

Randoli increases exposure and doubles revenue for the past four years



Partner resources

Red Hat® Advanced Partner

Software

Red Hat OpenShift® Container Platform

Randoli App Director

Red Hat Advanced partner Randoli helps organizations achieve confidence and speed in delivering applications using Red Hat OpenShift. Looking for a company-wide solution, Randoli selected Red Hat OpenShift Container Platform, and built its team's knowledge using the Red Hat Partner Training Portal accessed through Red Hat Partner Connect.

The Randoli [App Director](#) platform, a [certified solution](#) on Red Hat OpenShift, is a developer self-service DevOps platform. App Director helps reduce the burden on DevOps by automating repetitive tasks, while the use of application templates provides speed and security for developers. The platform helps customers migrate and manage applications onto Red Hat OpenShift on a large scale without needing specialized Kubernetes knowledge.



Industry: Technology

27 employees

Benefits

- ▶ Increased credibility and exposure doubles revenue for the past four years
- ▶ Entered the Asia Pacific (APAC) market for further expansion
- ▶ Attracted new talent in a competitive resourcing environment
- ▶ Provided a solid foundation for their customers' cloud adoption

“Certifying our App Director operator on Red Hat OpenShift gives us credibility and exposure.”

Rajith Attapattu
Founder & CTO, Randoli

“The reputation that precedes Red Hat opens doors for us where, even as a small company, we can work with Fortune 500 companies.”

Raomal Fernandopulle
COO, Randoli

Helping organizations focus on delivering business value

Randoli’s customers range from startups to enterprise organizations. While startups and mid-size businesses often lead in innovation, they can often be held back by gaps in skills and resources. For larger organizations, there are many traditional applications that need to be modernized.

Canadian technology startup Randoli empowers these organizations by providing a developer self-service DevOps platform that allows them to focus on their core mission. Randoli also provides strategic advisory and thought leadership that goes beyond technical expertise to help customers capitalize on critical technology investments.

“All too often, organizations are saddled with large, monolithic, legacy applications that are costing them money in terms of licensing,” said Rajith Attapattu, Founder and CTO at Randoli. “At the same time, they’re costly to maintain and costly to modify and rapidly evolve to support the needs of their end users.

Needing a cloud-focused solution that could be used across the business, Randoli selected Red Hat OpenShift Container Platform, and accessed the Red Hat Partner Training Portal through Red Hat Partner Connect to build its team’s knowledge.

Moving to a containerized, microservices-based model allows Randoli’s customers to innovate fast and provide digital capabilities to their various end users. The Randoli App Director cloud-native platform intuitively helps these businesses containerize, deploy, manage and scale their applications on multiple OpenShift clusters, reducing the burden on DevOps through automating repetitive tasks, while the use of application templates provides speed and security for developers.

Offering a solid foundation for a cloud-native strategy

As the leading enterprise-ready version of Kubernetes, Red Hat OpenShift is the preferred container platform among Randoli’s customers. “Whether containers and microservices or an application programming interface (API)-based strategy, our customers need a strong technical foundation,” said Attapattu. “The quality of Red Hat products is a constant in our solution portfolio, giving us a solid foundation on which to build solutions for our customers.”

Randoli’s customers are at different stages of their journey to the cloud, from presales to early adoption, and in their adoption of Red Hat OpenShift. Randoli’s focus is on helping them understand how to make applications cloud-native and take advantage of cloud computing. Customers already using Red Hat OpenShift may need help with building their cloud-native strategies and moving workloads if they don’t have the right skill sets or staff capacity.

In addition to sharing expertise, Randoli has built App Director, and made it available as an operator on Red Hat OpenShift on the Red Hat Ecosystem Catalog. The platform helps customers migrate and manage their applications onto Red Hat OpenShift at a larger scale, thereby bridging gaps in capacity or skill. “App Director helps customers adopting Red Hat OpenShift to be successful even with limited know-how and resources,” said Attapattu.

Becoming an active member of the Red Hat ecosystem

As a former Red Hat employee, Attapattu understands the value of both Red Hat technology and being part of the wider Red Hat ecosystem. There’s a lot of innovation happening within the open source communities that form the basis for Red Hat products,” he said. “The quality of its technologies and the innovation that comes with them are the reasons why I wanted Randoli to have a close relationship with Red Hat.”

As a Red Hat Advanced solution provider, Randoli values the partnership, specifically the training programs and the partner communities where anyone—consultants, solution architects, or engineers—can ask questions, share knowledge and best practices, and help each other. “If anyone ever gets stuck, we can discuss the issue with the Red Hat community,” said Attapattu. “The community is amazing for bouncing ideas and sharing tips.”

Growing at pace to help more organizations innovate

Doubled revenue for the past four years

App Director came about as part of the knowledge and insights from working closely with Red Hat. The solution is now [certified for Red Hat OpenShift](#).

