



Let's Find your Favorite GitLab Ingredients!

Adfinis AG



Adfinis Key Facts



Since 2000



Over 80+ Employees



Strong Partnerships & Broad
Customer Base



Switzerland



Netherlands



Australia



Joint Collaboration Model



Adfinis Empowers Your Team



- › We are a **team of open source experts**
- › We support you with your **engineering challenges**



- › We **share** our knowledge and **empower** your team
- › We live by the **Inner Source** mindset



- › We focus on engineering, **not body leasing**
- › We don't replace others, we **collaborate**



- › We are used to work in **regulated industries**
- › We focus on **quality not quantity**



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“As a company, we shape a world of innovative, sustainable and resilient IT solutions built on trustworthy open source technology to unlock the full potential of our customers”

Values and Goals

- › Openness and transparency
- › Sustainable solutions without vendor lock-in
- › Flexible, trustworthy and efficient
- › Digital sovereignty

Strategic Partnership

- › HashiCorp - Hyper-Specialized Partner
- › Red Hat - Premier Partner
- › SUSE - Platinum Partner
- › GitLab - Select Partner





René Hoferichter

Strategic Account Leader









@...









Unlocking transformation returns is becoming more challenging

- Essential pivot toward new business outcomes
- Table stakes for survival
- Investments have yet to fully deliver

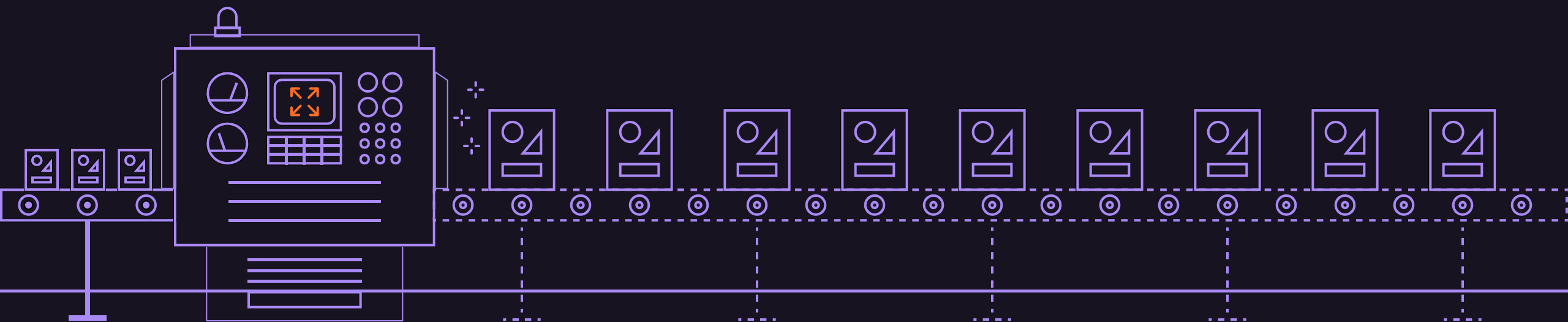
92%



...of companies say their current business model will not remain viable if they digitize at the current

