The technology startup N2N Services achieved those goals, saving over 50% on their cloud infrastructure cost by moving to Oracle IaaS.
When N2N Services started building apps in 2011, they were three employees working out of a small room. That same year, they signed on with Amazon Web Services (AWS) with two instances. By 2015, they had grown to 40 employees and 150 instances.

While the business was growing and thriving, their AWS bill skyrocketed. The cloud computing budget was far too expensive, and the servers weren’t delivering the value they should. They needed to make a change, and quickly.

Let’s look at the three main steps they took to migrate their cloud infrastructure and save more than 50% on their IT costs.
Kiran Kodithala, founder and CEO of N2N, was looking for an easy cloud solution. “It was so simple to spin up new servers in Amazon Web Services (AWS). Each time we landed a new client, that’s what we did.”

But adding new servers is expensive. When the N2N team evaluated their cloud costs, they realized that the AWS bill had climbed to $15,000 a month. Sixty percent of those servers weren’t producing any business value, and AWS never attempted to alert N2N to the increased cost or efficiency loss.

Kodithala continued, “We realized we would be getting a better and more dedicated infrastructure at half the price of AWS. It was a no brainer. An Oracle Cloud Infrastructure meant a more affordable and reliable infrastructure.”
Move Beyond the Myth of Amazon Benefits

Launching on AWS was easy, but N2N Services quickly realized that the drawbacks of AWS far outweighed the benefits.

AWS offered no strategic partnership
"There was no real interaction or alliance of any kind. The only time we would get a call from AWS was if, for some reason, our bill wasn’t paid.”
- Kiran Kodithala, Founder and CEO of N2N

AWS did not provide critical support
Troubleshooting was only communicated through the AWS help portal. Production-critical SLA support was nonexistent unless N2N Services paid extra fees.

The AWS shared infrastructure was inadequate and unpredictable.
On the AWS shared infrastructure, N2N’s instance could be (and was) decommissioned or shutdown on a whim, with only a few hours’ notice. They had no control and just had to comply with server changes.

Kodithala said, “When Oracle contacted us about bare metal cloud – that was exactly what we needed and were looking for. The ability to have dedicated infrastructure and full control of servers, and ensure our servers were not impacted by system outages – this was very important to us.”
Migrating Off of Open Source

After realizing the cost savings, increased control, and performance of moving to Oracle Cloud Infrastructure, N2N expected a nine-month migration process for their 65 servers, 15 of which were in a development environment.

But, with Oracle’s expert help moving to Oracle Cloud Infrastructure, N2N completed the migration in less than three weeks.

“What we’re getting from Oracle is not just an infrastructure...we’re actually getting a full ecosystem to support us with our growth.”

- Kiran Kodithala, Founder and CEO of N2N
N2N discovered a better cost-to-value ratio for their servers and is experiencing greater scalability to continue to grow their business.

Learn More About Their Story