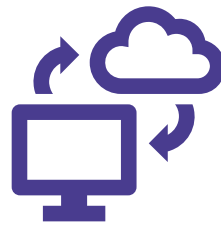
Dump **Expensive**, **More Expensive**, & **Most Expensive** Licensing

SSL TPS A10: 130% Greater



Thunder 1040 QAT
BIG-IP i4600 ('Best')

Mid-range Hardware & Software Upgrade Bundle



Target

- F5 Expensive: Bought into Best bundle, use 20% capability, renewal expensive
- F5 Fatigue: Support issues
- Software: Trying software (lift & shift)

Technical Advantages

- EOL: 5xxx – End-of-Life (4/2018), End-of-Support (4/2020)
- Upgrade: Better hardware (CPU, Memory, network 1/10/25/40G ports)
- Performance: Highest performing SSL in the segment & TLS 1.3 support

Business Advantages

- Future Proof: Upgrade hardware (4+ years shelf life)
- Bundle is over 20% off regular A10 list price

A10 Thunder 3040S vs BIG-IP i4800 Comparison



2X TLS/SSL Performance

\$1.45 v \$6.30 per transaction (5x)



54% Less Cost

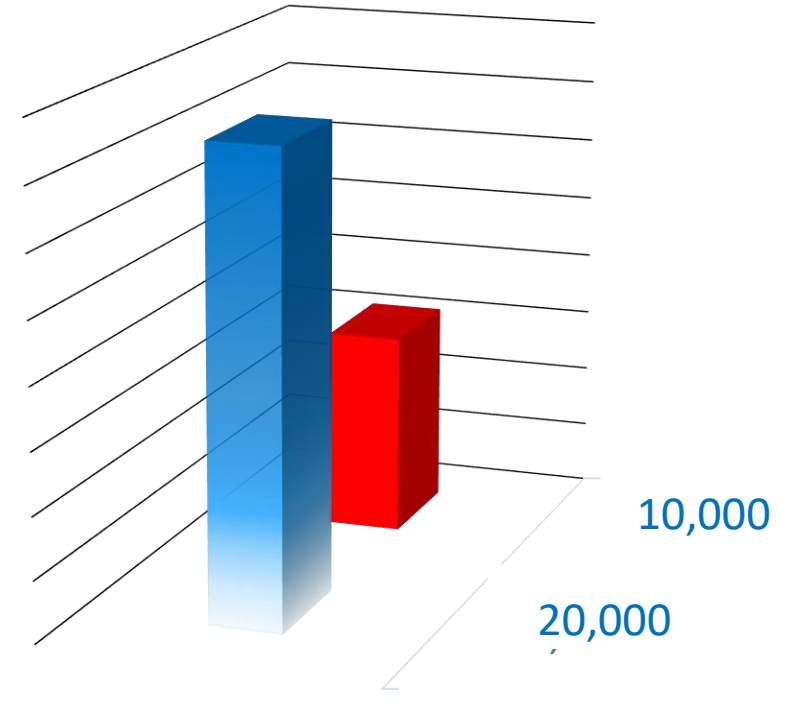
\$28,995 v \$62,995



All-inclusive ADC License

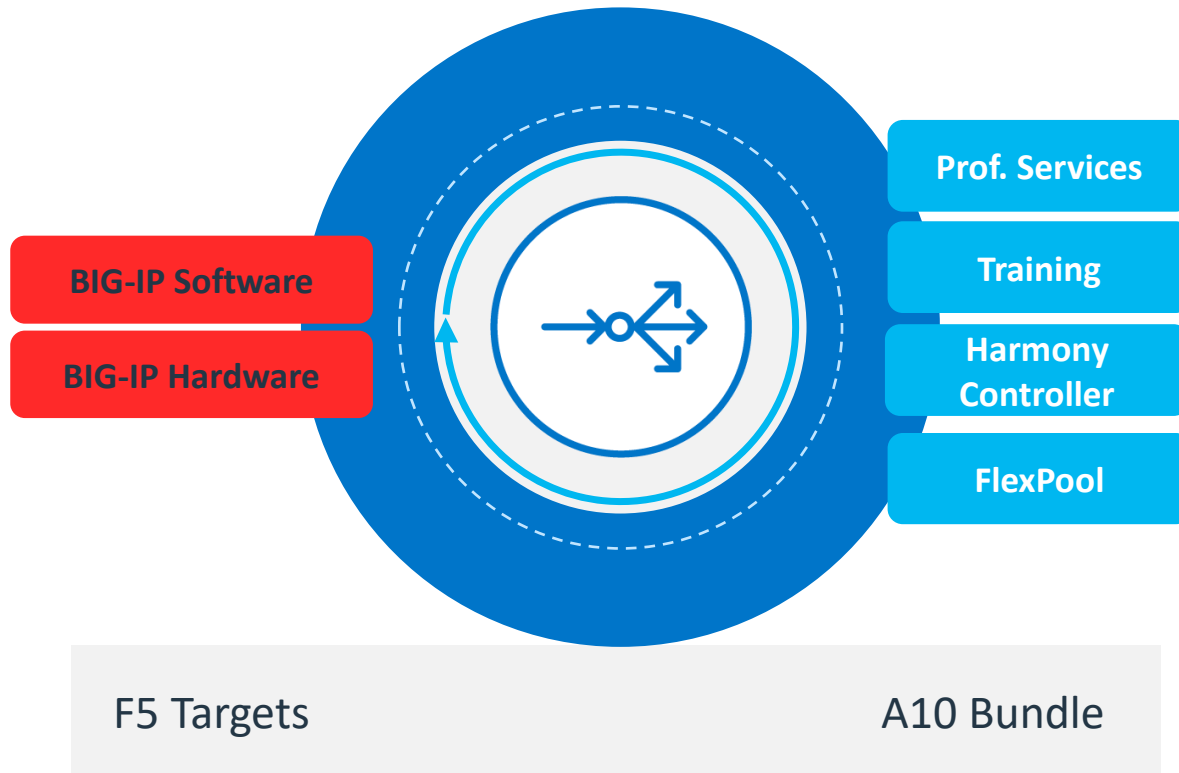
Dump Expensive, More Expensive, & Most Expensive Licensing