speed¹

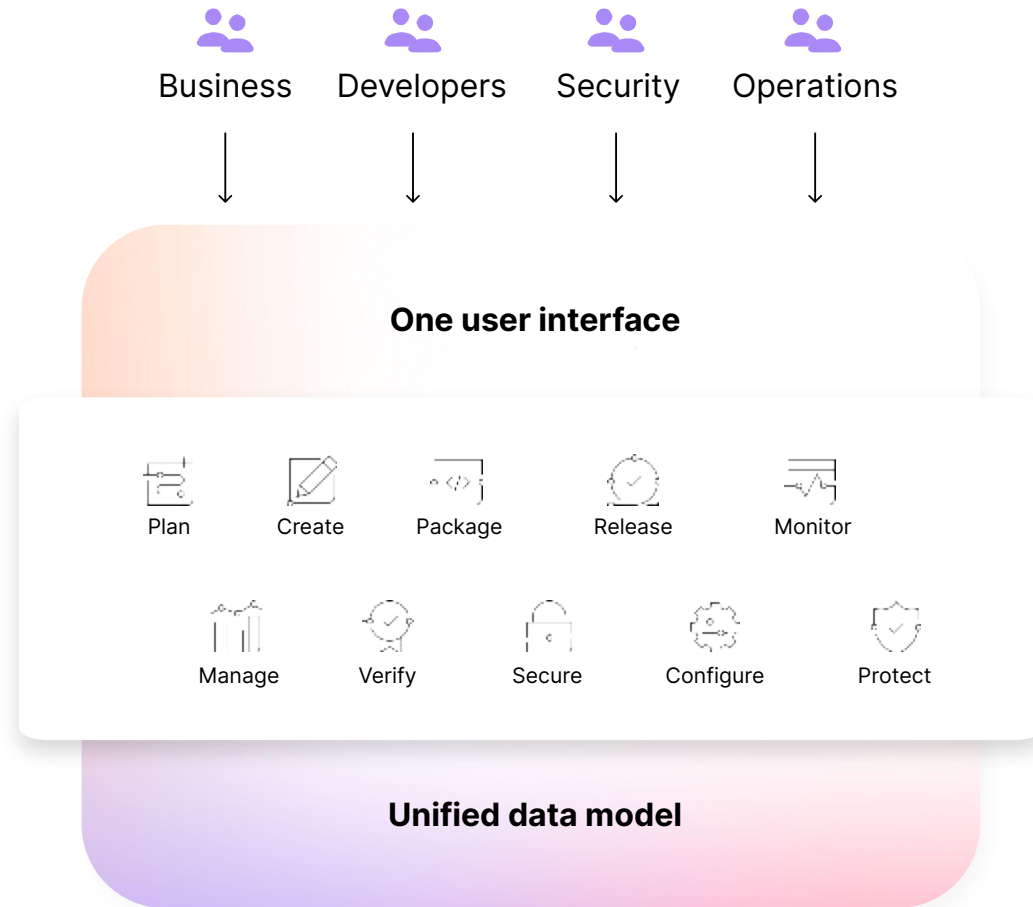
Source: McKinsey & Company Why do most transformations fail? A conversation with Harry Robinson





The One DevOps Platform for software innovation

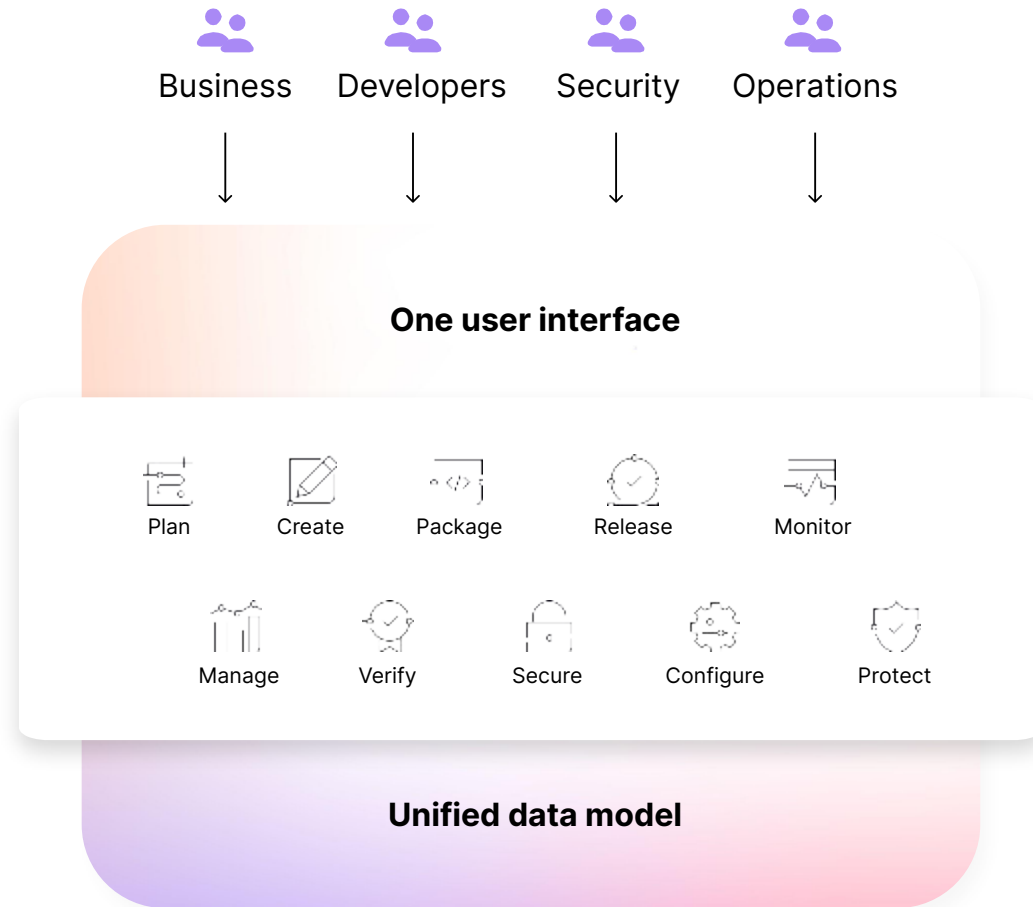
- Project planning
- Source code management
- Continuous integration
- Infrastructure configuration
- Incident monitoring
- Application security
- And so much more...





