

Pick My Project! Lessons Learned from Interviewing and Writing 20+ End User Case Studies



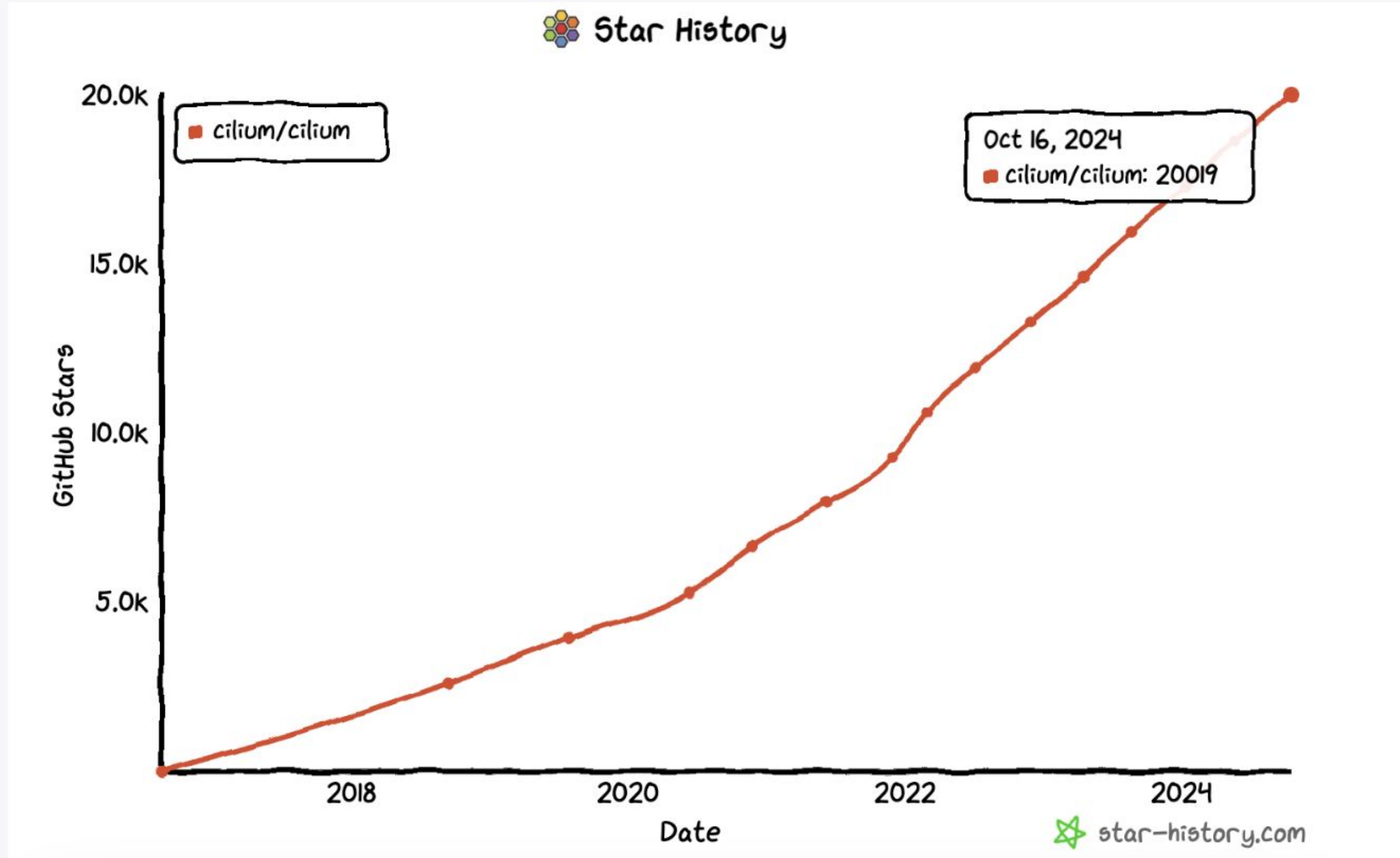
Bill Mulligan

FOSDEM Community Dev Room 2025



Live Demo

Cilium @ 20k



150+ public users, 75 public stories

Adopters

Here are some of the organizations we know are using Cilium. If you're using Cilium and aren't on this list, please submit a pull request!

<p>Adobe</p> <p>What Makes a Good Multi-tenant Kubernetes Solution</p> <p>CASE STUDY · TALK 1 · TALK 2 · TALK 3 · TALK 4</p>	<p>Alibaba Cloud</p> <p>Alibaba Cloud uses Cilium as the CNI for their managed Kubernetes offering</p> <p>CASE STUDY · BLOG 1 · BLOG 2</p>	<p>ASCEND.IO</p> <p>Ascend uses Cilium as their one CNI across multiple cloud providers</p> <p>READ CASE STUDY</p>	<p>aws</p> <p>AWS picks Cilium for their managed Kubernetes offering on EKS Anywhere</p> <p>READ BLOG</p>	<p>Giant Swarm</p> <p>Giant Swarm uses Cilium as the CNI in their Cluster API based managed Kubernetes service</p> <p>WATCH VIDEO</p>	<p>GitLab</p> <p>Kubernetes Network Policies in Action with Cilium</p> <p>WATCH TALK</p>	<p>Google</p> <p>Google chooses Cilium for Google Kubernetes Engine (GKE) networking</p> <p>READ BLOG · WATCH TALK</p>	<p>HETZNER</p> <p>Hetzner uses Cilium for ingress and as a CNI for Hetzner Cloud</p> <p>READ BLOG</p>	<p>SAMSUNG Ads</p> <p>Samsung Ads uses Cilium as the default CNI for their Kubernetes clusters</p> <p>READ BLOG</p>	<p>S&P Global</p> <p>S&P Global uses Cilium as its CNI</p> <p>CASE STUDY · WATCH TALK</p>	<p>Santa and the Elves</p> <p>Santa and the Elves uses Cilium to enhance their Christmas operations by efficiently connecting clusters and securing data</p> <p>READ BLOG</p>	<p>SCHUBERG PHILIS</p> <p>Schuberg Philis uses Cilium as the CNI for PCI-DSS compliant Kubernetes clusters they run for their customers</p> <p>CASE STUDY · TALK 1 · TALK 2</p>	
<p>Microsoft</p> <p>Microsoft chooses Cilium for Azure networking</p> <p>WATCH TALK · USER STORY</p>	<p>Bell</p> <p>Bell uses Cilium and eBPF for telco networking</p> <p>TALK 1 · TALK 2</p>	<p>Bloomberg</p> <p>Bloomberg leverages Cilium to construct data sandboxes that restrict users from distributing data outside the sandbox</p> <p>WATCH TALK · CASE STUDY</p>	<p>bmc</p> <p>BMC uses Cilium as a CNI option in their BMC Helix Innovaton Suite and IT Operations Management On Premise</p> <p>READ BLOG</p>	<p>cilium</p> <p>Home furnishings retailer uses Cilium for their self-hosted bare-metal private cloud</p> <p>BLOG · TALK 1 · TALK 2</p>	<p>ICOS</p> <p>ICOS project uses Cilium and Tetragon to enhance its network security and visibility, and to create comprehensive audit reports</p> <p>READ BLOG POST</p>	<p>Ilionx</p> <p>Ilionx uses Cilium as their preferred networking, observability, and security solution</p> <p>CASE STUDY · WATCH TALK</p>	<p>JYSK</p> <p>JYSK uses Cilium and Hubble in their Kubernetes edge Clusters for advanced networking, security and observability</p> <p>READ BLOG</p>	<p>SEZNAM.CZ</p> <p>Seznam.cz uses Cilium for Layer 4 Load Balancing with XDP</p> <p>CASE STUDY · BLOG · TALK 1 · TALK 2 · TALK 3</p>	<p>Sicredi</p> <p>Sicredi uses Cilium as their CNI and for network security across their Kubernetes clusters</p> <p>CASE STUDY · WATCH TALK</p>	<p>SingleStore</p> <p>SingleStore uses Hubble for observability</p> <p>READ BLOG</p>	<p>sky</p> <p>Sky uses Cilium as their CNI and for network security</p> <p>TALK 1 · TALK 2 · BLOG</p>	
<p>Capital One</p> <p>Building a Secure and Maintainable PaaS</p> <p>WATCH TALK</p>	<p>CEGN</p> <p>Cloud Native Networking with eBPF</p> <p>WATCH TALK</p>	<p>ClickHouse</p> <p>ClickHouse uses Cilium and Hubble across multiple clouds</p> <p>CASE STUDY · TALK · TALK 2</p>	<p>cosmonic</p> <p>Cilium is the CNI for Cosmonic's Nomad based PaaS</p> <p>CASE STUDY · TALK 1 · TALK 2</p>	<p>kakao</p> <p>kakao uses Cilium as a CNI to improve network performance and lower costs</p> <p>READ CASE STUDY</p>	<p>Koyeb</p> <p>Koyeb uses Cilium to power a mesh between its microVMs hosted on its servers</p> <p>READ BLOG</p>	<p>KUBERNATIC</p> <p>Kubermatic uses Cilium as the CNI for its Kubernetes installer and platform</p> <p>READ BLOG</p>	<p>MÁSMÓVIL</p> <p>Scaling a Multi-Tenant Kubernetes Clusters in a Telco</p> <p>WATCH TALK</p>	<p>sky BET</p> <p>Skybet uses Cilium as their CNI</p> <p>READ BLOG</p>	<p>SmartNews</p> <p>SmartNews uses Cilium in their Kubernetes clusters for high performance and scalability</p> <p>READ CASE STUDY</p>	<p>SUPERORBITAL</p> <p>Superorbital uses Cilium in their customer engagements</p> <p>WATCH TALK</p>	<p>SysEleven</p> <p>SysEleven uses Cilium as the preferred networking, security, and observability solution for their internal and external Kubernetes clusters</p> <p>READ CASE STUDY</p>	
<p>Datadog</p> <p>Datadog uses Cilium in AWS (self-hosted k8s)</p> <p>CASE STUDY · TALK 1 · TALK 2 · TALK 3</p>	<p>dBrain</p> <p>dBrain Cloud uses Cilium as a CNI in their Kubernetes platform</p> <p>READ BLOG</p>	<p>DB SCHENKER</p> <p>DB Schenker uses Cilium as the default CNI in self-managed Kubernetes clusters running in AWS</p> <p>READ BLOG</p>	<p>deezer</p> <p>Deezer uses Cilium as their CNI for all on-prem Kubernetes clusters for its performance and security</p> <p>READ BLOG</p>	<p>Meltwater</p> <p>Meltwater uses Cilium in AWS on self-hosted multi-tenant k8s clusters as the CNI plugin</p> <p>CASE STUDY · TALK</p>	<p>MOBILAB</p> <p>Mobilabs uses Cilium as the CNI for their internal cloud</p> <p>READ BLOG</p>	<p>nemlig.com</p> <p>Nemlig uses Cilium in their Kubernetes clusters for networking, security, and observability</p> <p>READ CASE STUDY</p>	<p>Netbird</p> <p>Netbird uses Cilium to compile BPF to Go for cross-platform DNS management and NAT traversal</p> <p>READ BLOG</p>	<p>Trip.com</p> <p>Trip.com uses Cilium both on premise and in AWS</p> <p>CASE STUDY · TALK · BLOG 1 · BLOG 2</p>	<p>Uswitch</p> <p>Uswitch uses Cilium ClusterMesh for multi-cluster networking</p> <p>BLOG · TALK</p>	<p>Utmost</p> <p>Utmost uses Cilium in all tiers of its Kubernetes ecosystem to implement zero trust networking</p> <p>CASE STUDY · BLOG</p>	<p>Viasat</p> <p>Viasat uses Cilium and Tetragon for networking, observability, and runtime enforcement</p> <p>WATCH VIDEO</p>	
<p>DigitalOcean</p> <p>DigitalOcean uses Cilium as the preferred networking, security, and observability solution for their DOKS platform and internal Kubernetes clusters</p> <p>CASE STUDY · WATCH TALK</p>	<p>ect88</p> <p>ect88 uses Cilium as their CNI and for load balancing</p> <p>READ BLOG</p>	<p>EDGELESS SYSTEMS</p> <p>Edgeless Systems uses Cilium as the CNI for their Kubernetes Distribution</p> <p>READ BLOG · TALK</p>	<p>eficode</p> <p>Eficode uses Cilium and Hubble as the default networking and observability solution for their customers</p> <p>WATCH TALK</p>	<p>nexxiot</p> <p>Nexxiot using Cilium as the CNI plugin on EKS for its IoT SaaS</p> <p>READ CASE STUDY</p>	<p>Palantir</p> <p>Palantir uses Cilium as their main CNI plugin in all major cloud providers (self hosted k8s)</p> <p>READ BLOG · WATCH TALK</p>	<p>PALARK</p> <p>Palark uses Cilium as the CNI for the customer infrastructure that they manage</p> <p>READ BLOG</p>	<p>parseable</p> <p>Parseable uses Tetragon for collecting and ingesting eBPF logs for Kubernetes clusters</p> <p>READ BLOG</p>	<p>VK Cloud</p> <p>VK Cloud uses Cilium in their Kubernetes Clusters for high performance networking and security</p> <p>WATCH TALK</p>	<p>VSHN</p> <p>VSHN uses Cilium for multi-tenant networking on APPIIO Cloud and OpenShift</p> <p>READ CASE STUDY · VIDEO</p>	<p>WIND LIFE</p> <p>Building a Global Multi-Cluster Gaming Infrastructure with Cilium</p> <p>BLOG · TALK</p>	<p>WSO2</p> <p>WSO2 uses Cilium to implement zero trust networking within their internal developer platform as a service</p> <p>READ BLOG · CASE STUDY</p>	
<p>FHW</p> <p>FHW uses Cilium for observing network traffic and creating network policies</p> <p>WATCH TALK</p>	<p>FORM3</p> <p>Form3 uses Cilium in their production clusters (self-hosted, bare-metal, private cloud)</p> <p>CASE STUDY · WATCH TALK</p>	<p>Gcore</p> <p>Gcore uses Cilium as a CNI option in their Managed Kubernetes offering</p> <p>READ BLOG</p>	<p>G Data</p> <p>G Data uses Cilium in their Kubernetes clusters for networking, security and observability</p> <p>READ CASE STUDY</p>	<p>PostFinance</p> <p>PostFinance uses Cilium as their CNI for all mission critical, on premise k8s clusters</p> <p>CASE STUDY 1 · CASE STUDY 2 · TALK</p>	<p>Rabobank</p> <p>Rabobank uses Cilium to implement zero trust networking in their API platform</p> <p>READ CASE STUDY</p>	<p>Robinhood</p> <p>Robinhood uses Cilium for Kubernetes overlay networking</p> <p>WATCH TALK</p>	<p>Roche</p> <p>Roche uses Cilium for managing the network connectivity of their edge clusters</p> <p>WATCH TALK</p>	<p>yahoo!</p> <p>Yahoo uses Cilium for L4 North-South Load Balancing for Kubernetes Services</p> <p>WATCH TALK</p>				



