LYRID

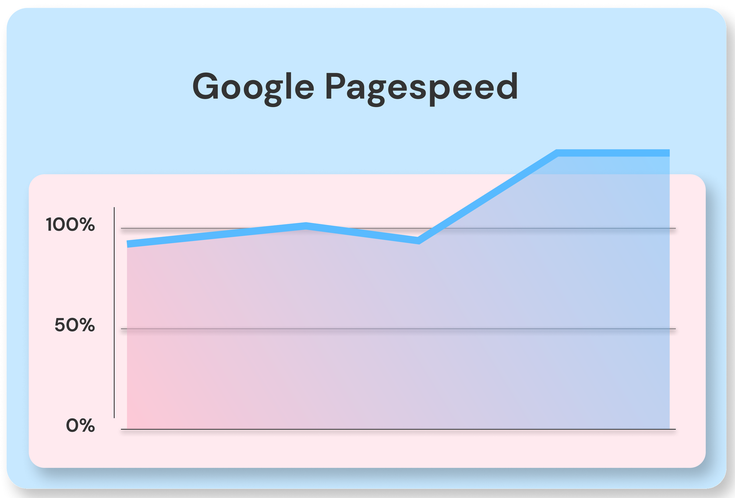
Case Study

Aido Health Reduced Cloud Spend by 58% with Lyrid

As Aido Health grew, their cloud infrastructure costs increased exponentially in AWS. At its peak, Aido was billed $10,000 per month. With the threat of recession and bearish VC market, Aido sought to cut its infrastructure spend and increase sustainable revenue streams. Here's how Aido Health increased their infrastructure efficiency, massively reduced their cloud spend, and unlocked new revenue streams.

Reduce hosting and storage costs

Increase 30% In Google Pagespeed



5X Revenue Potential

A Quick Glance of Aido Health

Trusted health facility partner

Partnering with more than 60 quality and trusted health care providers in Indonesia.

Homecare Service

Provide homecare services for you and your family who need health services at home.

Easy online consultation

Online video call consultation with experienced specialists anytime and anywhere via your smartphone or laptop.

Find the nearest doctor quickly

There is a "Doctor fast track" feature to find the nearest online consultation schedule.

Aido's 4 big problems as their startup scaled:

1. Exponential increase in AWS costs (up to $10,000 per month)
2. Futureproof their tech stack; Local regulations require data to be hosted locally;
3. No resources to transition to microservices and Kubernetes to gain infrastructure efficiency
4. Unlock new revenue stream from on-premise business-to-business (B2B) and business-to-government (B2G) Aido Health solution deployments

How Product / Service Helped and Results:

Aido was able to reduce their cloud infrastructure, storage, and solution spend in AWS from an average of $4,000 to $1,500 per month in total with Lyrid, with better performance, a suite of engineering services, and dedicated local support.

Aido utilized Lyrid Kubernetes Management platform to buy the machines and deploy their applications to the machine clusters. One of the reasons Aido put their trust in Lyrid is the partnership with local data centers. In fact, part of the cost savings from $4,000 to $1,500 in hosting fees comes. In addition, Lyrid's Managed Platform enabled Aido to provision Kubernetes clusters, which enables efficient deployment and management of their applications, services, and storage.

Aido utilized Lyrid Engineering Services to help transition their monolithic infrastructure to microservices, using containerization techniques. With Lyrid's Engineering Support plan, Aido was able to transition to microservices with minimal effort and without hiring any DevOps engineering due to the 10 free hours of engineering work which can be attributed to microservices migration work.

In addition, Aido was able to take advantage of Lyrid's partnership with one of Indonesia's largest ISPs to comply with local regulations that require companies in data sensitive industries to store client data locally.

Furthermore, with their applications deployed to the Lyrid platform, Aido was able to diversify their revenue streams with the ability to deploy their solutions on-premise to fulfill security requirements and local regulations in Healthcare and Government industries. In fact, according to their CTO, Rinaldi, "We are expecting for Aido to grow our new revenue stream with on-premise deployments by 5x considering the massive revenue potential in the government and healthcare space."

Future Plans

Aido plans to compete in more government and large healthcare companies contracts where they would deploy on-premise versions of Aido Health's tech stack. In addition, Aido plans to continue using Lyrid Enterprise Support for CI/CD automations, DevOps support, and managing their Kubernetes clusters.

Another of Aido's future plans, is to integrate further with Lyrid, and utilizing Lyrid Engineering Services to migrate their data and storage services into their current Kubernetes cluster which they expect would: "We want to fully utilize our machine clusters at Lyrid to increase our cost savings in the long run compared to what we ran in Google, as based on our calculations, our spending at Lyrid will scale linearly."

Lastly, Aido plans to raise their seed round funding in the next year, while taking advantage of the coming tech winter. With a robust, scalable, and cost-effective infrastructure that is legally compliant, they are confident economies of scale and larger projects would be achieved thus making it easier to raise money.

Contact us

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