



A Case for the Cloud: Koneka Pierre-Olivier Charlebois, CEO

What was the business problem?

Koneka offers document engineering solutions to help companies assemble large, complex documents like contracts and proposals. Our solution allows document segments to reassemble themselves through the use of workflows, machine learning, and natural language processing. We were successful applicants in the Build in Canada Innovation Program (BCIP), which means we get to pilot our product with a federal government department. A successful pilot opens the door to selling our solution to any department across the government. The BCIP is a great opportunity to gain a premier customer, but required us to keep the data in Canada.

What were the potential solutions?

To meet the criteria set by the BCIP to keep the data in Canada, we investigated Canadian cloud offerings, but the performance we required wound up costing more than we could afford in the context of a pilot project.

Cloud Clip:

*By 2020, 78% of small businesses will be adapted to cloud computing.*¹

What solution was chosen?

We needed to ramp up our pilot with the government department quickly, and we needed an affordable solution. We also needed to have the data stay in Canada, with a virtualization solution that allowed us to scale instances, and backup and restore virtual machines easily. DAIR easily fit all those criteria, and gave us complete control over our infrastructure.

Cloud Clip:

Organizations that adopt cloud technologies report greater scalability, faster access to infrastructure, and faster time to market for products and services.

What was the result?

We are moving through our pilot with the federal government department, and are preparing to move into international markets early in 2016. We also passed another critical milestone for our company – user acceptance testing for another key customer, a consulting company with over 60,000 employees – so we're looking forward to continued growth in Canada and beyond.

Digital Accelerator for Innovation and Research - DAIR Program

Designed to give Canadian entrepreneurs a competitive edge, DAIR provides free access to high performance cloud resources without hidden costs. DAIR enables small businesses to accelerate product development while reducing cost by leveraging the scale, speed and agility of cloud resources.

Find out more at
canarie.ca/cloud

¹ <http://cloudtweaks.com/2015/04/cloud-infographic-guide-to-small-business-cloud-computing/>