The One DevOps Platform for software innovation

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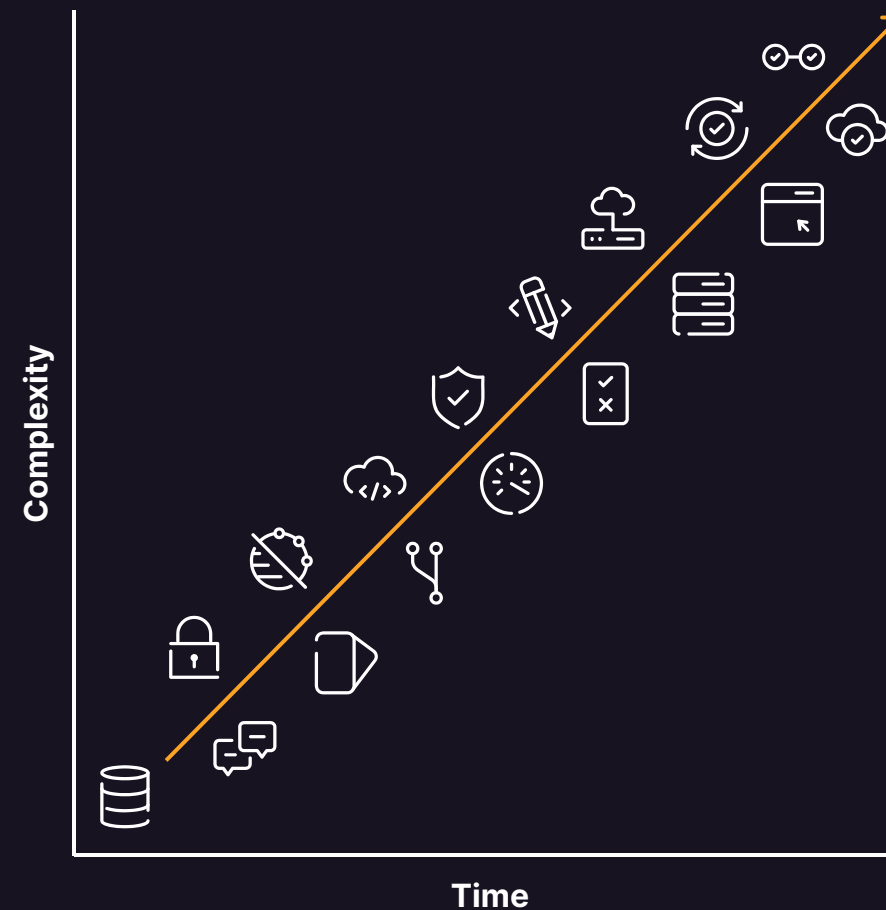




