STAKATER

Sovereign Cloud on OpenShift

Building the Missing Cloud Layer

Stakater Cloud Orchestrator · Red Hat Connect 2026

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Stakater

Founded 2016

10 years in business

Global Team — 8 Countries

Sweden, Czech Republic, Austria, Spain, Pakistan, Netherlands, Australia, Vietnam

Stakater Cloud

Runs in production on Red Hat OpenShift

RED HAT PARTNERSHIP

Premier Partner

Specialized Partner — Container Management

Master Services Agreement — only one in Sweden for 5+ years

Partner since 2018

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What We've Built

CLOUD

Stakater Cloud

Our managed OpenShift cloud

Production workloads. Paying customers.

OPEN SOURCE

Reloader

24B+ downloads · 9.9k stars

Forecastle

IngressMonitorController

+ many more

RED HAT CERTIFIED

Multi-Tenant Operator

Enterprise multi-tenancy for OpenShift

Open source, commercial, and managed — running **in production for years**.

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Where Does Your AI Run?

Where it runs	**Under whose jurisdiction**	**Who gets to consume it**

That turns platform teams into cloud providers. Whether they planned to or not.

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You bought 200 cars.

Good cars. Serviced, insured, parked, ready.

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That is not a rental business.

No way to book one

No list of what you offer

No keys, no insurance

Nobody counting the miles

No invoice at the end

200 cars in the car park ↓ **Your OpenShift**	The booking website ↓ **Self-service portal**	Economy, estate, van ↓ **Service catalog**	Keys and insurance per driver ↓ **One customer kept from another**	Mileage and fuel on return ↓ **Usage metering**	The invoice at the desk ↓ **Billing records**

Owning the cars was the expensive part. It was not the business.

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Infrastructure Is Solved

- OpenShift Container Platform
- OpenShift Virtualization
- OpenShift Data Foundation

You have this on day one.

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What Turns OpenShift Into a Cloud

Sign up
Customer gets an account

→

Order
Picks a product from the catalog

→

Use
Runs on your OpenShift, apart from others

→

Pay
Usage metered, billed on your invoice

- Multi-tenant isolation
- White-label self-service portal
- Catalog with pricing
- Metering, showback, invoicing
- Support and day-2 operations

That is the entire difference between a running cluster and a cloud.

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Where It Breaks Down

ONBOARDING

Every tenant runs through you

Automation provisions · Nobody self-serves

The provider is always in the loop

COMMERCIAL

Nothing has a price

Usage never measured per tenant

Stays a cost centre

OPERATIONS

Day-2 lands on the platform team

Resize · Quota · Restart — all a request

Margin lost to operations

UTILISATION

One customer per cluster

No isolation anyone trusts

Capacity sold, sitting idle

None of this is an infrastructure problem.

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Build It Yourself

18–24

MONTHS TO FIRST INVOICE

Portal · Tenancy · Catalog · Metering · Billing · Support

Forever

ONE PLATFORM PER ACCOUNT

Not a project. A product, maintained.

0%

CARRIES TO THE NEXT PLATFORM

Shaped around one identity provider, one billing system

We know. We built it to run **our own cloud**.