What causes end users to choose an open source project?

Pick My Project!

README Code of conduct Apache-2.0 license Security

cilium

openssf best practices passing go report A+ CLOMonitor Report A Artifact Hub cilium slack cilium GO reference

docs passing license Apache license BSD license GPL license scan passing Gateway API Conformance v1.2.0 Cilium

Open in GitHub Codespaces

Cilium is a networking, observability, and security solution with an eBPF-based dataplane. It provides a simple flat Layer 3 network with the ability to span multiple clusters in either a native routing or overlay mode. It is L7-protocol aware and can enforce network policies on L3-L7 using an identity based security model that is decoupled from network addressing.

Cilium implements distributed load balancing for traffic between pods and to external services, and is able to fully replace kube-proxy, using efficient hash tables in eBPF allowing **or almost unlimited scale**. It also supports advanced functionality like **integrated ingress and egress gateway**, bandwidth management and service mesh, and provides **deep network and security visibility and monitoring**.

A new Linux kernel technology called [eBPF](#) is at the foundation of Cilium. It supports dynamic insertion of eBPF bytecode into the Linux kernel at various integration points such as: network IO, application sockets, and tracepoints to implement security, networking and visibility logic. **eBPF is highly efficient and flexible**. To learn more about eBPF, visit [eBPF.io](#).

Service Mesh

RESILIENCE AUTHENTICATION TRAFFIC MANAGEMENT

Ingress Gateway API spiffe

Observability

METRICS TRACING SERVICE MAP LOGS

SIEM JSON fluentd Grafana OpenTelemetry

Networking

ENCRYPTION LOAD-BALANCING NETWORK POLICY NETWORKING

IPsec Wireguard Kubernetes DSR Maglev DNS L7 L3/L4 IPv4 IPv6 Overlay BGP Egress Gateway Multi-Cluster

Runtime Security

OBSERVABILITY ENFORCEMENT

Tetragon

SIEM JSON fluentd



**(A) Specific end user need and/or challenge
drives real adoption**

Case Studies as a Lens for Adoption

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CASE STUDIES

CNCF end users are telling their stories to help elevate technical conversations to business objectives and challenges.

Read how our end users have leveraged cloud native technologies and CNCF projects to help their organizations.

Also see the [Chinese translation of some of our case studies](#).

Got a cloud native story to share?

Read about our case study process and kick off your story.

[GET STARTED](#)

ISOVALENT
now part of CISCO

Cilium's 24 CNCF Case Studies

SysElevan
SysElevan opted for Cilium to simplify networking, enhance observability

200%
Through-put improvement

September 17, 2024

[READ CASE STUDY](#)

Alibaba Cloud
Alibaba Cloud turns to Cilium for improved network performance and scalability

Number One
Cloud service provider in APAC

August 12, 2024

[READ CASE STUDY](#)

WS02
Implementing Zero Trust Security with Cilium

60+
Trillion transactions/year

April 12, 2024

[READ CASE STUDY](#)

G Data CyberDefense
Migrating to Cilium for Better Networking, Visibility and Security

1500+
ArgoCD applications

April 12, 2024

[READ CASE STUDY](#)

Meltwater
Meltwater's Live Migration to Cilium for Richer Features

Massive Scale
2+ petabytes of data, 200+ billion documents

August 17, 2023

[READ CASE STUDY](#)

Bloomberg
Using Network Policy to Build Data Sandboxes at Bloomberg

Security & Access Control
Enhanced across BQuant Enterprise workloads

July 26, 2023

[READ CASE STUDY](#)

Seznam
Seznam opts for Cilium to boost performance and reduce costs

1 MILLION
HTTP requests/second

July 30, 2024

[READ CASE STUDY](#)

Kakao
Kakao improves network performance and lowers costs with Cilium

102.5 Million
Monthly active users

July 25, 2024

[READ CASE STUDY](#)

SmartNews
SmartNews leverages Cilium to improve performance and scaling

39
EKS Clusters

March 30, 2024

[READ CASE STUDY](#)

Rabobank
Self-service, Zero Trust Network Security

1.6 Billion
Calls per month

February 6, 2024

[READ CASE STUDY](#)

ClickHouse
How ClickHouse is Using Cilium to Implement Efficient Network Policies

10,000+ pods
Across multiple regions & cloud providers

June 1, 2023

[READ CASE STUDY](#)

Ascend
How Ascend leverages Cilium as a networking layer

256X
Reduced IPs

March 2, 2023

[READ CASE STUDY](#)

Nemlig.com
Boosting performance and security with Cilium

50,000 grocery boxes
Delivered daily

June 24, 2024

[READ CASE STUDY](#)

DigitalOcean
Scaling for the future with Cilium

637,000 customers
in 190 countries

June 24, 2024

[READ CASE STUDY](#)

