

How TINEXT Cloud Built Swiss Sovereign Kubernetes – with No Control Plane Tax – for 350 Customers

**Deployed on VMware vSphere and
vCloud Director with Clastix Kamaji**

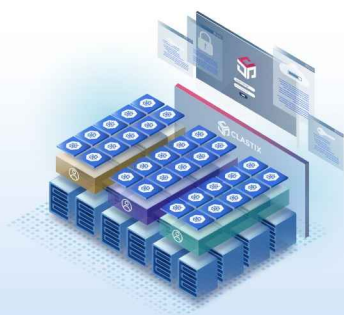
No Hyperscaler Required: TINEXT Cloud Delivers Swiss-Native KaaS

COMPANY SUMMARY

- **Company name:** TINEXT CLOUD
- **Website:** <https://cloud.tinext.com>
- **Headquarters:** Switzerland
- **IT Environment:** Private, Public, and Hybrid Cloud ecosystems based on VMware and Microsoft Azure
- **Industry:** IT Services / Cloud Computing / Managed IT Services
- **No. of employees:** 11–50

HIGHLIGHTS

- **KaaS platform live in ~4 months**
- **No control plane tax**
- **Full Swiss data sovereignty**
- **New clusters in minutes**



Tinext Cloud is a Swiss cloud service provider that delivers **cloud infrastructure, cybersecurity, and managed services**, serving over 350 customers, primarily in the Ticino region. Consisting of 14 specialists on three teams – Sales, Service Operations, and Engineering – they design **secure, reliable, and compliant cloud services** to enable their customers. The Engineering team is responsible for **designing and evolving their cloud platform**, while the Service team manages **daily operations and customer support**.

Kubernetes is a key part of Tinext Cloud’s technology strategy. The company provides a Kubernetes-as-a-Service (KaaS) platform to customers and is building a growing ecosystem of managed services around it to **simplify operations** for software development companies.

For this case study, we spoke with **Cloud Solution Architect Maurizio Venturelli** and **Head of Operations Emanuele Roserba**.

“Our platform runs in a hybrid environment,” stated Maurizio. “The Kamaji management clusters are hosted on VMs running on VMware vSphere, while tenant Kubernetes worker nodes are deployed on VMware vCloud infrastructure. All services are hosted in our Swiss data centers, ensuring **full control over infrastructure and data sovereignty**.”

They operate two Kamaji management clusters (one production and one staging environment) and are using Kamaji as the foundation of their multi-tenant Kubernetes strategy. They have also planned the rollout of two CLASTIX kMetal environments to extend their offering with **bare-metal Kubernetes capabilities**.

CHALLENGES

According to Maurizio, “The main challenge was automating worker node provisioning, as vCloud does not support Cluster API. To address this, we developed – with significant support and collaboration from the Clastix team – **a custom automation framework based on Terraform**, which enabled us to streamline cluster lifecycle management despite the platform limitations.”

Requirements for Flexibility, Scalability, Security, and Sovereignty

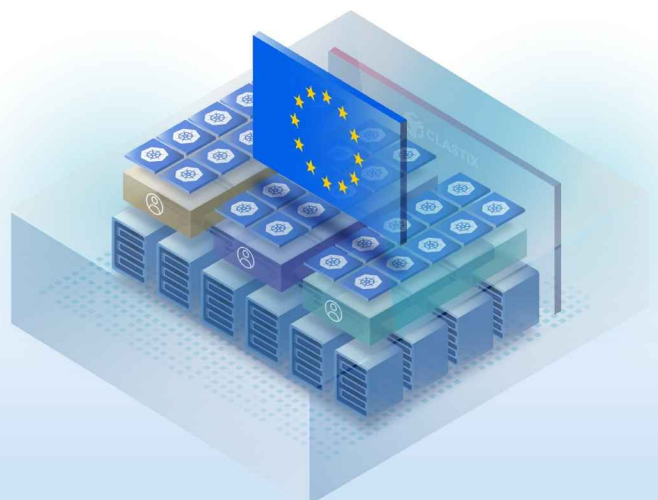
As a Swiss cloud provider, **compliance, data sovereignty, and security** requirements are key factors in Tinext Cloud’s infrastructure design. They must ensure that customer data remains under Swiss jurisdiction and that tenant environments are fully isolated. Maurizio added that “these requirements influenced our choice of architecture, including dedicated Kubernetes control planes, isolated networking and storage, and hosting workloads within our Swiss-based infrastructure.”