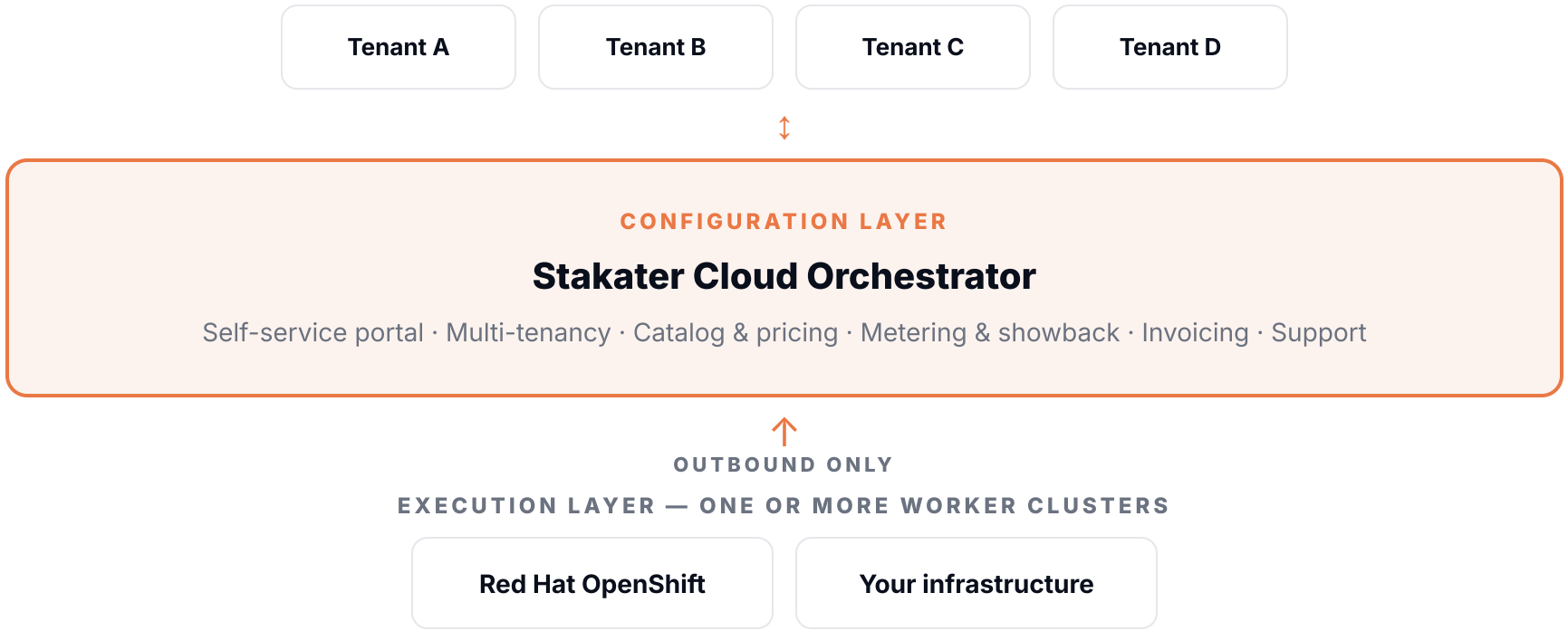
CHAPTER TWO

The Missing Layer

As architecture. Boundaries first, products second.

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The Layer That Was Missing



Everything a cloud needs, between your customers and what you already run.

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The Tenant Model

ORGANIZATION

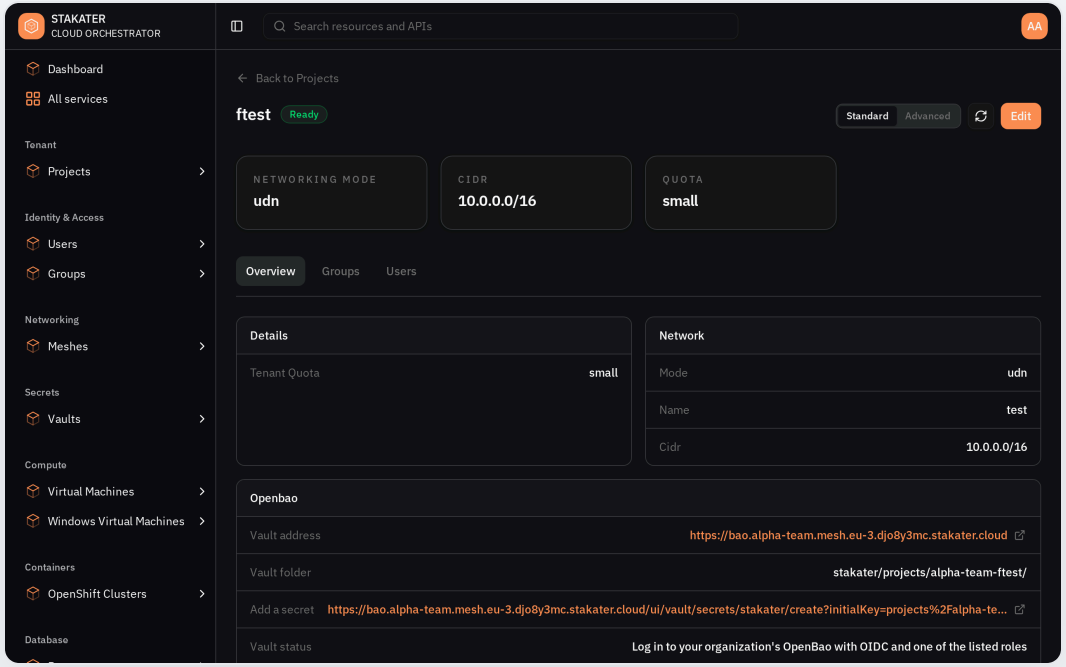
Tenant boundary · Own identity · Own branding

PROJECT

Environment · Network · Quota · Own API endpoint

PROJECT

Environment · Network · Quota · Own API endpoint



Separate at identity and at the API. Not at the namespace.

