

## SUCCESS STORY

# Leading South African Insurer Modernizes Kubernetes Data Protection with CloudCasa and SUSE Rancher

Technology:  cloudcasa  
by Catalogic  SUSE

## Executive Summary

A leading South African insurance holding company, managing some of the country's most recognized short-term and long-term insurance brands, faced a critical inflection point in its Kubernetes strategy. As their Kubernetes platform encountered growing instability and their existing enterprise backup solution failed to deliver reliable Kubernetes recovery, the team needed a dedicated, purpose-built solution they could trust. CloudCasa stepped in with a rapid proof-of-concept, validated every required use case within a week, and delivered purpose-built Kubernetes data protection at the most competitive price point in the market, a decisive advantage in South Africa, where maximizing technology ROI is essential. The result: a confident migration to SUSE RKE2 and the foundation to accelerate Kubernetes adoption at scale.

&lt; 1 Week

100%  
Use cases validated  
before migration

K8s → RKE2

## About the Customer

The customer is a major South African financial services holding company that owns and operates a broad portfolio of insurance brands spanning short-term and long-term cover, as well as a leading insurance and personal finance comparison platform. Serving millions of South Africans across multiple brands, the group is committed to digital innovation and maintaining the resilience of the systems that underpin customer-facing services.

## The Challenge

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As Kubernetes became central to the group's digital strategy, the IT team built out a Kubernetes environment on hyperconverged infrastructure. However, growing platform instability created increasing pressure on the team's ability to recover Kubernetes workloads reliably. Their existing enterprise backup solution, well-suited to traditional virtual machine protection, was called upon to fill the gap, but proved unable to deliver the Kubernetes recovery reliability the team required.

As the organization sought to scale Kubernetes adoption and place more mission-critical workloads on the platform, confidence eroded. Paying for a Kubernetes backup capability that wasn't working was an unnecessary cost burden, especially in South Africa, where enterprise software licensing costs are amplified by currency and procurement pressures.

### The team needed a dedicated **Kubernetes-native** solution that could actually deliver:

- 1 A proven Kubernetes-native backup and recovery solution to fill the gap that the existing platform could not cover
- 2 Validated recovery of all critical use cases before trusting a new platform with production workloads
- 3 A clear migration path to a stable, supported Kubernetes distribution
- 4 Best-in-class Kubernetes-native licensing costs, not an add-on to a broader platform priced for a different era
- 5 Confidence in long-term resilience so that Kubernetes adoption could continue expanding across the business



**The stakes were high:** the team would not move forward with expanding Kubernetes workloads until they were fully satisfied with data protection.

## The Solution: CloudCasa + SUSE Rancher Suite



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CloudCasa engaged immediately with a structured proof-of-concept delivered via its SaaS control plane, with no additional infrastructure required to get started. Within a single week, the team was able to demonstrate backup, restore, and disaster recovery across every use case on the customer's validation checklist.

2

Beyond reliability, CloudCasa's pricing stood out in a competitive evaluation. As a purpose-built Kubernetes data protection platform, CloudCasa offers the most cost-effective licensing in the market, not a Kubernetes bolt-on priced as part of a sprawling enterprise suite. Combined with the SaaS delivery model, which eliminates backup infrastructure and associated operational overhead, the total cost of ownership was significantly lower than alternatives evaluated. For a South African organization managing foreign currency exposure on enterprise software contracts, that combination of superior technology and market-leading pricing was a compelling differentiator.

3

Following a successful POC, CloudCasa was selected as the dedicated Kubernetes data protection platform, filling the gap that the existing backup solution could not cover for Kubernetes workloads. CloudCasa was then used to orchestrate the migration of clusters to SUSE RKE2, managed through SUSE Rancher. The customer also purchased the SUSE Rancher Suite, gaining access to SUSE Virtualization, which CloudCasa can protect, opening further consolidation and expansion scenarios for the future.