Form3
Building a Resilient Payments Platform with Cilium

Billions
Of packets moved securely

January 18, 2024

[READ CASE STUDY](#)

ilionx
Securing the Networking Stack with Cilium

500,000
Data points secured every day

November 23, 2023

[READ CASE STUDY](#)

Datadog
How Datadog uses Cilium & eBPF to power their data plane

10+ Trillion
Data points every day

October 11, 2022

[READ CASE STUDY](#)

Utmost
Zero Trust Networking with Cilium

4000
flows per second

August 31, 2022

[READ CASE STUDY](#)

PostFinance
Enhancing performance, scalability and observability with Cilium

4 Million
Customer transactions/day

June 12, 2024

[READ CASE STUDY](#)

Sicredi
Solving Network Stability Issues with Cilium

13000+
Instant payment transactions/minute

June 12, 2024

[READ CASE STUDY](#)

Trendyol
Building a Performant Networking Infrastructure with Cilium

40%
Performance increase in clusters

September 27, 2023

[READ CASE STUDY](#)

Trip.com Group
How Trip.com Group switched to Cilium For Scalable and Cloud Native Networking

20,000 nodes
In Hybrid Cloud

September 13, 2023

[READ CASE STUDY](#)

Nexxiot
How Nexxiot runs integrated IoT hardware, software, and analytics with Cilium

200,000+
IoT devices around the world

July 25, 2022

[READ CASE STUDY](#)

QingCloud
QingCloud boosted performance and networking with Cilium

5 million +
Downloads of KubeSphere

December 17, 2024

[READ CASE STUDY](#)

Challenge, Solution, Impact

How Datadog uses Cilium & eBPF to power their data plane

Challenge

Datadog runs 10s of clusters with 10,000+ of nodes and 100,000+ pods across multiple cloud providers. They began to reach a point where traditional networking tools were not up for the job anymore. iptables, IPVS, and cloud specific **CNIs** were not designed to power Datadog's data plane needs.

Solution

Datadog turned to Cilium as their CNI and kube-proxy replacement to take advantage of the power of eBPF and provide a consistent networking experience for their users across any cloud. They also implemented Cilium Network Policies to meet certifications and run in regulated environments.

Impact

With Cilium, Datadog is now able to scale up to 10,000,000,000,000+ data points per day across more than 18,500 customers. They are able to run their network at scale and keep their customers' data secure.



Challenges:	Automation, Compliance, Latency, Observability, Performance, Scaling, Security
Industry:	Software
Location:	North America
Cloud Type:	Multi
Published:	October 11, 2022

PROJECTS USED



ISOVALENT
now part of CISCO

Challenge: Top Reasons to Choose Cilium

- **Performance/Scalability:** Datadog, Clickhouse, Trip.com, Trendyol, SmartNews, Sicredi, PostFinance, Alibaba Cloud, DigitalOcean, Kakao, Seznam.cz
- **Network Policy:** Datadog, Utmost, Ascend.io, Clickhouse, Bloomberg, ilionx, Rabobank, WS02, Alibaba Cloud, DigitalOcean
- **Simplify the Stack:** Nexxiot, Ascend.io, ilionx, Kakao, Seznam.cz, SysEleven, Nemlig
- **Self-service:** ilionx, Rabobank, G Data CyberDefense
- **Encryption:** Ascend.io, WS02
- **Observability:** WS02, G Data CyberDefense
- **Multi-cluster:** Form3, Sicredi
- **Richer Feature Set:** Meltwater

Performance/Scalability

Unleashing the Power of Cilium CNI to Propel Trendyol's Performance Up to 40%!

Trendyol implemented Cilium as the default CNI for the Kubernetes Cluster starting from version 1.26. Discover our journey.



Emin Aktaş · Follow

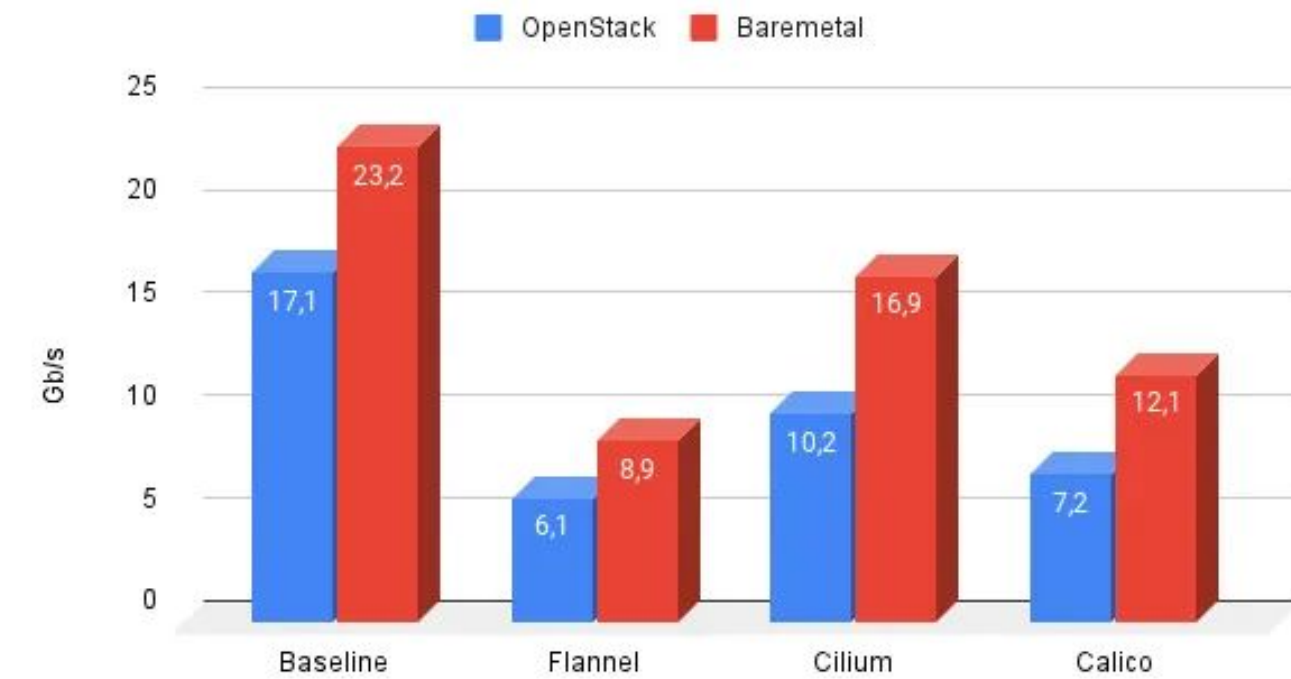
Published in Trendyol Tech · 11 min read · Jul 20, 2023

"We evaluated other CNIs, like Calico, but Cilium stood out primarily due to its performance.

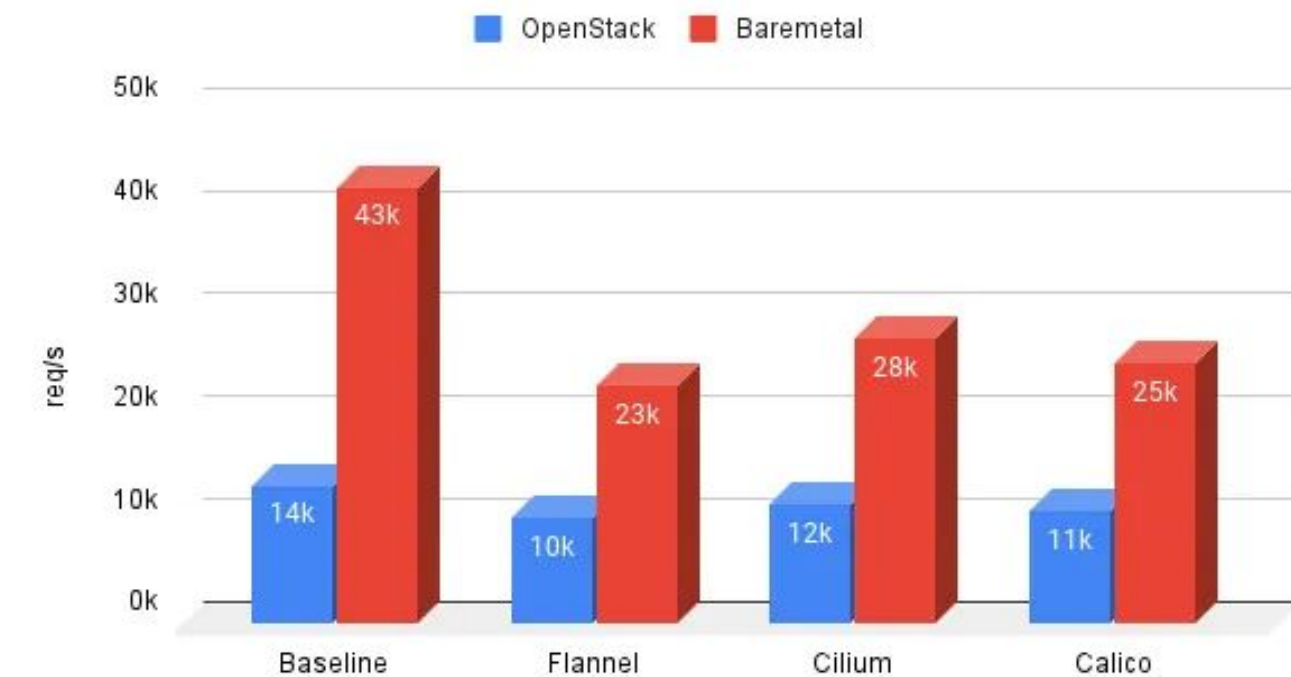
When we started performance testing Cilium, we found that its **performance remained steady, even as cluster traffic surged**. As our scale increased, Cilium didn't start degrading while other CNIs did."