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No Tenant Touches a Real Cluster

Every project is a standard Kubernetes API

kubeconfig · Terraform · Helm · GitOps · day one

Identity stops at the configuration layer

No tenant users or groups on a worker cluster

Workload-level isolation, not authorization

The worker cluster's job

Compromise of a realm doesn't reach the cluster's API.

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From Request to Running Workload

Consumer applies a claim
PORTAL OR PROJECT KUBECONFIG

→

The configuration layer receives it

→

Pulled onto a worker cluster

→

OpenShift runs it
VIRTUALIZATION FOR A VM · A HOSTED CONTROL PLANE FOR A CLUSTER

→

Status propagates all the way back

The consumer never knows any of that. They see Pending go to Ready.

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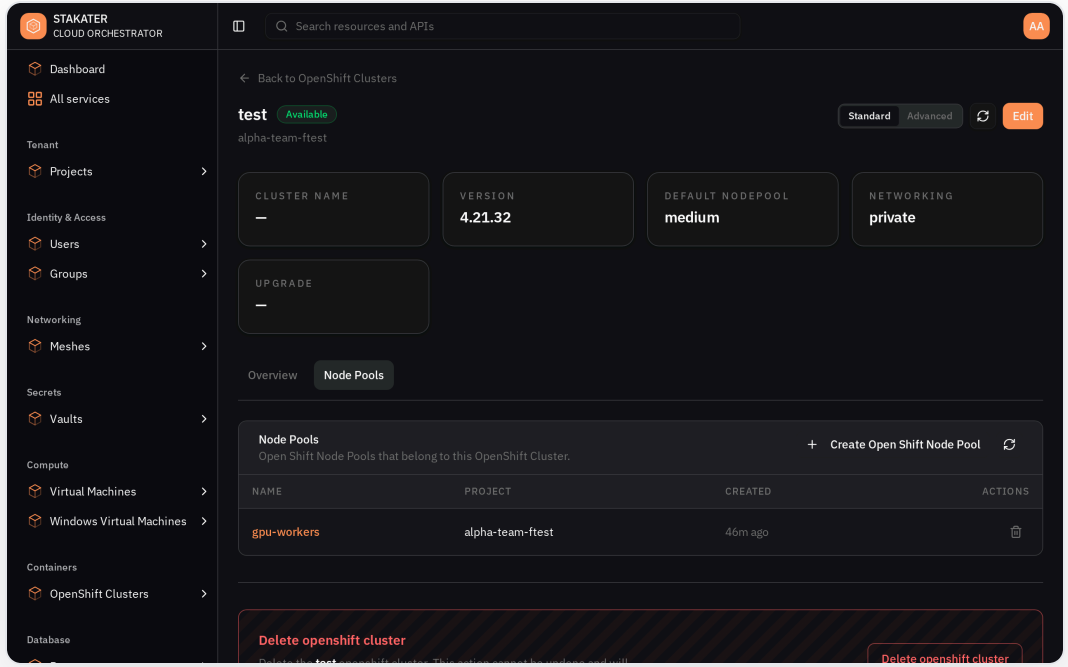
Anything With an API

TODAY

- Virtual Machines
- Windows Virtual Machines
- OpenShift clusters

SAME PATH

- Databases
- GPU environments
- Third-party services



One catalog, one portal, one API. The execution happens wherever makes sense.

