



AMBIENT INNOVATION:

Ambient Innovation

CONTAINER PLATFORM IN THE CLOUD

Tailor-made instead of bland uniformity: Ambient Innovation develops individual web applications, mobile apps and platforms for companies. The 40-person development team specializes in Docker containers and Kubernetes for maximum flexibility and efficiency.

In addition, Ambient Innovation not only develops the solutions, but also operates them on behalf of companies. This leads to long-term customer relationships – a strategy that is working: Since 2015, the company has increased its sales by 50 percent annually. The developers are using cloud systems, among other things, and until recently these were mainly from US providers.

This changed when a major energy utility wanted to migrate its sales platform, which Ambient Innovation had developed for it, into the cloud. Previously, the system was running on on-premises servers for municipal utilities. To ensure maximum security and the highest data protection requirements, Ambient Innovation was looking for a suitable cloud partner with an excellent reputation.

AT A GLANCE

The Task: Ambient Innovation was looking for a suitable cloud partner. The most important requirements for the future service provider: GDPR conformity, a low vendor lock-in risk and an excellent reputation.

The Solution: In the course of researching the market, the company became aware of the Open Telekom Cloud. Today Ambient Innovation uses three clusters with a total of 14 virtual machines for test, productive and shared environments. The Cologne-based company also makes intensive use of the load balancer function, Object Based Storage (OBS) and the Cloud Eye Service (CES).

The Advantages: A larger clientele: Ambient Innovation solutions are now also in demand from companies that are particularly sensitive to data protection. OpenStack ensures a low vendor lock-in risk. And if required, Telekom experts act as competent contact partners on an equal footing.



LIFE IS FOR SHARING.

THE CUSTOMER: AMBIENT INNOVATION

Ambient Innovation develops individual, highly-specialized applications on behalf of companies – and has been very successful doing so. The Cologne-based company has specialized in working with Docker containers and Kubernetes and has thus developed a genuine unique selling proposition. Founded in 2009 as a spin-off of the University of Cologne, the software company now employs 40 people and works for many well-known customers, including several municipal utilities, the outdoor advertising company Ströer and the power plug manufacturer Mennekes.

THE CHALLENGE

Ambient Innovation had developed a so called energy roof calculator for a town's municipal utilities: It's a tool that allows customers to determine the costs and yields for a possible solar system on their roof with just a few clicks. In the course of time, it became a comprehensive platform that now runs the entire value-added process – from calculation and ordering to commissioning the appropriate service providers. A large energy supplier liked the platform so much it bought it. In order to grow further, the entire system had to be transferred into the cloud.

So Ambient Innovation set out to find a suitable supplier. "Since 38 municipal utilities and dozens of different service providers and portals are now connected to the platform, data security and data protection were particularly important to the new owner," says Dennis Gilliam, founder and CEO of Ambient Innovation. "That meant that a US provider was out of the question for the energy provider's legal department."

THE SOLUTION

Gilliam, a trained business IT specialist, began to search for a trustworthy German provider with an excellent reputation. In the course of the search he came across the Solution Partner Program with which Deutsche Telekom supports IT service companies, system integrators and other IT solution providers as they move to the Open Telekom Cloud. To this end, Telekom offers consulting and workshops with cloud experts who pass on their knowledge to solution partners or are available to answer questions. If required, companies can also receive marketing and sales support as part of the program.



"GDPR conformity and a low vendor lock-in risk were particularly important to our customer."
Dennis Gilliam, Founder and CEO of Ambient Innovation

THE CUSTOMER BENEFITS

"At Deutsche Telekom, you are not just a number, you receive advice and support on an equal footing," says Gilliam, whose company participates in the Solution Partner Program. "For example, a cloud expert visited us for a few days and put our cloud structure through its paces."

Ambient Innovation now operates the energy provider's platform entirely in the Open Telekom Cloud. The developers use Docker containers and Kubernetes. 14 virtual machines are in permanent use. Developers store relevant data securely in Object Based Storage (OBS). The Cloud Eye Service (CES) enables the company to keep an eye on all the resources at all times. The load-balancing function ensures sufficient IT resources at all times with maximum efficiency. Due to the OpenStack open cloud architecture, the vendor lock-in risk is reduced to a minimum. "And with regard to data protection," says Gilliam, "no questions remain unanswered for our customers with the Open Telekom Cloud."



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