Staffing and expertise were also important considerations, along with working with a flexible vendor that could collaborate closely to build **a platform tailored to their specific cloud provider use case**. They wanted to build a scalable Kubernetes platform without significantly increasing the operational load on the engineering team.

The Main Business Drivers

The main driver was their decision to launch a KaaS offering. They needed a solution that could provide strong tenant isolation, scale efficiently, and be operated with a lean team. “Kamaji gave us the architecture we were looking for,” said Maurizio, “enabling us to build **a managed Kubernetes platform without the overhead of running a dedicated infrastructure for each customer cluster**.”

Maurizio added, “We evaluated other multi-cluster management platforms, but their adoption costs were significantly higher. We were also looking for a solution that offered **greater flexibility and close collaboration with a responsive team**. Clastix excelled not only in terms of technology, but also in the support provided throughout the implementation.”



“The better manageability of Clastix solutions and their independence from the underlying computing layer, in the end, made the decision easy.”

–Head of Operations Emanuele Roserba

SOLUTION

Before Clastix, Tinx Cloud had no managed Kubernetes offering to speak of – and the path to building one came with real technical constraints. They first learned about Clastix through a colleague who had successfully used it in a previous company.

There were a couple of competing solutions, but in the end they decided to have a PoC with Clastix. According to Emanuele, “The PoC went successfully and we decided to continue, as **the quality of support provided by the Clastix team during the PoC** was one of the main elements influencing our decision.”

“Traditional approaches could meet our requirements but often introduced significant operational complexity and overhead,” said Maurizio. “Kamaji and vCloud provide the level of isolation we require while enabling a more efficient and scalable management model.”

Getting Everyone Onboard

On overcoming any internal uncertainty, Emanuele stated, “I was involved as the responsible for the Operations/Infrastructure team, along with the technical team itself. Once we decided that Clastix solution was the best for our use case, I advocated for adoption with the company board; the main opposition was based on the existence of K8s management solutions included in other products we already owned (e.g. the aforementioned CSE in VCD, Tanzu in VCF etc.), but **the better manageability of Clastix solutions and their independence from the underlying computing layer, in the end, made the decision easy.**”

BENEFITS

- **Launched a fully managed KaaS platform** in approximately four months – with no prior Kubernetes offering and a team of 14
- **Eliminated the "control plane tax"** by running all tenant control planes through Kamaji's multi-tenant architecture, keeping costs lean for TINEXT Cloud and its customers
- **Full Swiss data sovereignty** – all workloads hosted exclusively in Swiss data centres, under Swiss law, with hard tenant isolation built in from day one
- **Automation-first from the start** – all customer and platform configurations versioned in GitLab via Infrastructure as Code, enabling new clusters to be deployed in minutes

"The Clastix team quickly understood both our technical and business challenges," added Maurizio. "Clastix recognized the specific requirements of a cloud provider, particularly around **tenant isolation, automation, and scalability**, and worked closely with us to design and implement a solution tailored to our needs."

"Kamaji enabled us to build a scalable and highly automated Kubernetes-as-a-Service platform. The combination of a multi-tenant architecture and direct access to Clastix's engineering team allowed us to tailor the solution to our needs and accelerate service delivery for our customers."

***–Maurizio Venturelli
Cloud Solution Architect***

A Collaborative Deployment

They built their KaaS solution on two Kamaji management clusters (production and staging) running on VMware vSphere, while tenant worker nodes are provisioned on VMware vCloud. Each tenant receives a dedicated Kubernetes control plane with isolated networking and storage, ensuring strong multi-tenancy and compliance with their cloud provider requirements.

They chose this approach instead of building everything from scratch to **accelerate the go-to-market of their KaaS offering and reduce development risk**. Additionally, its multi-tenant architecture helps optimize costs by:

- Eliminating the need for dedicated control planes for every cluster;
- Avoiding the typical "control plane tax";
- Making the service more cost-effective for their customers.

The initial deployment took approximately four months. During this period, the Tinext Cloud team worked closely with Clastix in a hands-on collaboration to implement the two Kamaji environments and configure the required automation processes.