As DevOps matures, developers have more tools to work with per project

They will need to consider:

- Planning
- Source code management
- Code review
- Continuous integration
- Package management
- SAST
- Continuous delivery
- Review apps
- Feature flags
- DAST
- Infrastructure as code
- Monitoring
- Container network security
- Value stream management

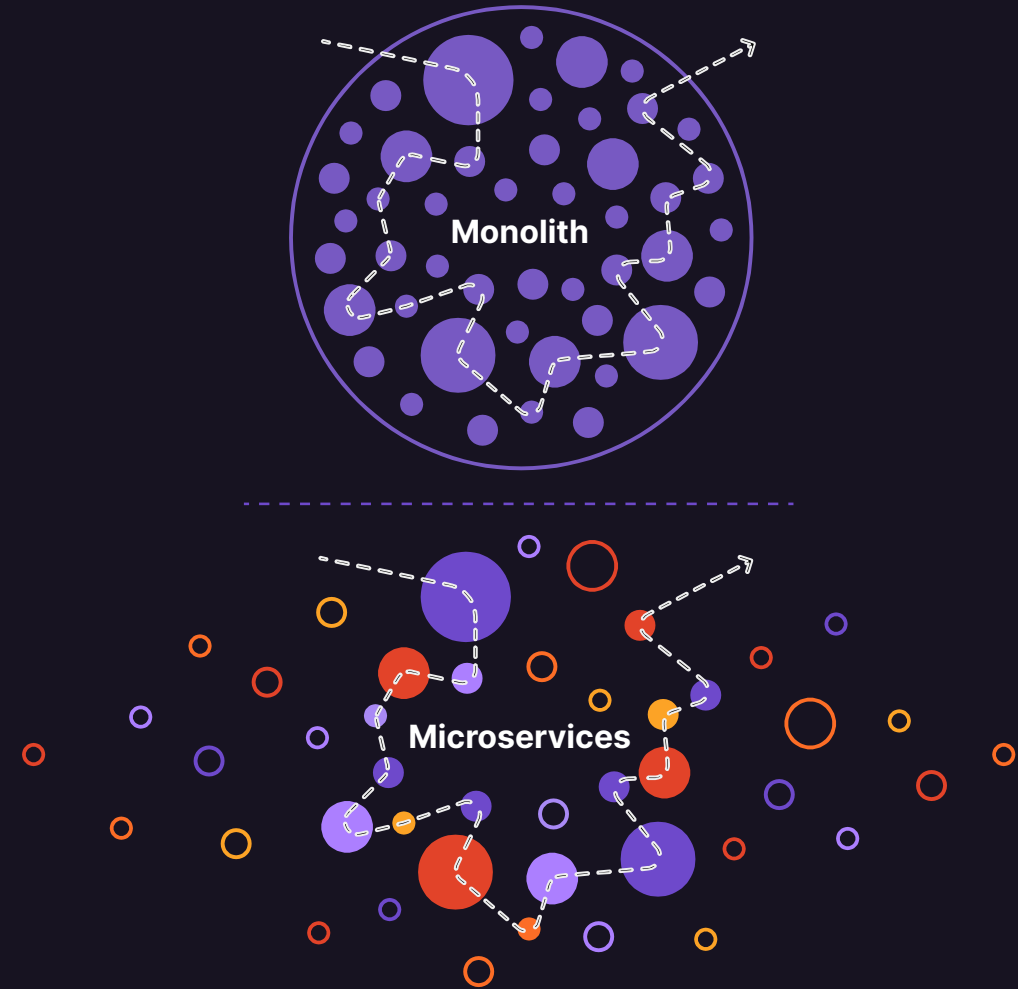


Solution: Tools (!/?)

