# Dossier: A10 SYSTEMS INC

## SBIR Award Details

**Award Title:** N/A

**Amount:** $1,996,287.56

**Award Date:** 2024-09-09

**Branch:** ARMY

## AI-Generated Intelligence Summary

**Company Overview:**

A10 Networks, Inc. provides secure application services for on-premises, multi-cloud, and edge-cloud environments. The company's primary business revolves around application delivery controllers (ADCs), distributed denial-of-service (DDoS) protection, carrier-grade network address translation (CGNAT), and security solutions. Their core mission is to help organizations build and secure digital services, ensuring application availability, performance, and security while reducing infrastructure costs and complexity. Their unique value proposition lies in their ability to provide a comprehensive and integrated suite of solutions that span network and security functions, enabling customers to consolidate vendors and simplify operations. They aim to solve the challenges associated with modern application architectures, including the increasing demands for scalability, security, and multi-cloud deployment.

**Technology Focus:**

* Thunder ADC:\*\* A high-performance application delivery controller providing load balancing, acceleration, and security features. Offers up to 450 Gbps of throughput and supports various deployment models including hardware appliances, virtual appliances, and cloud-based deployments.
* Thunder Threat Protection System (TPS):\*\* A DDoS mitigation solution protecting against volumetric, protocol, and application-layer attacks. Uses machine learning and threat intelligence to automatically detect and mitigate threats. Offers up to 650 Gbps of mitigation capacity.

**Recent Developments & Traction:**

* February 2023:\*\* Announced integration with VMware NSX Advanced Load Balancer to automate application delivery across VMware environments.
* Q3 2023:\*\* Reported revenue of $65.8 million, up 6.4% year-over-year, driven by strong demand for security solutions.
* Continued focus on zero trust architecture:\*\* A10 highlighted its commitment to implementing zero trust architecture in its solutions to provide robust security in an increasingly complex threat landscape.

**Leadership & Team:**

* Dhrupad Trivedi (President and CEO):\*\* Holds prior executive leadership positions at Belden Inc. and served as a Senior Partner at McKinsey & Company.
* Matthew Price (CFO):\*\* Experience includes financial leadership roles at technology companies like Juniper Networks and Fortinet.

**Competitive Landscape:**

* F5 Networks:\*\* A major competitor in the application delivery controller market. A10 differentiates itself by providing a more cost-effective and integrated suite of solutions, with a strong focus on security.
* Radware:\*\* Competes primarily in DDoS protection and application security. A10's key differentiator is its wider portfolio covering both ADC and security functions, providing a more consolidated solution for customers.

**Sources:**

1. [https://www.a10networks.com/](https://www.a10networks.com/)

2. [https://investors.a10networks.com/](https://investors.a10networks.com/)

3. [https://www.globenewswire.com/news-release/2023/11/02/2774594/0/en/A10-Networks-Reports-Third-Quarter-2023-Financial-Results.html](https://www.globenewswire.com/news-release/2023/11/02/2774594/0/en/A10-Networks-Reports-Third-Quarter-2023-Financial-Results.html)

4. [https://www.crn.com/news/networking/a10-networks-unveils-integration-with-vmware-nsx-advanced-load-balancer](https://www.crn.com/news/networking/a10-networks-unveils-integration-with-vmware-nsx-advanced-load-balancer)