Emin AKTAŞ, Platform Engineer, Trendyol

Throughput - Higher is better



Request-Response - Higher is better

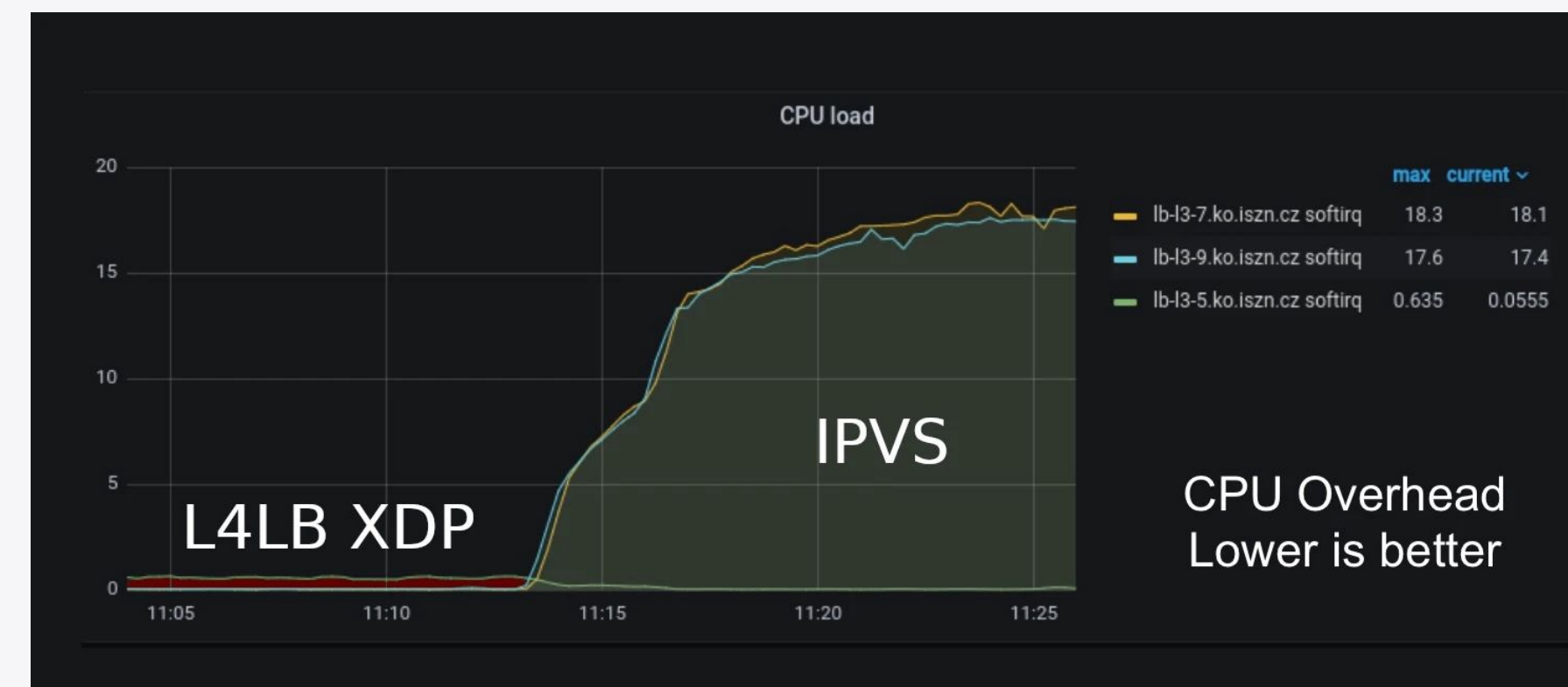
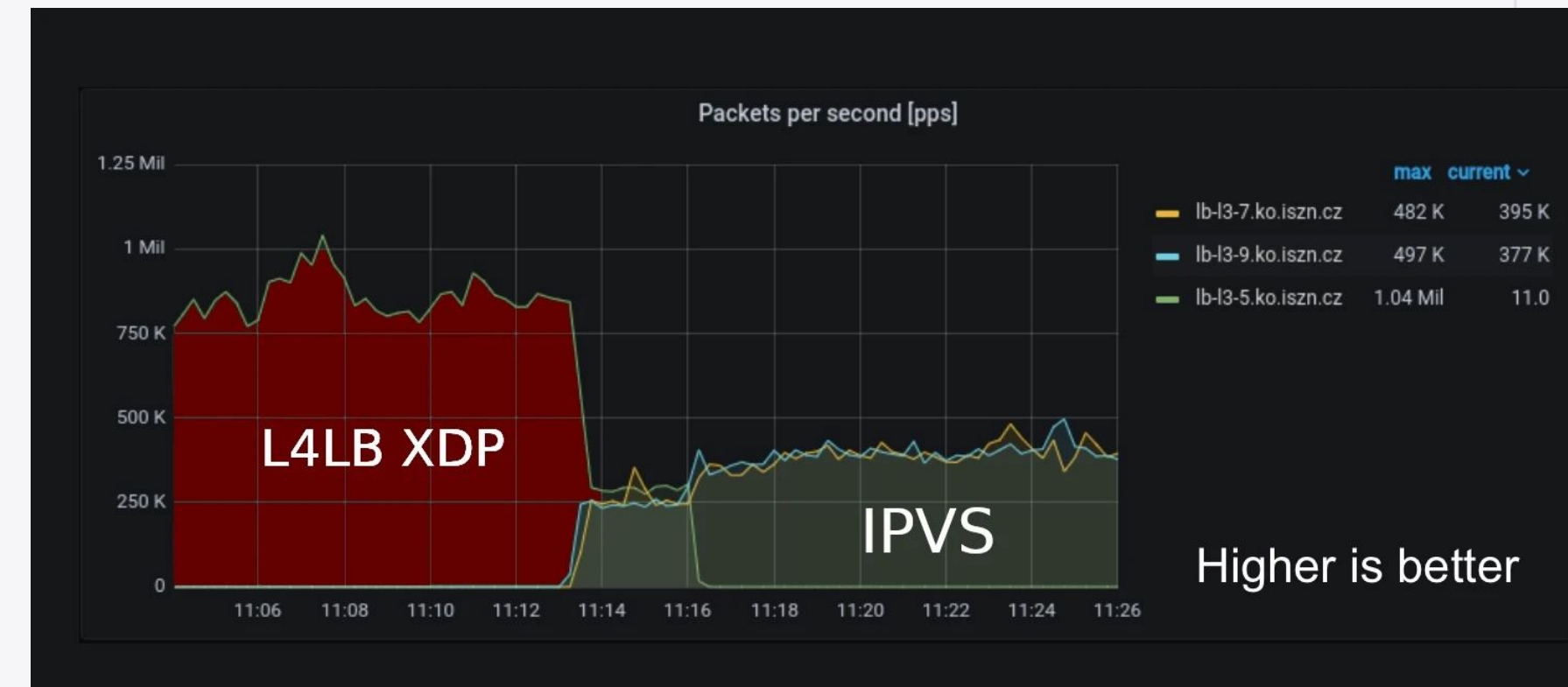


Performance/Scalability

“L4LB XDP at the driver layer with a majority of HTTP traffic (~90% of our traffic is HTTP requests) **saves us an unbelievable amount of CPUs (72x)** needed to handle our production traffic.”

We have had Cilium’s layer 4 load balancer running in production for a couple of years now. It works very well and has **saved us a lot of money.**”

Ondřej Blažek, Software Engineer, Seznam



Network Policy

"We started by looking at some other tools, and we first used [the cloud provider CNI]. But we found that Cilium, **with its host-based policies** and its ability to replace what we had out of the box, **was really valuable.**"

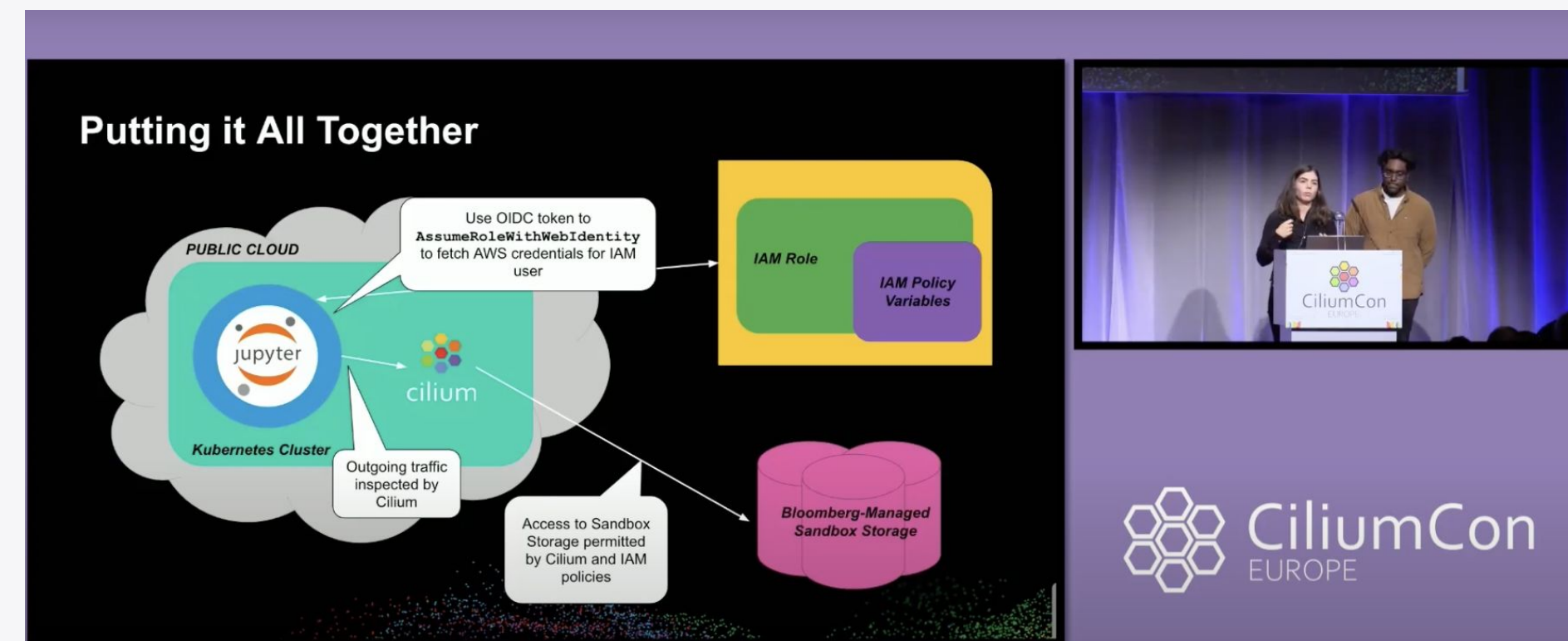
"When it was time for us to build a more explicit data sandbox and storage solution, we found it was **a lot easier to do because we already had Cilium** running as our CNI. It worked out super nicely and also **unlocked the ability to offer additional features to our customers**, like data replication."

