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How Komodor Transformed **Lusha's Kubernetes Operations**

Lusha

Company Size: 200-500 employees

Industry: B2B Sales

Komodor Installation:
8 clusters | 879 services

About Lusha

Lusha is a B2B go-to-market intelligence platform used by sales, revenue operations, marketing, and recruitment teams all over the world to get accurate, direct contact information and engage faster. Layering on extra data types like Intent and job change alerts to take outbound efforts from cold to warm, and enriching CRM data to guarantee the freshest information, every time.

The Challenge

Lusha, a leading provider of B2B contact data solutions, faced significant challenges in managing its Kubernetes environment efficiently. Reduced development velocity, increased Mean Time to Repair (MTTR) in production, and high escalations to the DevOps team were among the critical issues hampering Lusha's operational efficiency.

- Lack of visibility into Kubernetes resource changes across environments led to a slowdown in development velocity.

- Inadequate monitoring and troubleshooting capabilities resulted in prolonged downtimes and increased MTTR.

The Problem

1. Lusha lacked actionable insights into their Kubernetes environment, hindering effective troubleshooting.

2. Missing connectivity events between services, a timeline of changes and events, who changes what in the service? (i.e. connection to the PRs).

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The Solution

Komodor emerged as the solution to Lusha's Kubernetes operational challenges by providing comprehensive visibility, actionable insights, and streamlined workflows.

1. **Single Access Point for Developers:** Komodor served as the central access point for developers, offering intuitive visualization and monitoring of Kubernetes workloads while enhancing security and control through Role-Based Access Control (RBAC).

2. **Improved Developer Experience:** By eliminating friction and toil from development workflows, Komodor empowered developers to solve issues independently, reducing dependency on the DevOps team and boosting overall productivity and efficiency.

3. **Shift-Left Mentality:** Komodor facilitated a cultural shift towards collaboration and accountability, fostering a 'shift-left' mentality that improved velocity, reliability, and cost-effectiveness across the organization.

4. **Proactive Reliability Management:** With proactive monitoring and streamlined troubleshooting capabilities, Komodor enabled Lusha to improve uptime and mitigate potential issues before they impact production environments.

Amir Daniely
Director of DevOps

"The DevOps Team now has much more capacity for scaling and innovation, because developers need us less! And even when they do, they can simply paste KlaudiaAI's output into their tickets, which not only saves time and toil but also provides much-needed context that enables us to communicate meaningfully in the same language."

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Komodor in Lusha Today

The adoption of Komodor yielded transformative results for Lusha, becoming the cornerstone of their Kubernetes operations.

1. Primary Incident Response Tool: Komodor is now the go-to tool for incident management, empowering developers to resolve issues swiftly and independently.

2. Universal Access: Komodor is the sole point of entry for developers accessing Kubernetes resources, simplifying access management and enhancing security.

3. Enterprise-Wide Adoption: Komodor has been embraced across all engineering teams utilizing Kubernetes, including DevOps, Infrastructure, Developers, and Data Engineers.

By partnering with Komodor, Lusha overcame its Kubernetes operational challenges, achieving enhanced visibility, improved efficiency, and significant cost savings. The seamless integration of Komodor into Lusha's workflows has not only transformed their operational capabilities but also fostered a culture of collaboration and autonomy across the organization, positioning Lusha for sustained growth and innovation in the dynamic B2B data solutions market.

Results

With Komodor Lusha was able to achieve: increased productivity and eeduced MTTR

✅ **Reduction in MTTR**
Komodor's proactive monitoring and troubleshooting capabilities contributed to a reduction in Mean Time to Repair, minimizing downtime, and enhancing operational efficiency.

✅ **Developer Autonomy**
Increase in issues resolved by developers independently, reducing reliance on the DevOps team and empowering developers.

✅ **Wide Kubernetes Adoption**
Komodor's adoption has extended to most of the engineering organization, driving standardization and efficiency in Kubernetes operations.

✅ **Operational Efficiency**
Lusha improved operational efficiency and reduced compute costs by optimizing infrastructure utilization and streamlining operational workflows with Komodor

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