### Key Components of the Solution



CloudCasa SaaS control plane – rapid deployment with no additional backup infrastructure



Most cost-effective Kubernetes-native data protection licensing in the market



Purpose-built Kubernetes backup and recovery covering the gap legacy platforms could not fill



Full use-case validation ahead of any production commitment



Cluster migration: Kubernetes workloads moved cleanly to SUSE RKE2



SUSE Rancher for centralized multi-cluster lifecycle management



On-premises NFS and object storage as backup targets



SUSE Virtualization backup support – ready for future VM workload protection



## Implementation Highlights

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### RAPID POC DEPLOYMENT

CloudCasa's SaaS architecture meant the team could begin testing within hours, not weeks. The POC was scoped around the customer's own requirements — every recovery scenario on their checklist was tested and validated within the first week. This accelerated timeline was critical: the team needed tangible proof of reliability before proceeding with any production commitment.

### SUSE RANCHER SUITE INTEGRATION

With SUSE Rancher Suite now in place, the customer manages its Kubernetes environment with significantly greater operational confidence. CloudCasa runs integrated backup policies across all RKE2 clusters, with on-premises NFS and object storage serving as backup targets — keeping data sovereignty within the organization's own infrastructure.

### USE-CASE VALIDATION FIRST

Rather than migrating first and validating later, the team insisted on confirming every use case against live clusters before any migration work began. CloudCasa accommodated this requirement fully — running backup, restore, and workload-mobility tests to build the team's confidence from the ground up.

### CLUSTER MIGRATION TO SUSE RKE2

Once confidence was established, CloudCasa's workload-mobility capabilities were used to migrate production Kubernetes workloads to SUSE RKE2, orchestrated through SUSE Rancher. This provided centralized visibility and lifecycle management across the new cluster estate from day one.

## Results that matter

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- **Kubernetes protection gap closed:** CloudCasa delivered the purpose-built Kubernetes recovery reliability that legacy platforms could not, validating all required use cases in under one week
- **Most cost-effective in market:** CloudCasa's dedicated Kubernetes licensing — combined with the SaaS model eliminating backup infrastructure costs — delivered the lowest TCO of any solution evaluated, a critical factor for the South African market
- **Platform instability resolved:** Successful migration of Kubernetes workloads to SUSE RKE2 with minimal disruption to production operations
- **Kubernetes adoption unblocked:** With proven, cost-effective data protection in place, the team can confidently expand Kubernetes workloads across the business
- **Operational confidence:** Centralized management through SUSE Rancher, with consistent backup policies across all clusters
- **Future-ready:** SUSE Virtualization included in the SUSE Suite purchase — CloudCasa is ready to protect VM workloads as that platform is adopted, without additional tooling costs
- **Data sovereignty maintained:** On-premises backup targets keep sensitive insurance and financial data within the organization's control



*We had lost confidence in our ability to protect and recover Kubernetes workloads reliably. CloudCasa came in, stood up a POC, and validated every use case we needed within a week. That gave us the assurance to modernize our Kubernetes platform and commit to RKE2, and now we can actually grow our Kubernetes footprint with confidence.*

— Head of Information Technology, Leading South African Insurance Group

## What's Next?

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With a stable, validated data protection foundation in place, the customer is positioned to:

- Expand the RKE2 and SUSE Rancher footprint across additional workloads and teams
- Evaluate SUSE Virtualization for VM workloads — with CloudCasa already capable of protecting those environments
- Automate data protection policies and resilience testing across the growing cluster estate
- Leverage CloudCasa's workload mobility for future platform or infrastructure changes

**CloudCasa and SUSE will continue to serve as the data protection and Kubernetes management backbone as the organization matures its cloud-native strategy.**

## Summary

By deploying CloudCasa to cover the Kubernetes data protection gap that legacy platforms could not fill, and migrating to SUSE RKE2, this South African financial services group transformed its Kubernetes posture, going from recurring recovery failures and stalled adoption to a validated, scalable foundation.

### **A one-week POC made the case on two fronts:**

- CloudCasa's technology was the most capable purpose-built Kubernetes solution evaluated,
- its licensing was the most cost-effective in the market. That combination gave the team both the confidence and the financial justification to modernize and grow.

**Try CloudCasa  
for free**