Anne Zepecki

Team Lead for the BQuant Enterprise

Identity Management Team

Bloomberg

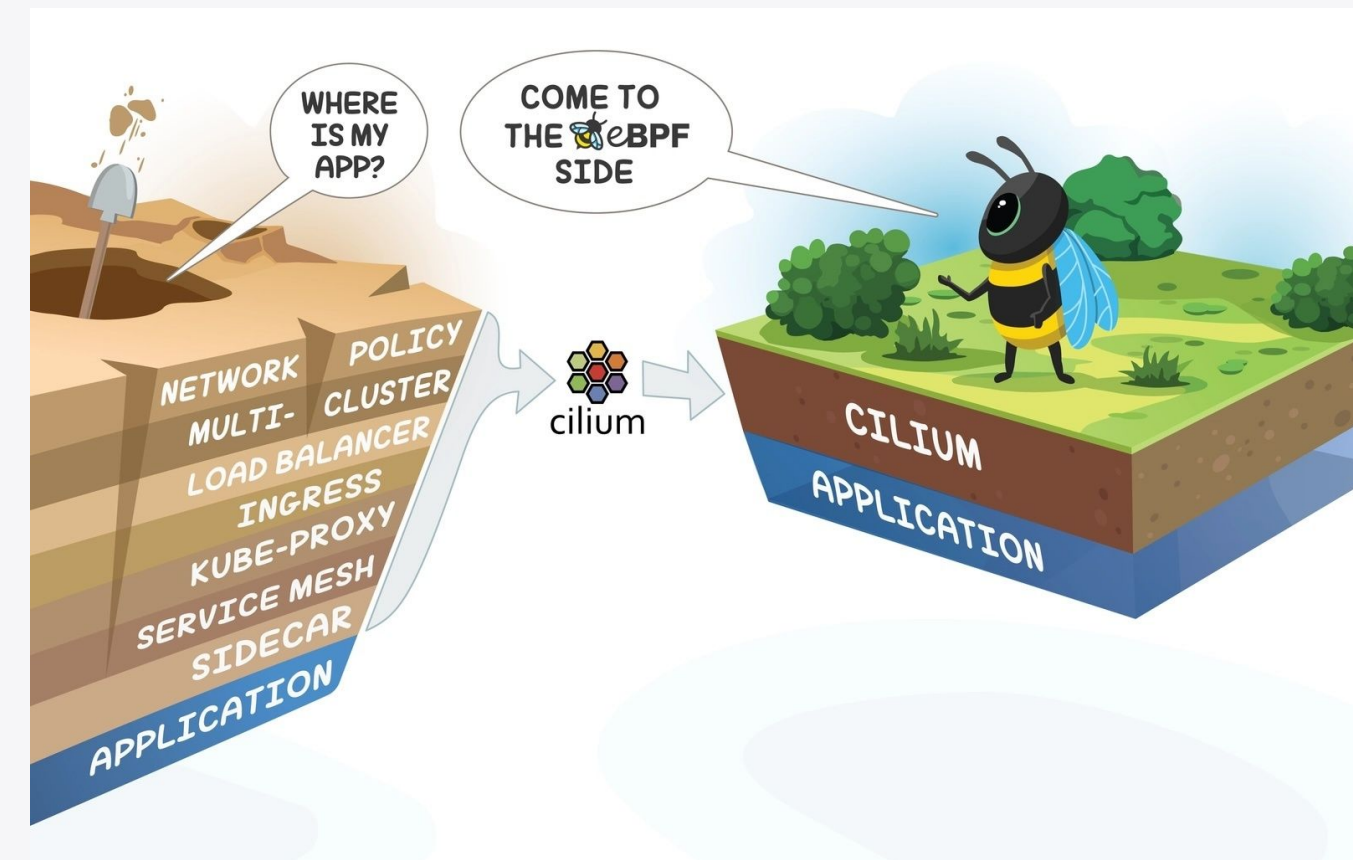


Simplify the Stack

"You only need to install the CNI and all of a sudden you get the CNI networking component, network policies, observability, and L7 traffic on top with **just one piece of software instead of having to install four or five different pieces of software.**"

"I think almost every feature that Cilium has is very interesting because it's implemented in the right place – that's why it's so good. **If something can be done with Cilium versus something else, then we will choose Cilium.**"

Simon Pearce, Kubernetes & Cloud Consultant, SysEleven

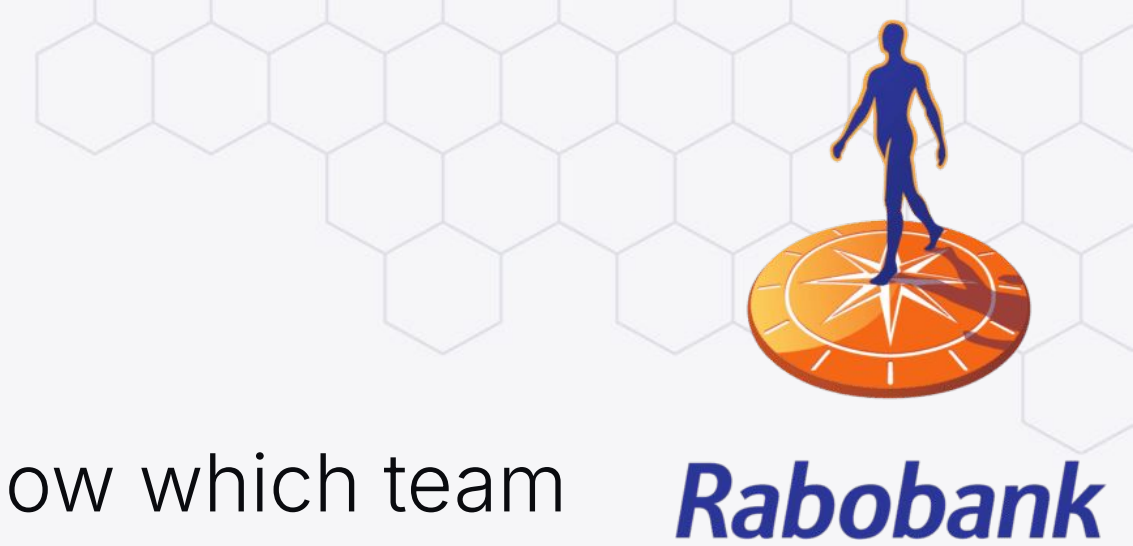


Self-service

"We have **400 teams** and as the platform team, we don't always know which team is using which back end. We need the platform to be **fully self-service** for the teams because **otherwise, it would become unmanageable.**"

"We had to migrate the 400 teams and it was a lot of work. That's also why we did a lot of automation, to make it easy for the users themselves. If you give teams the power, they already have the best knowledge of what they need to do. **With Cilium now in place, almost no maintenance needs to be done by our team,** besides upgrading Cilium once in a while."

Frank Potter, Rabobank



Encryption

“Spark was the other **reason that Cilium became a killer feature** that we needed to roll out across every cloud. Why have Spark be doing encryption when what we really want Spark to be doing is processing data.

We chose to have a reasonable isolation of priorities and responsibilities and have Spark be focused on data processing and **have the network layer be responsible for encryption.**”

Joe Stevens, Member of the Technical Staff, Ascend.io

Ascend Infrastructure



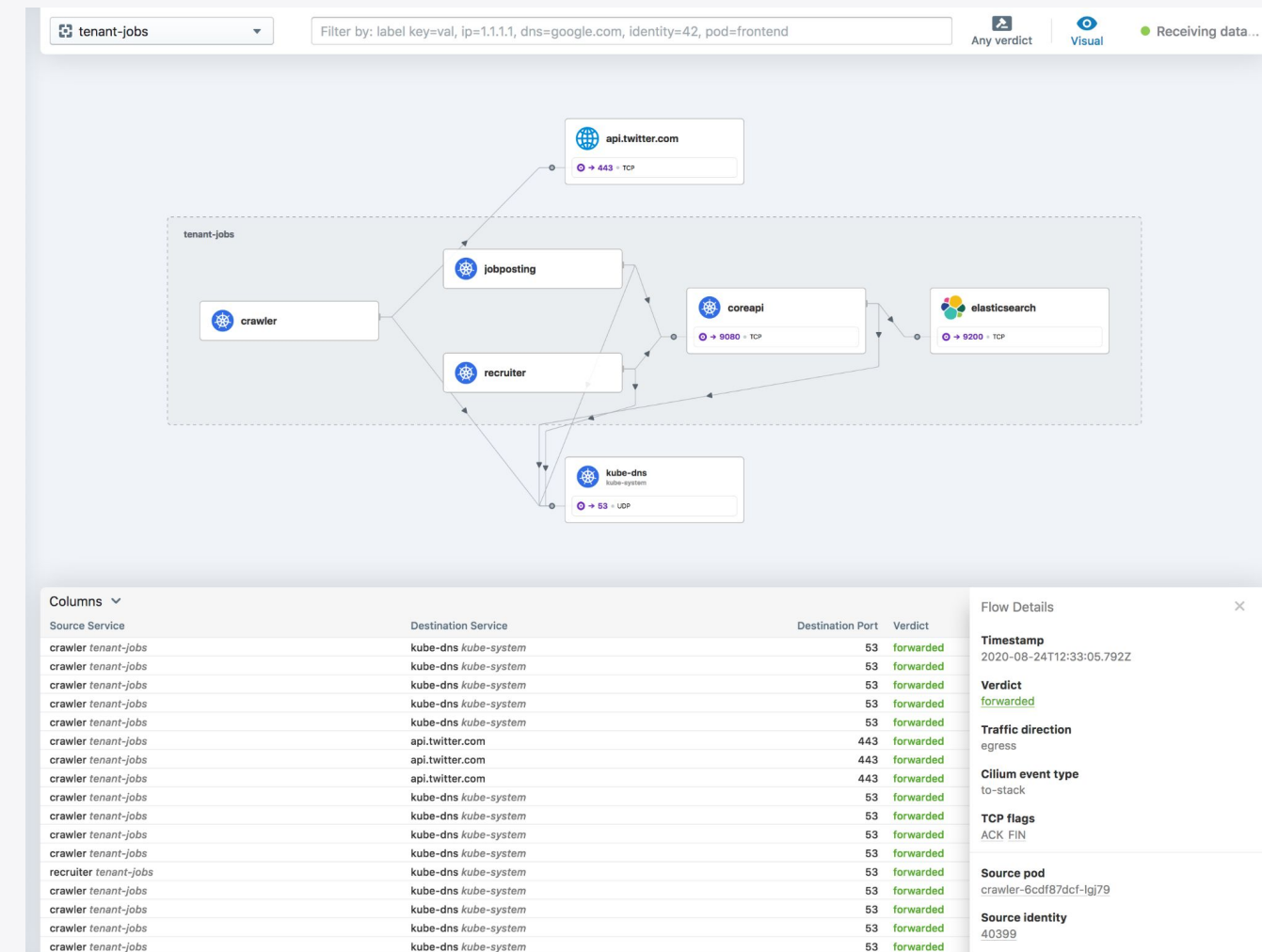
- **Encryption in Transit**
 - You can roll your own many-component network encryption...
 - ...or you can just turn on WireGuard in Cilium