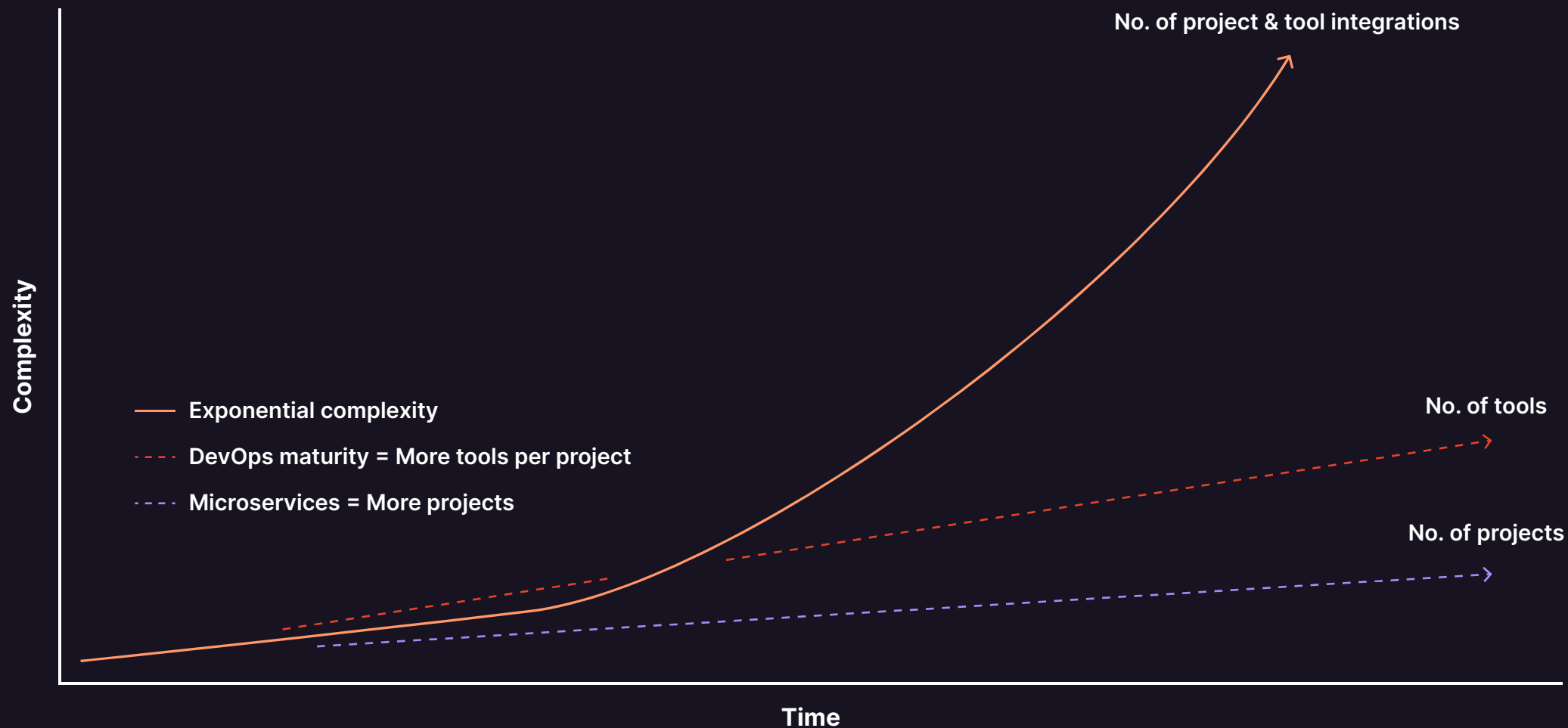


Modern microservices architectures increase number of projects

- 2006** **S3** launches with 8 microservices
- 2014** **AWS Lambda** initial release
- 2017** **Netflix** had 700 microservices
- 2020** **Uber** had 2200 critical microservices
- 2021** **S3** has over 300 microservices
(37x increase since 2006)



The compounding effect is an exponential increase in complexity



The Four Phases of DevOps

01 BYO DevOps

Bring your own approach

Benefits

- Increased individual team productivity

Costs and Risks

- Uncoordinated purchasing
- Redundant and incompatible tools
- Data & process silos
- No alignment among teams
- No consistent application of security or compliance
- No consistent traceability