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How an API Becomes a Priced Offering

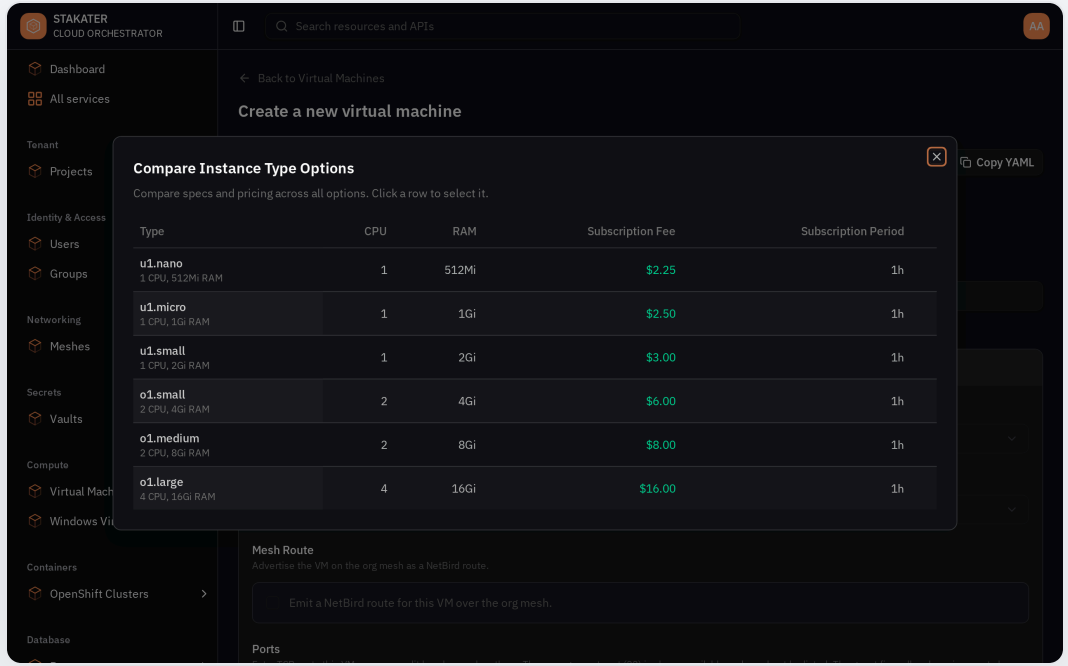
Subscription fee on a tick cadence

hourly · daily · monthly

Resource pricing for metered usage

CPU-hours · RAM-GB-hours · GPU-hours · storage · network egress

flat packages · pure metering · hybrid · included usage · minimum commitment · addons



Pick by name. Pick by intent, fully predict the cost.