Observability

“We use Hubble in two scenarios. One is to **provide an observability view to our customers**. They can come to our Choreo dashboard and view their observable data like error count, request count, latency and the different HTTP status codes.

Second, if a customer has some performance issues, we directly use the Hubble CLI to see where things are failing and what optimization we can do. Ultimately, we use Hubble CLI and its **observability data to optimize our network traffic, find out issues, and resolve them.**”



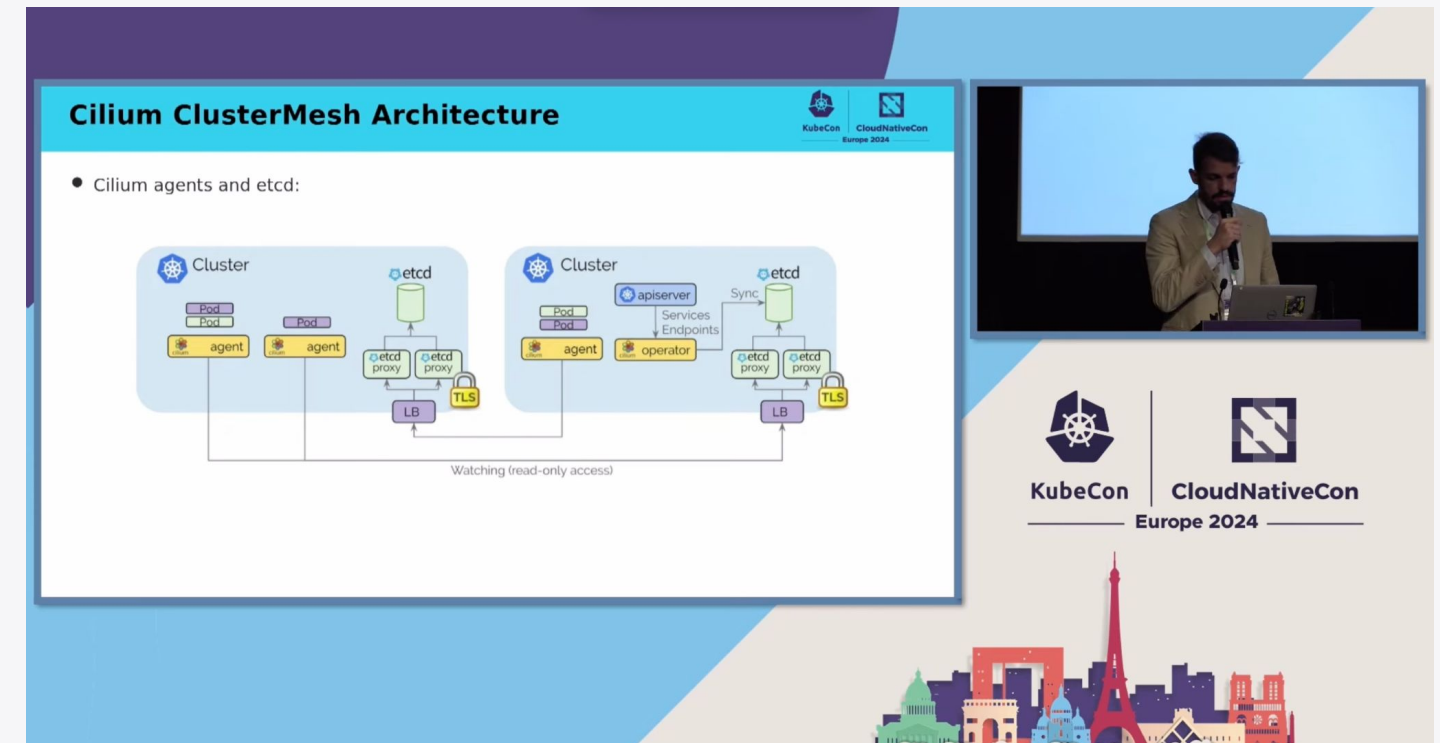
Lakmal Warusawithana, Senior Director – Cloud Architecture, WSO2

Multi-cluster

"Cilium Cluster Mesh gave us possibilities that we didn't have before. We can run the same application across our data centers and AWS. It provides us with a **consistent networking experience** wherever we need to go. We are expanding this capability for more applications because the **value is already proven**. Cluster Mesh works, it's fast, and it's reliable."

