KADEO
CASE STUDY

By using Stax, Kadeo can focus on helping their customers grow, knowing the technical foundations are managed securely by Stax.

STAX

kadeo

Key Points

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With Stax, I can deploy new environments in hours versus weeks and feel confident

they're being built correctly, in alignment with the AWS Well-Architected Framework.

It's like having a DevOps team only when I need them, and not paying for them when I don't.

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Shaun Deans, Founder, Kadeo.

The Challenge

Kadeo operates a lean business model and needed a solution that would enable it to scale quickly and securely.

Building its own solution would have been a costly and risky exercise for Kadeo.

Kadeo services customers in highly regulated industries and needed a solution that could help keep them secure and meet any potential audit requirements down the track.

The Stax Solution

Stax's sophisticated provisioning and assurance technologies gave Kadeo the ease of accessing AWS applications as needed.

Stax's collaborative pre-sales and account teams helped Kadeo quantify the value of buying a cloud management platform instead of spending time building bespoke environments for each customer.

Stax delivered a customer-centric approach, with a dedicated customer success team that provided value above and beyond what can be self-serviced.

The Results

Kadeo has been able to spin up new environments in hours, not weeks, without significant upfront costs and investment in time.

Stax's ongoing evergreen foundations mean Kadeo can ensure its systems and its customers' systems are always up to date.

Kadeo is able to deliver superior customer service now that its team can focus on customers rather than building technical foundations.

Kadeo has the flexibility to shape the business structure how it sees fit without the restraint of a code-heavy technology stack.
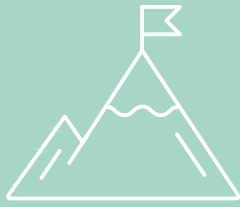
About Kadeo

Established in 2007, Kadeo is an IT consultancy based in Sydney, Australia.

Founded by Shaun Deans, Kadeo is helping customers overcome their 'wicked' technology problems by delivering bespoke cloud solutions.

The born-in-the-cloud company predominantly assists customers in the financial sector, such as cryptocurrency and fintech firms, as well as in telecommunications and ASX-listed companies, in delivering and adopting Amazon Web Services (AWS) solutions, without the headache of shifting off legacy systems and complex contracts.

The Challenge

Kadeo operates a lean business model to build out its products and teams, including partnering with specialists who are experts in fields in which the company services. While this enables the business to keep operating costs down, it also means resources need to be carefully managed.

Taking this into consideration, Deans was faced with the decision of whether to take a do-it-yourself approach or purchase an all-in-one cloud solution that would enable Kadeo to avoid the undifferentiated heavy lifting required to build the business' technical, yet critical foundation, and instead free up time to grow the business and assist customers.

Furthermore, if Deans chose to DIY, it would have meant that any code would have to be reworked if any changes down the track were to occur – a potentially time-consuming exercise.

The decision for Deans was a no-brainer and led Kadeo to approach Stax in September 2021.
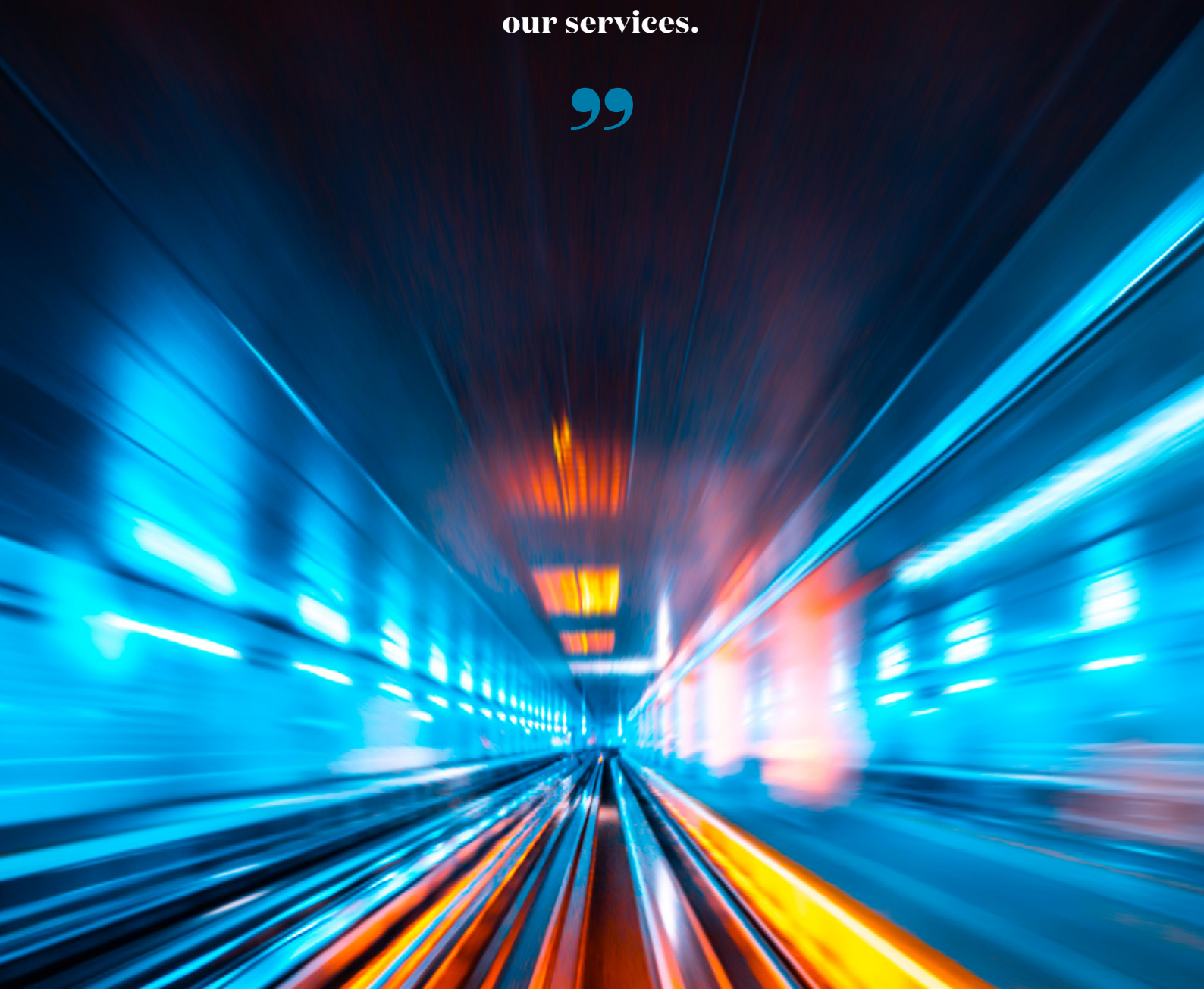
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We use the Stax cloud management
platform daily and their enterprise-class support
has really helped us grow.