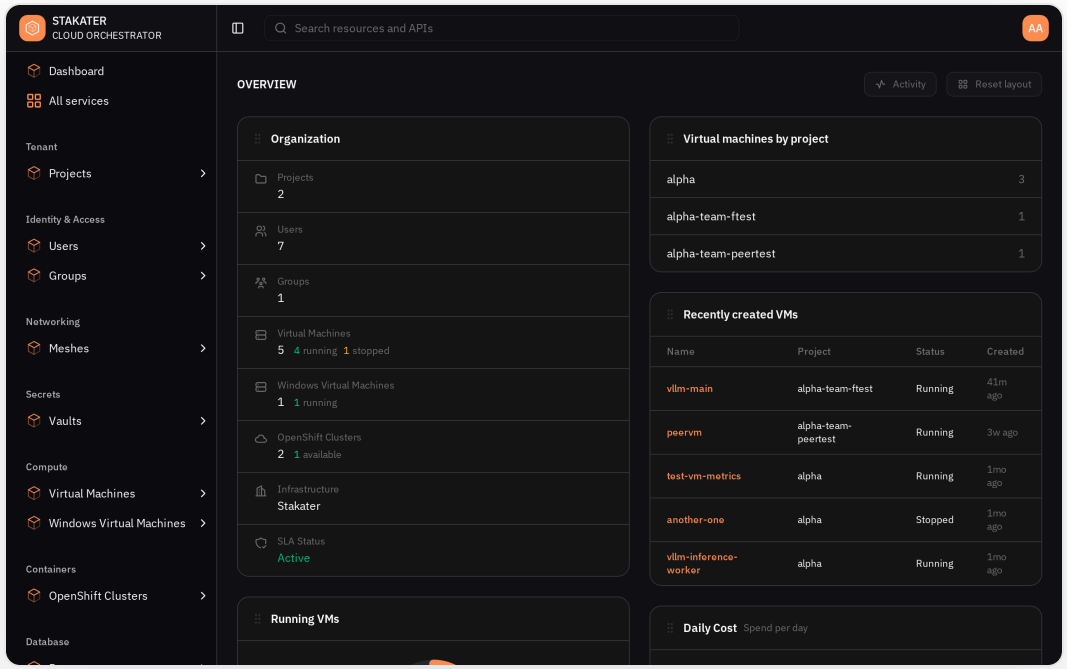
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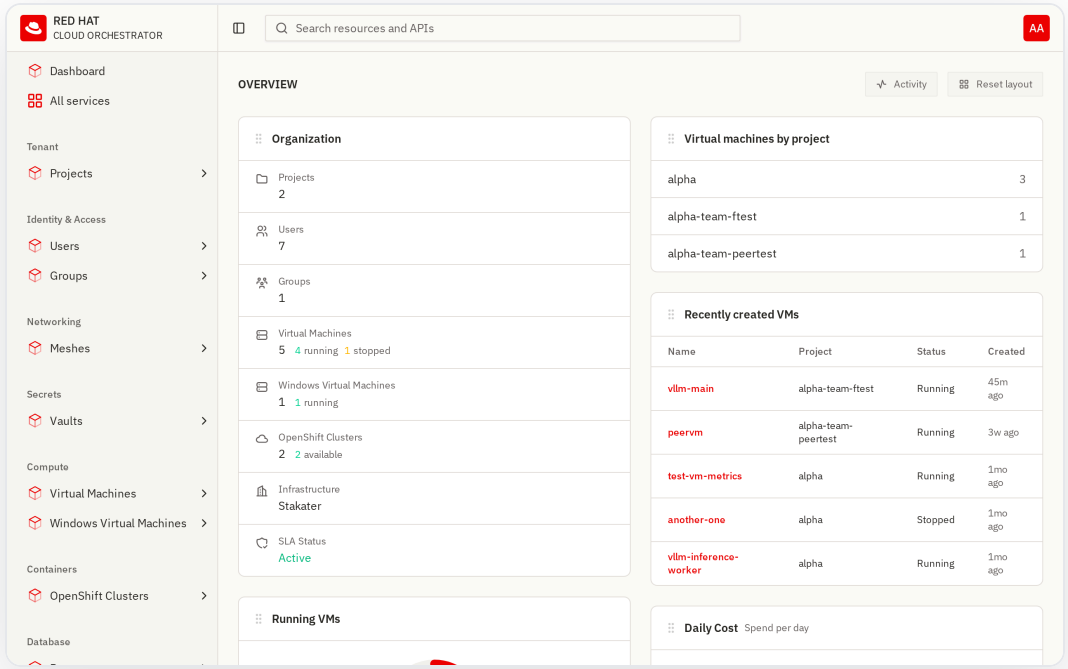
Self-Service, Under Your Brand

Colors, logo, typography, favicon

Light and dark

Same thing via kubeconfig





This console is the only thing the end customer ever touches.

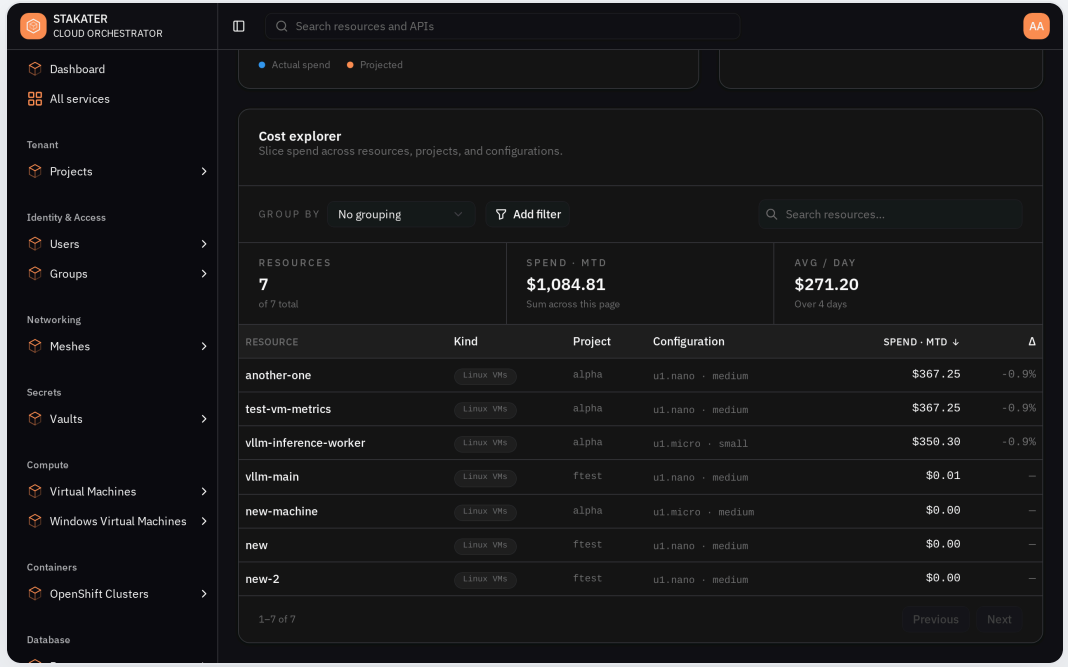
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From Metered Usage to a Billing Record