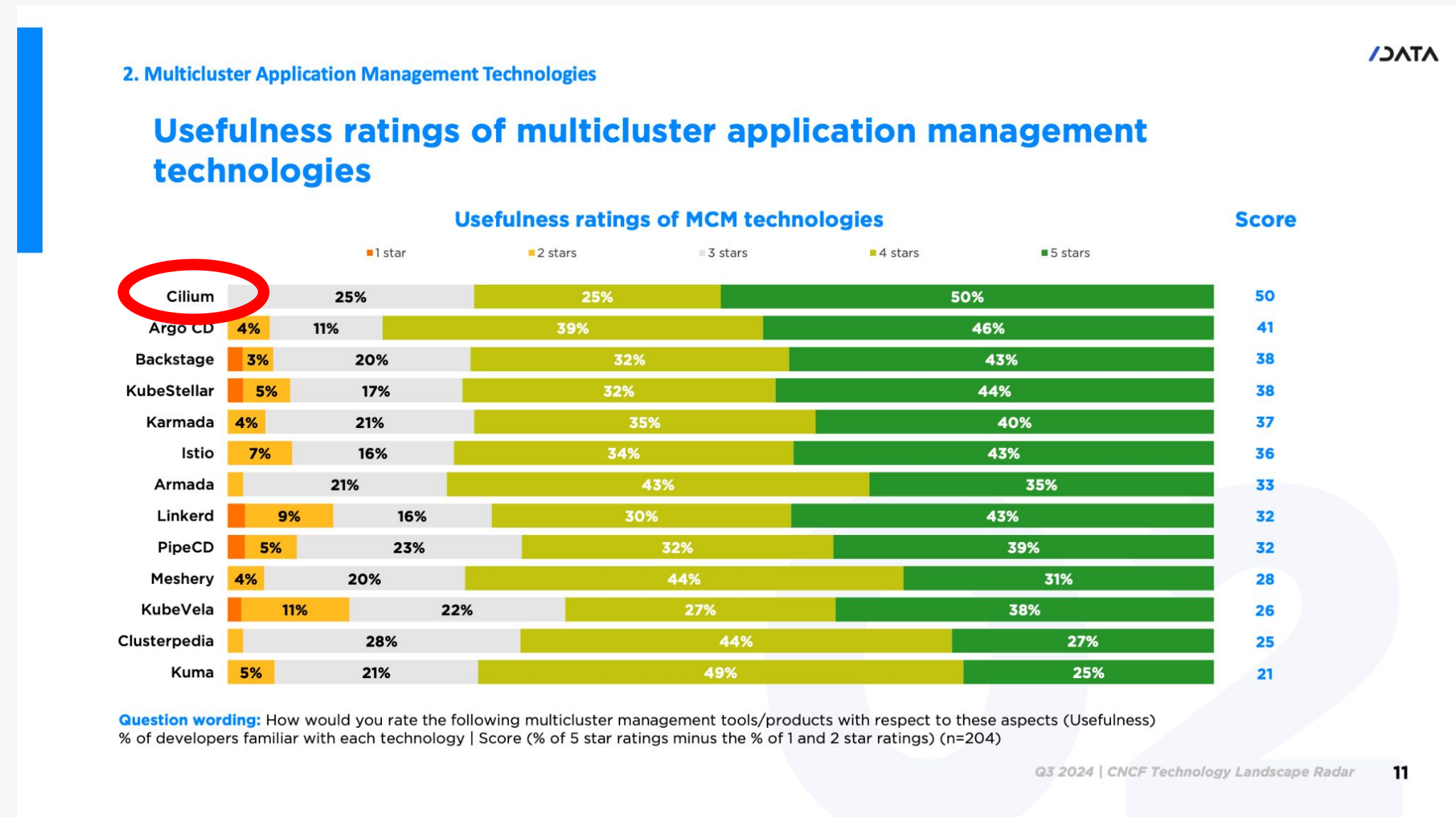
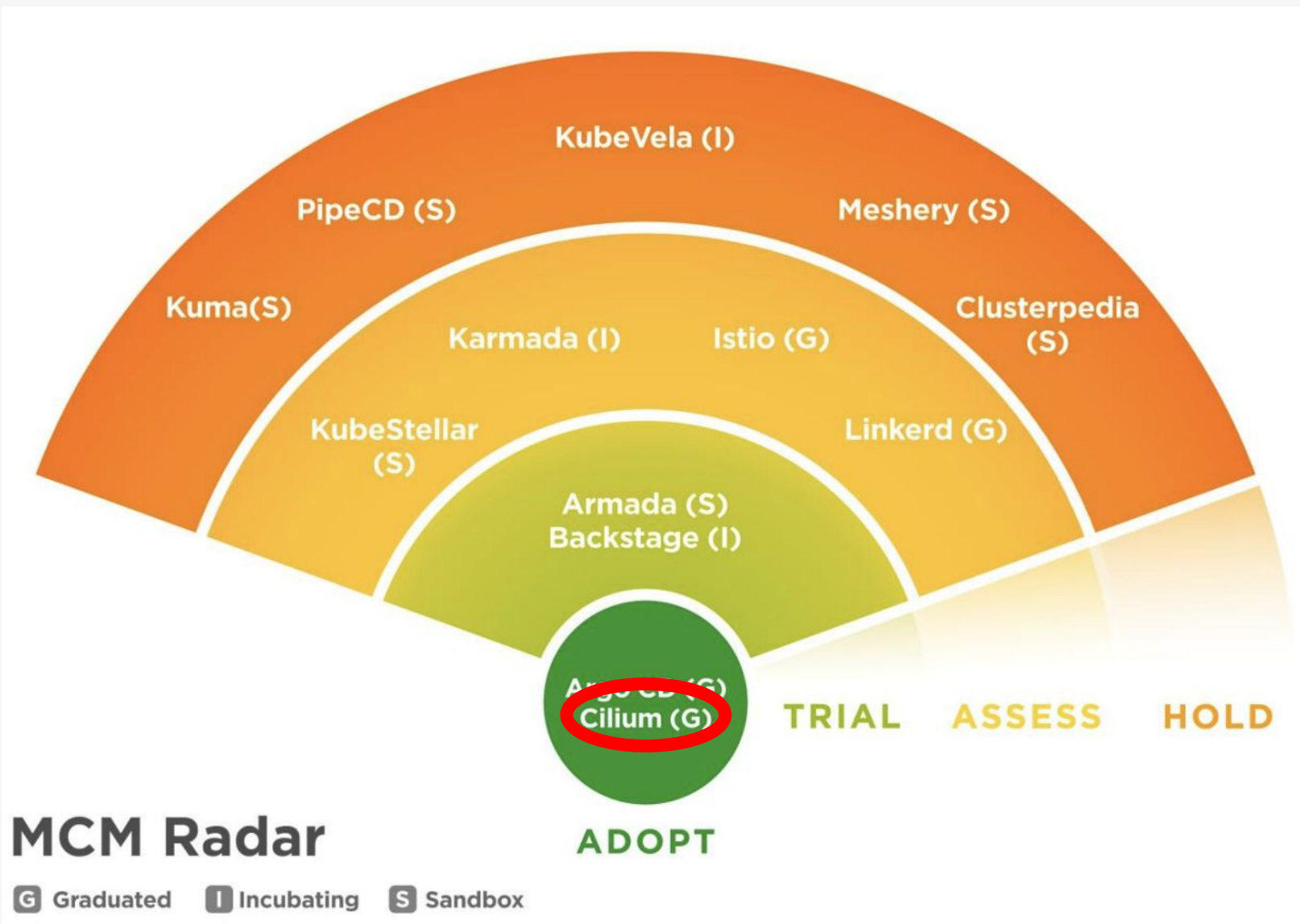
"Sicredi also has a multi-cloud strategy and Cilium Cluster Mesh is **crucial for delivering this to the business.**"

Matheus Morais, IT Infrastructure Analyst, Sicredi



The image shows a presentation slide titled "Cilium ClusterMesh Architecture" from KubeCon CloudNativeCon Europe 2024. The slide features a diagram of two clusters connected via Cilium agents and etcd. The left cluster contains pods, agents, etcd proxies, and a load balancer (LB). The right cluster contains pods, an apiserver, services, endpoints, an operator, agents, etcd proxies, and a load balancer. A "Watching (read-only access)" label is positioned between the clusters. A small video inset in the top right shows a speaker at a podium. Logos for KubeCon and CloudNativeCon Europe 2024 are at the bottom, along with a cityscape graphic.

CNCF Tech Radar - Multicluster Management



Cilium received the highest usefulness score (+50), as well as receiving no negative, 1 or 2 star, ratings.



Richer Feature Set

"We were not the only ones appreciating Cilium's technical superiority. All of this plus the **great pace of development** of the project pointed to Cilium being a great solution that we don't have to change in a year or two because changing your CNI is not fun."

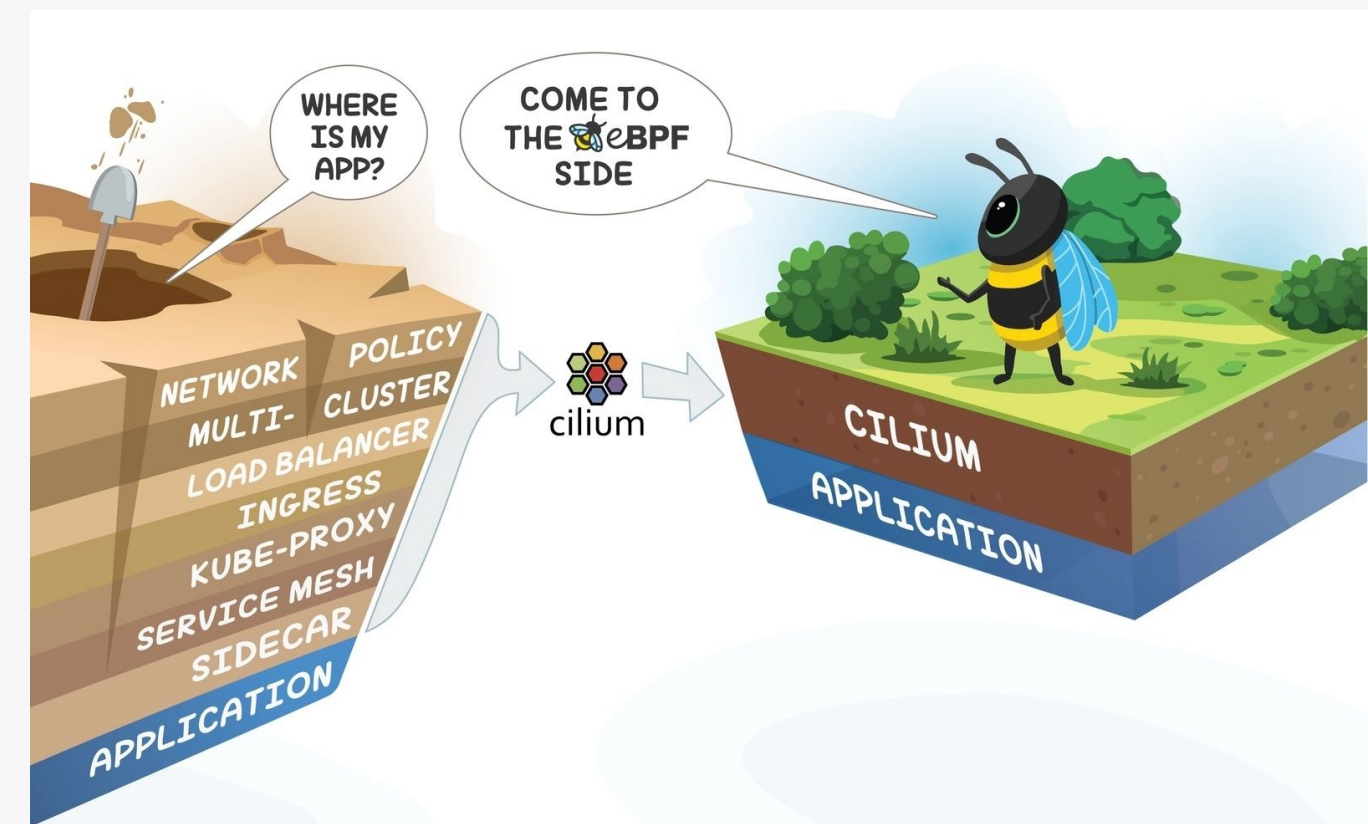
"Cilium not only makes our situation a lot more stable, but more importantly it **opens doors to many features**. Cilium has already solved a lot of issues, but **what it opens up is even better.**"

Simone Sciarrati, Principal Engineer, Meltwater

Solving future challenges

"Cilium provides more than just a CNI, it's a complete service mesh solution. To us, Cilium is a single solution that covers a large number of our platform feature requirements. Before, **we couldn't find a single solution to all of our challenges but when we used Cilium, it was a perfect match.** It provided all the network level functionality, all of the observability requirements, as well as the service mesh functionality."

"When it was time for us to build a more explicit data sandbox and storage solution, we found **it was a lot easier to do because we already had Cilium running as our CNI.** It worked out super nicely and also unlocked the ability to offer additional features to our customers, like data replication."



Business Outcomes

“Trying to understand what’s going on with traditional tooling means, you probably throw three engineers at the problem for five hours while with Hubble you know what’s happening in about three seconds. **It was one of those very easy trade offs to explain to my CEO.** We’re going to encounter the cost of debugging, **let’s make it a lot less expensive.**”

“**Cilium enabled us to acquire more sophisticated customers.** Once you enter the small and medium business market, where some companies must meet certain benchmarks, policies, and regulations, having specific performance, security, and observability features becomes critical for them to even consider your product.”

