



Airowire Networks Case study

About Airowire Networks

Airowire Networks is a trusted technology partner and systems integrator with over a decade of industry experience delivering enterprise-grade infrastructure solutions. The company provides end-to-end services across licensing, deployment, and managed operations, supported by its 24/7 Network Operations Centre (NOC), Security Operations Centre (SOC), and Cloud Operations Centre.

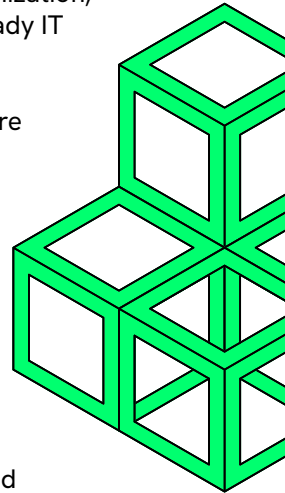
With a strong focus on advanced networking, cybersecurity, cloud infrastructure, datacentre modernization, edge networks, and private 5G, Airowire enables enterprises to build secure, scalable, and future-ready IT environments.

Headquartered with a global presence across India, Singapore, Europe, and the United States, Airowire is supported by a team of approximately 180 professionals delivering mission-critical services for enterprise customers worldwide.

The problem

Before adopting Civo, Airowire faced several challenges common to enterprise infrastructure and managed service environments:

- Reliability concerns across distributed customer environments, particularly for Kubernetes-based deployments
- Cost inefficiencies in running and scaling Kubernetes infrastructure across multiple customer environments
- Complexity in fast provisioning and consistent management of clusters across different regions and use cases
- Data privacy and compliance concerns, necessitating a cloud platform that met stringent Indian regulatory requirements, such as those related to data localization, to ensure client trust and compliance



Objectives

As a systems integrator focused on enterprise-grade delivery and operational excellence, Airowire needed a cloud platform that could simplify Kubernetes operations while improving reliability, reducing cost, and enabling faster customer onboarding. Airowire aimed to achieve three key objectives:

Reliable and stable Kubernetes infrastructure

Airowire required a consistent, production-ready Kubernetes environment that could support enterprise workloads across regions without operational instability.

Cost-efficient infrastructure delivery

Reducing infrastructure cost while maintaining enterprise-grade performance was critical for delivering value to customers and scaling managed services profitably.

Simplified deployment and management

Airowire needed to reduce complexity in provisioning, managing, and maintaining Kubernetes clusters across multiple customer environments.



How Civo helped

Civo's Kubernetes platform enabled Aiowire to modernize its infrastructure delivery model and significantly reduce operational friction across customer environments.

Reliable Kubernetes infrastructure for enterprise workloads

With Civo, Aiowire can deploy stable Kubernetes clusters suitable for production workloads across multiple regions, improving consistency and reliability for customer deployments.

Cost-effective infrastructure delivery

Civo's pricing model and efficient infrastructure design enabled a drastic reduction in Kubernetes-related infrastructure costs compared to traditional cloud environments, helping Aiowire optimize margins and customer pricing models.

Simplified deployment and management

Aiowire was able to onboard customer applications onto Civo Kubernetes clusters in a short span of time, significantly reducing provisioning time and operational complexity.

Civo enables Aiowire to deliver Kubernetes-based infrastructure faster, with reduced cost and improved reliability, aligning closely with its enterprise focus on operational excellence and managed service delivery.

By minimizing infrastructure overhead and simplifying cluster management, Civo allows Aiowire to accelerate customer onboarding and improve time-to-value for enterprise deployments.

As part of a growing strategic partnership, Aiowire is working closely with Civo to expand its public cloud offerings and drive adoption of Civo-powered infrastructure among its customer base. Through initiatives such as Civo FlexCore, Aiowire is actively planning to onboard a broader set of enterprise customers in the upcoming financial year, enabling them to benefit from simplified, cost-effective, and scalable cloud-native environments.

This partnership positions Aiowire not only as a consumer of Civo's platform, but as a key enabler of cloud transformation for its customers, helping organizations transition from traditional infrastructure to modern Kubernetes-based architectures with confidence.

Beyond infrastructure, Civo's support team has played an important role in ensuring smooth onboarding and ongoing operations, including assistance with custom configurations and cluster optimization.

"Support from Civo has been consistently strong. The team has been responsive and helpful, especially when configuring custom cluster requirements and assisting during onboarding."

Dr. Shivananda Poojara
Head of Cloud Operations,
Aiowire Networks



Products and tools utilized

Kubernetes

- ▶ Enables deployment and management of enterprise customer environments across cloud and hybrid architectures
- ▶ Supports rapid provisioning of clusters for customer onboarding and migration projects
- ▶ Reduces operational complexity while maintaining production-grade reliability for managed services

Civo India Region

- ▶ By utilizing Civo's India region, Aiowire is able to host their workloads locally, ensuring adherence to regional data regulations and requirements.
- ▶ Civo's local infrastructure enabled Aiowire to meet regional compliance requirements and improve their service quality through reduced latency and enhanced performance.

