



Opsta Brings DevSecOps to Mass Customers

Across all industries, the pressure is on for companies to launch products and services faster to stay ahead of competition. Opsta aims to help organizations reduce their time to market by transforming their developer, security and operations teams, or DevSecOps, through its automation platform.

While big corporations have been using Opsta's platform to minimize bottlenecks and to quickly respond to rapidly changing needs, the startup wanted to expand its developer solution to mass customers by utilizing the cloud.

A strong foundation

For Opsta, a stable cloud infrastructure is key. It decided on AIS Enterprise Cloud because it has solid fundamentals and is built on a strong foundation of VMware technologies. Moreover, AIS Business has proven to be a trusted provider of infrastructure as a service.

"When the infrastructure is strong, we can focus on building without worrying about the foundation," said Jirayut Nimsaeng, founder and CEO, Opsta.

This is why Opsta worked together with AIS Business to build the first developer cloud-ready solution, which will enable companies to onboard their applications faster than before.

Compounding sales

With this partnership, Opsta can service mass customers with a cloud solution that offers the speed they need. From requiring three to six months to develop their software and onboard their application, it now takes less than a month.

As part of the collaboration, Opsta can also sell AIS Enterprise Cloud services bundled with its other offerings, leading to additional revenue for the company.

Furthermore, AIS Business has provided a go-to-market team to help Opsta drive sales for this new developer solution, which means Opsta can grow its business without putting in additional resources.

"On our own, we could handle 100 customers. With AIS Business, we could service 10,000," said Jirayut. "We've always wanted to build a DevSecOps cloud solution for customers in Thailand and this partnership with AIS Business and VMware has made our dream come true."



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Bangkok, Thailand

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JIRAYUT NIMSAENG
FOUNDER & CEO, OPSTA

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