The Stax team is generous with their time, guiding us on
the right Amazon Web Services (AWS) tools and services
to use for our own business and helping develop
tailored plans for our customers.

Powered by Stax's technical and solutions engineers,
Kadeo receives best practice guidance in architecture,
deployment, and operational efficiency,
which helps us automate and scale
our services.

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The Stax Solution

Stax provided Kadeo with the single, cloud-native, plug and play solution it needed to leverage the AWS ecosystem. This helped Kadeo avoid being weighed down with writing its own code and allowed it to easily access all the necessary AWS services it needs, whether for its own organization or for its customers.

Once in the cloud, Kadeo was empowered to take advantage of any new features and services from AWS, without the ongoing burden of maintenance effort, and greater confidence knowing its ecosystem was secure and evergreen thanks to Stax.

Stax's pre-sales team collaborated with Kadeo to familiarize the team with the benefits of buying Stax's solution on a monthly subscription, versus building from scratch. This brought about interesting technical discussions about how Kadeo could use Stax so that it was taking advantage of all the available features within the cloud management platform.

Meanwhile, Stax provided a dedicated customer success team to ensure value above and beyond what can be self-serviced. This includes training workshops and new feature education for Kadeo. It also ensured that Kadeo had access to all of Stax's freely available AWS-focused documentation to get the most from its platform.

The Results

Doing more with less

Writing code to build a cloud environment from the ground up is expensive, time consuming, and a liability. Consultancies that Stax has helped suggest this is a process that typically takes anywhere from eight to 14 weeks to complete and can cost between $400,000 to $800,000.

The less time and money a company spends manually writing code and laying these cloud foundations, the more it can concentrate on growing the business. This is especially critical for a company like Kadeo where resources are precious. In the long-term, it also means ongoing operational efficiencies are taken care of, keeping both technology and finance teams happy.

For Kadeo, working with Stax meant the company could accomplish more with less effort and in less time - such as deploying environments inside Stax using Infrastructure-as-a-Code - while devoting the resources it has to servicing customers. It could help them solve problems at scale as soon as they occur, without impacting on operations.

"With Stax, I can deploy new environments in hours versus weeks and feel confident they're being built correctly, in alignment with the AWS Well-Architected Framework. It's like having a DevOps team only when I need them, and not paying for them when I don't," Deans says.

Security measures are embedded from Day One

Kadeo does not have to concern itself with implementing security measures as these features are already built into the Stax cloud management platform.

The security aspect is particularly crucial given that many of Kadeo's customers operate within highly regulated industries.

"Stax helps me solve problems before I even know I have them," according to Deans.

Such features also mean that when faced with any potential audits, Kadeo can feel confident with meeting any regulation requirements, given Stax does the heavy lifting on ensuring compliance for the company's cloud environment(s).

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At Kadeo, our top priority
is to solve problems for people.

We combine decades of IT experience with
state-of-the-art technology and rich data to deliver
enterprise-quality solutions for our customers.

Stax gives us the cloud foundations that make all this
possible. With a distributed workforce across the world,
Stax helps us create in the cloud whilst maintaining
the security, compliance, and application guardrails
we need to service a range of highly
regulated industries

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Future proofing the structure of the business

Without Stax, Kadeo's business growth trajectory would have looked dramatically different and the opportunity to take on additional customers in such a short period wouldn't have been possible.

Since being able to grow the business, Kadeo has strategically separated its IT environments for different clients and sectors, to reduce any potential risks if human or system errors were to occur as a result of a security or compliance issue, for instance.

At the same time, Stax offers Kadeo the ability to develop consistent and transparent environments, which can be easily replicated without any downtime.

"I love Stax for its velocity, speed, and commercial flexibility," adds Deans.

Visit www.stax.io and book a no obligation demonstration today.

Accelerate on Stax