“**With Cilium, our customers compare us differently** with other managed Kubernetes provider now because **our performance is much better.**”

ISOVALENT
now part of **cisco**

Creating Compelling Case Studies

CNCF Process

Written Case Study Process

To empower our fast-growing end user community to tell their stories, case studies follow a self-service partnership model - leveraging internal knowledge and expediting the sign-off process, with editorial support and guidance provided by the CNCF.

The self-service partnership follows a five-step process:

1. Proposal

- End users submit a [case study proposal](#)

2. Review

- casestudies@cncf.io team reviews proposal within 20 working days
- If the proposal meets the criteria, the end user is sent a [case study pack](#)
- If the proposal doesn't meet the criteria, the casestudies@cncf.io team will provide feedback and the end user is invited to resubmit

3. Creation

- End user writes case study
- End user submits case study and collateral outlined in case study pack

4. Editing

- CNCF reviews the case study and makes any necessary edits as suggestions
- Edits are based on the [style guide and case study criteria](#)
- End user is welcome to make further edits or additions to the case study
- End user confirms when the draft is final and manages any approval processes

5. Publishing

- CNCF prepares the case study for publication
- End user will receive a preview link, to view the case study before it goes live. This is an opportunity for final tweaks, but not to add further information.
- Case study is published to <https://cncf.io/case-studies>
- Promotion cycle begins

<https://github.com/cncf/foundation/blob/main/case-study-guidelines.md>

Reaching Out to Companies

Bill Mulligan commented on this

John Gallagher • 1st
Principal Solution Architect at BMC Software | Certified Kubernetes ...
1mo • Edited

BMC Helix Innovation Suite is excited to announce support for Cilium starting from version 23.3.03. Cilium is an open-source, cloud-native solution that delivers advanced networking, security, and ...more

Unlocking the Power of eBPF: How Cilium enhances BMC Helix Innovation Suite
community.bmc.com

You and 34 others 2 comments · 4 reposts

Like Comment Repost Send

Add a comment...

Bill Mulligan • You
Community @ Isovalent working on Cilium and eBPF
1mo

That's great! Would you mind adding to the Cilium users doc? <https://github.com/cilium/cilium/blob/main/USERS.md>

GitHub - cilium/cilium: eBPF-based Networking, Security, and Observability
eBPF-based Networking, Security, and Observability - cilium/cilium

Like · 2 | Reply · 1 Reply

Multipool pre-allocation option missing in Helm chart #35811

Open #35812

CallMeFoxie opened 4 days ago

Is there an existing issue for this?

I have searched the existing issues

Version
equal or higher than v1.16.0 and lower than v1.17.0

What happened?
It is not possible to set `ipam-multi-pool-pre-allocation` in Helm chart at all. I searched through and through and it is not even in current master branch.

Not sure if this is a bug or CFP but for me it is quite a critical problem as with 8 running pods and /28 pools it is already requesting second pool (8 allocated IPs for pods, 9th for the Proxy, +8 default pre-alloc gives 17 requested -> rounded up to 24 -> second /28 allocated even though only 8 pods are actually running).

I will be sending PR to add this option to `cilium-config` configmap in a few minutes.

How can we reproduce the issue?

- git clone
- try to set value for `ipam-multi-pool-pre-allocation`

Cilium Version
master branch, but not available even in 1.15.x branch we currently use

Kernel Version
not relevant

Kubernetes Version
not relevant, but 1.30 and 1.31 branches

Regression
No response

Sysdump
No response

Relevant log output
No response

Anything else?
No response

Cilium Users Document

Are you a user of Cilium? Please add yourself to the [Users doc](#)

Code of Conduct

I agree to follow this project's Code of Conduct

Create sub-issue

Reaching Out to Companies

Have you added yourself to the Cilium Users doc? <https://github.com/cilium/cilium/blob/main/USERS.md>

Yes, I love supporting Cilium!

No, but I will

My company doesn't allow it

Interested in contributing a user story?

Cilium regularly publishes case studies with [CNCF](#). Case studies help other community members understand and adopt Cilium. They also help build the engineering brand of the end user company.

If you are interested in having your story featured, then please check the box and provide contact details or ping us on Slack.

I'm interested in sharing my use of Cilium in a user story

User Story Contact Details (e-mail, slack, ...)

Your answer _____

Any additional feedback

Your answer _____

[Back](#) [Submit](#) [Clear form](#) Page 4 of 4

Type: Cilium + eBPF Day [Clear Filter](#)

Tuesday, November 12



- 9:00am MST Cilium + eBPF Day | Welcome + Opening Remarks - Bill Mulligan & Vlad Ungureanu, Program Co-Chairs
- 9:10am MST Confluent's Multi-Cloud Journey to Cilium: Pitfalls and Lessons Learned - Nimisha Mehta & Alvaro Aleman, Confluent
- 9:45am MST Insightful Traffic Monitoring: Harnessing Cilium for Comprehensive Network Observability - Sudheendra Murthy & Adithya Yavanamanda, eBay
- 10:15am MST Sponsored Keynote: eBPF: Now Turing Complete! - Liz Rice, Isovalent, now part of Cisco
- 10:40am MST eBPF for Creating Least Privileged Policies; What Do I Need to Know to Prepare for the Next CVEs? - Natalia Reka Ivanko & John Fastabend, Isovalent, now part of Cisco
- 11:15am MST Reinventing Seccomp for Fun and Profiles - Ben Hirschberg, ARMO & Dor Serero, Microsoft
- 11:50am MST Panel: Exploring eBPF Use Cases in Cloud-Native Security - Oshrat Nir, ARMO; Anna Kapuścińska, Isovalent, now part of Cisco; Whitney Lee, CNCF Ambassador; Maya Singh, Microsoft; Cortney Nickerson, Kubeshop
- 1:30pm MST Scaling Network Policy Enforcement Beyond the Cluster Boundary with Cilium - Hemanth Malla & Maxime Visonneau, Datadog
- 2:05pm MST How to Use XDP and eBPF to Accelerate IPsec Throughput by 400% - Ryan Drew, Isovalent, now part of Cisco
- 2:40pm MST Live Migrating Production Clusters From Calico to Cilium - Moh Ahmed & Raymond Maika, SamsungAds
- 3:20pm MST Hubble Beyond Cilium - Anubhab Majumdar & Mathew Merrick, Microsoft
- 3:55pm MST Lessons Learned Migrating to Modern Multi-Platform eBPF Programs - Dave Tucker, Red Hat
- 4:30pm MST So You Want to Write Memory with eBPF? - Nikola Grcevski, Grafana Labs & Mike Dame, Odigos
- 5:00pm MST ⚡ Lightning Talk: Don't Get Blown up! Avoiding Configuration Gotchas for Tetragon Newbies - Pratik Lotia, Reddit
- 5:15pm MST ⚡ Lightning Talk: Applying Cilium at Edge with KubeEdge - Tomoya Fujita, Sony Corporation of America
- 5:25pm MST Cilium + eBPF Day | Closing Remarks - Bill Mulligan & Vlad Ungureanu, Program Co-Chairs

Interview Questions - Challenge

- Tell me about what your company does.
- What does your **current IT infrastructure and team** look like?
- What is the **challenge** with your current setup which made you **look for something different?**

Interview Questions - Solution

- Now that you've realized you needed a new solution, **what were you looking** for in a solution?
- What made **Cilium the best choice**? Did you look at any other solution before choosing Cilium?
- What does the **solution actually look like**? Where does Cilium come in?
- How did you **implement** the solution?

Interview Questions - Impact

- What is the **value** the solution now provides to you?
How did it **change your situation for the better**?
- What was the **outcome for your business**?
- What do you plan to do to your setup **next/in the future**?

Interview To Case Study Tips

- **Record** the interview to relisten and pull direct quotes
- **Use other sources** of information (if available) like blogs, videos, messages, ect.
- A **story is like a puzzle**, you have pieces and you need to turn them into a story that flows

Promoting and Leveraging Case Studies

Social Posts + Newsletter



🐝 New User Alert 🐝

Alauda uses Cilium in the Alauda Container Platform product to provide high performance network, observability and security

github.com/cilium/cilium

cilium/cilium

#35862 Add Alauda to the USERS.md



1 comment 1 review 1 file +6 -1

oilbeater • November 8, 2024 1 commit

Add Alauda to the USERS.md by oilbeater · Pull Request #35 cilium/cilium

Please ensure your pull request adheres to the following guidelines:

...

github.com

November 8, 2024 at 4:29 PM Everybody can reply

The Ecosystem

[Case Study: Seznam.cz](#)

"Using Cilium as our complete networking solution has made things easier for all our users. It works very well and has saved us a lot of money"

[Case Study: Kakao](#)

"As an engineer, Cilium has lowered our costs for performance and networking"

[eBPF Security Observability: Top Tetragon Use Cases \(Part 1\)](#)

#3 will really shock you

[Achieving PCI-DSS Compliance With Isovalent, Cilium, and Zero Trust](#)

Case study from Schuberg Philis

Cilium reposted this



Discover how Jar overcame the challenges of scaling Kubernetes networking on AWS-EKS with an exciting shift to Cilium powered by eBPF! ...more



How JAR Embraced Cilium for Scalable, Secure Networking on EKS

myjar.app

You and 31 others



Cilium @ciliumproject · Sep 4

"We chose Cilium because we were looking for a simple solution, a resilient solution, and one which is ready for day two operations."

Learn how @nexxiot runs integrated IoT hardware, software, and analytics with Cilium.



Nexxiot

From cncf.io

ISOVALENT
now part of CISCO



Live Demo

Website

- **Adopters page** to showcase all users and **quotes for homepage**
- Add case studies to **use case pages** so people see how features work in production
- Create **industry vertical pages** to discuss common problems and the project solution

Summary

- People choose projects to **solve an immediate problem/need**
 - What is your **project the best at**?
 - How can you **make that clear** to potential users?
- OSS users have already benefited from the project, **don't be afraid** to ask for 30 minutes in return, **people are friendly** :)
- Focus on the **business outcome and set up for the future**

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**Thank
you!**