While a dedicated Red Hat Account Manager walked Randoli through the certification process, the company handled the technical aspects itself. “Listing our App Director operator on OperatorHub.io gives us credibility and exposure. It also reassures our customers that it’s gone through Red Hat’s security and other reviews and is an easy, one-click install,” said Attapattu.

Being a Red Hat partner has also opened up opportunities for Randoli to work with the Red Hat commercial team. It has, for instance, given Randoli market development funds for joint selling opportunities, further increasing its reach. “We’re using co-sell opportunities to sell Red Hat OpenShift and App Director together as a single solution,” said Attapattu.

As a result of this engagement, Randoli has doubled its revenues year after year. “Business has grown with Red Hat over the last four years,” said Raomal Fernandopulle, COO at Randoli. “Year-on-year growth has been 100%, primarily because of our partnership with Red Hat.”

Entered the APAC market for further expansion

Randoli wanted to move into markets beyond Canada and North America, and the partnership with Red Hat was a catalyst for its expansion into the APAC region. “There have been a couple of times when Red Hat knocked on our door for partnerships in other regions,” said Fernandopulle. “We have already had several conversations with the Red Hat APAC folks and are now expanding into that market.”

Partnering with Red Hat also allows Randoli to expand its customer base to larger organizations, including banks. “With larger customers, contractual and legal hurdles often prevent us from being a part of the solution and experience,” said Fernandopulle. “The reputation that precedes Red Hat opens doors for us where. Even as a small company, we now work with Fortune 500 companies.”

Attracted new talent in a competitive resourcing environment

Attracting new engineering resources is one of the biggest challenges across the IT industry. With more sectors using IT, including healthcare and education, the finite resource pool is now spread across those industries.

However, Randoli’s partnership with Red Hat is helping the company attract new resources.

“Partnering with Red Hat has allowed us to position Randoli as a knowledge-centered organization,” said Attapattu. “Whoever joins us will acquire in-depth knowledge of Red Hat technologies. Red Hat is helping us build our brand and knowledge to attract resources in an otherwise highly challenging environment.”

Provided a solid foundation for customers' cloud adoption

Red Hat technologies are instrumental in helping Randoli customers advance their cloud adoption. "When our customers move off monolithic legacy platforms and onto Red Hat OpenShift, they see an increase in scalability, cost savings, and a reduction in time to market," said Attapattu. "Red Hat OpenShift is also empowering developers; they no longer have to wait for weeks for an environment to be ready or an application to be deployed."

One customer had a scalability issue—unable to handle the demand during the busy holiday shopping season. Its outdated platform was also difficult to manage. Red Hat OpenShift improved scalability, reduced costs, and enhanced performance.

Another customer had an aging, traditional platform. Building capabilities with Red Hat 3scale running on Red Hat OpenShift immediately opened up new possibilities. Teams outside IT now use those capabilities to build new services, while exposing those APIs directly allows Randoli's partners and customers to use them in their own innovations.

Partnering to create opportunities, and help more customers succeed

Randoli is looking forward to building on the success of its partnership with Red Hat. "Red Hat is helping us to open doors to new regions and new customers," said Fernandopulle. "Having [App Director](#) available on the [Red Hat Ecosystem Catalog](#) will only increase its exposure," said Attapattu.

Attapattu and Fernandopulle both highlight the importance of the Red Hat partnership: "We're looking forward to taking the joint Red Hat and Randoli solution to new customers, which will allow us to continue to grow. A cloud-native approach based on Red Hat OpenShift is important to our customers' success, and our partnership with Red Hat is helping us to make that happen."

About Randoli

Randoli's mission is to simplify building and deploying cloud native applications to enable organizations to focus on value creation and to drive innovation. Its App Director platform helps reduce the burden on DevOps through automating repetitive tasks, while the use of application templates provides speed and security for developers. Randoli also provides application migration and modernization services to make an organization's journey to the cloud a reality.

<https://www.randoli.ca/>

Red Hat
Innovators
in the Open



About Red Hat Innovators in the Open

Innovation is the core of open source. Red Hat customers use open source technologies to change not only their own organizations, but also entire industries and markets. Red Hat Innovators in the Open proudly showcases how our customers use enterprise open source solutions to solve their toughest business challenges. Want to share your story? [Learn more](#).

About Red Hat

Red Hat is the world's leading provider of enterprise open source software solutions, using a community-powered approach to deliver reliable and high-performing Linux, hybrid cloud, container, and Kubernetes technologies. Red Hat helps customers develop cloud-native applications, integrate existing and new IT applications, and automate and manage complex environments. [A trusted adviser to the Fortune 500](#), Red Hat provides [award-winning](#) support, training, and consulting services that bring the benefits of open innovation to any industry. Red Hat is a connective hub in a global network of enterprises, partners, and communities, helping organizations grow, transform, and prepare for the digital future.

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