SSL TPS A10: 100% Greater



Thunder 3040
BIG-IP i4800 ('Best')

Software Upgrade Bundle



Target

- Customers upgrading to software and/or Cloud from hardware

Technical Advantages

- Software: Virtual, Bare Metal & *Containers* options
- Broad Ecosystem: Multi-Cloud & SDN/NFV Integrations
- DevOps: DevOps Support with Ansible, Terraform & SaltStack
- Performance: Performance edge over F5

Business Advantages

- FlexPool: Flexible licensing for Multi-Cloud
- Portable license, on-prem software or cloud
- Not hardware dependent, future Multi-cloud ready

Software Upgrade Bundle



- Simple 1 SKU ordering
- Available now for Virtual and Bare Metal
 - Broad support across Kubernetes, VMware, OpenStack, Cisco, Nutanix, AWS, Oracle Cloud and Azure
 - Thunder Containers Q4
- Online training
 - Must be completed in 90 days or be forfeited
- Remote Profession Services, 8 hours
 - Option to buy more with regular SKUs
 - Must completed in 90 days or be forfeited
- Renewals use regular support and product SKUs

FLEXPOOL_10G_BDL Bundle	Description
TH-FP-10GBPS-STD-1YR-BDL-ADC	Thunder ADC Software FlexPool 10 Gbps Standard Level - 1 Year Subscription Bundle with Support
HC-SW-1YR-250GBPS-5UNIT-BDL	1 Year Subscription to Harmony Controller Software with Gold Support; 5 Thunder instances; 250 Gbps aggregate Managed Bandwidth Units of Thunder
TRAINING-CREDIT-NA (20 Credits)	Online training
PS-HOURLY-REMOTE (8 Hours)	Remote delivery. 8-hours

F5 Product Mapping- Big-IP to Thunder ADC

VTHUNDER AND BARE METAL 200 Mbps – 100 Gbps versions			BIG-IP LTM VE 25 Mbps – 10 Gbps versions			
Thunder 940  240K L4 CPS 10 Gbps	Thunder 1040S  450K L4 CPS 20 Gbps	BIG-IP 2000s 	BIG-IP 2200s 	BIG-IP i2600/i2800 	BIG-IP 4200v 	
Thunder 3040S  750K L4 CPS 30 Gbps	Thunder 3350  1.2M L4 CPS 40 Gbps	BIG-IP i4600/i4800 	BIG-IP 5250v 	BIG-IP 7050s 	BIG-IP 7250v 	
Thunder 3430(S)  2.5M L4 CPS 42 Gbps	Thunder 4440(S)  2.9M L4 CPS 80 Gbps	BIG-IP i5600/i5800 	BIG-IP i5820-DF 	BIG-IP 7820-DF 	BIG-IP i7600/i7800 	
Thunder 5330(S)  3.1M L4 CPS 78 Gbps	Thunder 5440(S)  4M L4 CPS 100 Gbps	Thunder 5840(S)  6.2M L4 CPS 115 Gbps	BIG-IP i11400-DS 	BIG-IP i11600-DS 	BIG-IP 10350v 	BIG-IP i11800-DS 
Thunder 6440(S)  5.5M L4 CPS 150 Gbps	Thunder 6435(S)  7.1M L4 CPS 150 Gbps	Thunder 7440(S)  10.5M L4 CPS 220 Gbps	BIG-IP i15600/i15800 	VIPRION 2400 	VIPRION 4480 	VIPRION 4800 

aVCS available for clustering up to 8 Thunder Series models as a virtual chassis

Thank You



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