A system of disparate tools

The Four Phases of DevOps

02 BIC DevOps

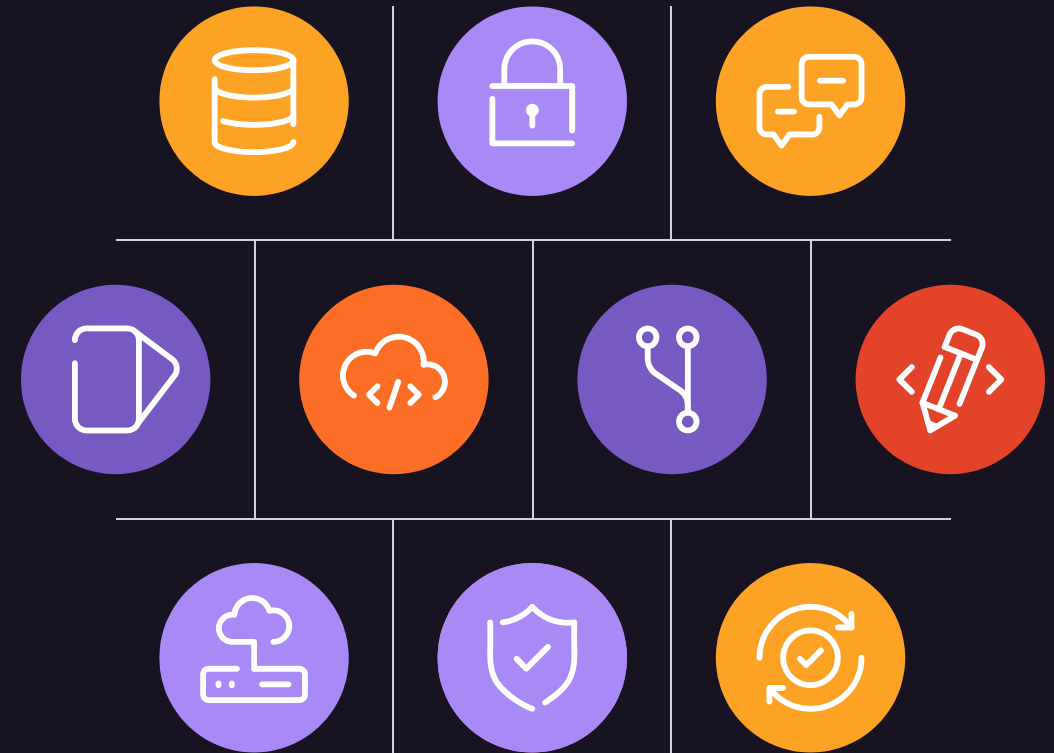
Best in class approach

Benefits

- Reduced tool license cost
- Reduced training overhead

Costs and Risks

- Manual handoffs
- No governance
- Data loss
- No alignment among functions
- No consistent application of security or compliance
- No traceability



A standardized toolchain

The Four Phases of DevOps

03 DIY DevOps

Do it yourself approach

Benefits

- Increased governance and auditability
- Automated handoffs between tools

Costs and Risks

- Expensive custom integrations and maintenance
- Integration fragility limits innovation, visibility
- Security and testing often occur too late



“Digital duct tape”

The Four Phases of DevOps

04 DevOps Platform

All together now

Benefits

- Faster cycle times
- Revenue acceleration
- High collaboration
- Improved security
- Fewer errors



A single application

The Four Phases of DevOps







Services



Adfinis Journey Model



Plan

Build

Run

Check Up

- › First contact
- › Get an overview
- › Discuss pain points
- › Introduce our service

Discovery

- › Deep dive discussion
- › Joint assessment
- › Improvement report
- › Basis for next steps

Build

- › Workstreams
- › Implementation
- › Development
- › Testing
- › Documentation

Training

- › Workshops
- › Remote or on-site
- › Know-how transfer
- › Team enablement

SLA

- › Monitoring
- › Maintenance
- › Troubleshooting
- › Security Patching
- › 24x7 On-call Duty
- › Service Manager



Single Source of Truth



Adfinis Cloud Journey

Why Adfinis?