"The onboarding experience was very positive and collaborative," stated Maurizio. "While working together with Clastix on the platform setup, I also took the opportunity to document the installation procedures and standard change processes, which helped establish clear operational guidelines and facilitated knowledge transfer to the team."

Integrations and Configurations

The integration with their VMware-based infrastructure was initially challenging, but they successfully achieved the target architecture. Today, all customer configurations, as well as the Kamaji platform configuration itself, are stored and versioned in GitLab, ensuring consistency, traceability, and easier lifecycle management.

Ongoing Benefits: One Platform, 350 Customers, No Control Plane Tax

Regarding early benefits, Maurizio stated that **"Clastix enabled us to launch a managed Kubernetes service with a high level of automation from day one."**

Emanuele added that, compared both with the competing solutions they tried upon selecting the platform software and the VMware VCD integrated solution they used for a limited time before adopting Clastix platform (CSE), **"Clastix definitely reduced both provisioning time and upgrades burden."**

Kamaji's multi-tenant architecture allows Tinx Cloud to provide dedicated Kubernetes control planes for each customer, ensuring **strong separation between tenants** while maintaining **efficient infrastructure utilization**.

Security and Governance

From a security and governance perspective, having all platform and customer configurations managed through Infrastructure as Code and versioned in GitLab provides **full traceability, consistency, and auditability of changes**. This helps Tinx Cloud to enforce operational standards and support customers with requirements around **governance, compliance, and data sovereignty**.

Ongoing ROI

One unexpected benefit for Tinx Cloud was how quickly they were able to standardize customer onboarding and cluster provisioning once the initial platform was in place. Maurizio stated, "Today, we can provide a scalable Kubernetes-as-a-Service platform with **dedicated tenant control planes, standardized operations, and a high degree of automation.**"

"Clastix has freed up our team by **automating much of the cluster provisioning and lifecycle management process**," added Maurizio. "New Kubernetes clusters can be **deployed in minutes** through Kamaji and our Infrastructure as Code workflows, **reducing the need for manual intervention and repetitive operational tasks**." As a result, the team can focus on higher-value activities, such as advising customers on Kubernetes adoption, designing cloud-native architectures, and helping application teams make the most of the platform.

For peers facing similar challenges

When asked what they would tell an organization facing similar challenges, Maurizio replied: “Clastix is a strong choice if your goal is to build a managed Kubernetes platform without having to develop and maintain all the underlying components yourself. What we valued most was not only the **multi-tenant architecture and automation capabilities**, but also the ability to work directly with the Clastix engineering team. Their **responsiveness and willingness to address issues quickly** made a significant difference during the implementation phase. For service providers looking to **deliver Kubernetes-as-a-Service at scale while maintaining flexibility and control**, Clastix provides a solid foundation that can be customized to fit specific operational requirements.”

Next Steps

If you are a cloud provider or MSP looking to launch or scale Kubernetes-as-a-Service to your customers with strong tenant isolation, full data sovereignty, and a lean operational footprint – reach out to the CLASTIX or TINEXT Cloud teams. We will help you find the right architecture for your environment, without starting from zero.

About TINEXT CLOUD

Tinext Cloud is a Swiss cloud services provider and part of Tinext Group, with over 20 years of experience serving organisations with advanced data governance and security requirements. Serving 350+ clients globally – including regulated sectors such as finance and healthcare – all private cloud data is hosted exclusively in Swiss data centres under Swiss jurisdiction, supported by a team of 14 certified specialists.

About CLASTIX

Clastix builds enterprise-grade Kubernetes infrastructure through hosted control planes and hard multi-tenancy – solving cluster sprawl, fragile isolation, and runaway infrastructure costs at scale. With deep open source credibility – including the donation of Capsule to the CNCF – the kMetal platform is purpose-built for cloud providers, MSPs, and platform teams that demand real isolation, efficiency, and scale. Customers include NVIDIA and Mistral AI.

Contact us

Please contact us to request a quote or learn more about our support offerings.



CLASTIX SRL
V. Francesco Caracciolo, 17
80122 Napoli NA, Italy

VAT No. IT11183320966
REA: NA-11152378
© 2026 Clastix | All Rights Reserved

hello@clastix.io
www.clastix.io
<https://github.com/clastix>