Usage, metered per tenant → Rated on your model → Cost records

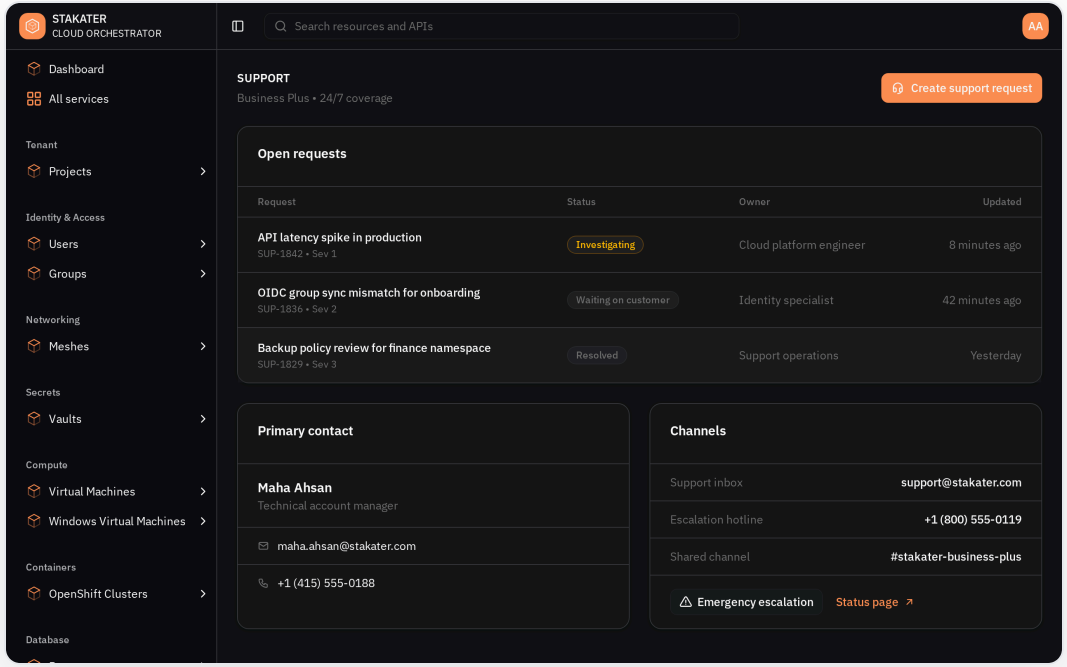
CLOUD ORCHESTRATOR STOPS HERE

Your billing system produces the invoice



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Support and Day-2



SUPPORT

Tickets inside the console, scoped to the organization

DAY-2

- Snapshots
- Volumes
- Networks
- Node pools

The rest of the customer relationship, not just handing someone a platform.

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Sovereign by Construction

- Your hardware, your site, your jurisdiction
- Your identity, per tenant
- No external control plane in the path
- Who did what, when, per tenant

Nothing in the path belongs to someone else.

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Running in Production

Stakater Cloud

Our own cloud · On Red Hat OpenShift · Virtual Machines and OpenShift clusters as a service · Paying customers · The same product

We run what we sell.

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Five Things to Take Home

01

Where cloud initiatives stall — and why it isn't infrastructure

02

The tenant separation decision you can't undo later

03

Why tenants should never touch a real cluster

04

How any API becomes a priced, self-service offering

05

From metered usage to a billing record



LET'S TALK

You have OpenShift.
Let's talk about the cloud on top.

Find us after the session.

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