- › Fast path to the cloud
- › Choose the right services and tools for the right job
- › Increase the adoption of cloud native patterns to support your core business

What you get From Adfinis

- › Assess your cloud status and potential
- › Implement cloud stack
- › Containerize and shift to cloud
- › Operate cloud native workloads

Customer References

- › Swisscom (Consul, Vault)
- › Concordia (OpenShift)
- › BIT (CloudFoundry, CaaSP/CAP, OpenShift)
- › Hypothekarbank Lenzburg (OpenShift)



Adfinis Security Journey

Why Adfinis?

- › Support you to cover regulation and compliance using the right tooling
- › Multi vendor solutions that best fit your need
- › Tools that make processes simpler not more complex

What you get From Adfinis

- › Assess your security landscape
- › Implement tools to strengthen security
- › Shift left and Zero Trust expertise
- › Threat modeling & pen testing (with a partner)

Customer References

- › Bank Vontobel (Snyk)
- › Juniper (GitLab)
- › Bosch (Vault)
- › SBB (Vault)



Adfinis System Automation Journey

Why Adfinis?

- › Better time-to-market to beat the competition
- › People gain routine through automation
- › Automation improves error rate and increases quality

What you get From Adfinis

- › Assessment of manual tasks in your IT landscape and guidance what could be improved to speed up processes
- › Implementation using state of the art tools
- › Knowhow transfer to empower team

Customer References

- › Roche (Linux Client)
- › Cinergy (Linux Server)
- › Inselspital (Linux Server)
- › Polizei Basel Landschaft (Linux Server)



Managed Services



How we Support Your Operations Team



- › We keep you safe from CVEs
- › We take care of service instabilities



- › Service Manager who know your environment
- › Qualified staff - 2nd/3rd level engineers only



- › We can be an addition to your team
- › Or we take over operational responsibility



- › Customer portal for transparent reports
- › Simple cost management

We can Offer From...

Office hours support by phone and ticket, with hands-on help, guaranteed reaction time

To...

24x7 fully managed service, monitoring, maintenance, incident management, guaranteed reaction time, including a service manager.

...and Everything in Between!



Gitlab Managed Platform by Adfinis

We plan it.

We build it.

We run it.



GitLab

On VMs, on K8s, on Public Cloud, on Private Cloud,
wherever you want it.



Adfinis Managed Service Model

Why Adfinis?

- › We operate your IT services so you can focus on your core business
- › We take care of security patching or system instabilities so your business runs around the clock

What you get From Adfinis

- › 2nd/3rd level support assistance
- › Vendor escalations handling
- › Ultra fast reaction time to tackle CVEs or service interruptions
- › Office hour or 24/7 - but always with experts

Customer References

- › Hypothekarbank Lenzburg (Banking System)
- › SBB (Secrets Management)
- › Insel Spital (Linux Server)
- › Swisscom (Service Mesh)
- › Cinergy (Media Platform)



Basic



Support

Get our support when you need it, via a ticket system or by call



Operations

Operational engineering covers service requests and change management



Maintenance

Cyclic server management for early identification of problems



Monitoring, Alerting & Stats

Alerting and intervention during business hours (8-6/5)



Incident Management

The basis for the prompt resolution of reported malfunctions

SLA Reporting

Regular reporting to optimize response and processing time

Service Manager

Regular sync calls to discuss and actively coordinate current topics



Advanced



Support

Get our support when you need it, via a ticket system or by call



Operations

Operational engineering covers service requests and change management



Maintenance

Cyclic server management for early identification of problems



Monitoring, Alerting & Stats

Alerting and intervention around the clock (24/7/365)



Incident Management

The basis for the prompt resolution of reported malfunctions

SLA Reporting

Regular reporting to optimize response and processing time

Service Manager

Regular sync calls to discuss and actively coordinate current topics



Premium



Support

Get our support when you need it, via a ticket system or by call



Operations

Operational engineering covers service requests and change management



Maintenance

Cyclic server management for early identification of problems



Monitoring, Alerting & Stats

Alerting and intervention around the clock (24/7/365)



Incident Management

The basis for the prompt resolution of reported malfunctions



SLA Reporting

Regular reporting to optimize response and processing time



Service Manager

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