



# JOYNEXT leverages AllCloud and AWS Managed Services to optimize their cloud cost

## About JOYNEXT

JOYNEXT is working on future technologies that are becoming increasingly important for automobile manufacturers and their customers. Because on the way to autonomous driving, vehicle data communication with mobile devices such as smartphones, with other vehicles (V2V) or with infrastructure systems (V2X) is becoming increasingly important. JOYNEXT also deals with the new and further development of cloud based services and always strives to strike a balance between innovation and sustainability. When developing their products, the focus is on the end user, his needs and usage.

With more than 1,300 employees worldwide, JOYNEXT takes connected cars technology to a new level. The company is present at seven locations; its development and innovation centers are located in Dresden (Germany) and in Ningbo (China).

JOYNEXT is a direct supplier (Tier1) for the automotive industry and has been a development partner and system supplier of well-known automotive manufacturers for over 20 years. Its connected infotainment and smart connectivity gateway technologies can be found in well over ten million vehicles worldwide.  
[www.JOYNEXT.com](http://www.JOYNEXT.com)

## The Challenge

As a company specializing in cloud-based vehicle data communication, facilitating connectivity between vehicles and mobile devices, infrastructure systems and other vehicles, JOYNEXT is extremely reliant on high throughput-tolerance and optimal cloud cost and governance.

Being located in Germany and serving the German automotive industry, JOYNEXT is required to comply with the strict TISAX security framework, governing the handling of sensitive customer information. Processing an average of 2000 requests per second, mostly concerning sensitive user data, JOYNEXT's TISAX footprint as well as its perimeter security requirements are particularly demanding.

Given these challenges, JOYNEXT needed to establish a cloud governance framework that ensured each new AWS project would meet its corporate governance guidelines from the get-go, enforcing the required security measures like WAF and DDoS protection and complying with TISAX, while adhering to rigorous cloud-cost governance policies.

## The Solution

To meet its extensive security and network throughput needs, optimize its cloud spend, and ensure ongoing management according to AWS best practices, JOYNEXT joined AllCloud's Managed Service Provider (MSP) Program.

While onboarding JOYNEXT to the program, AllCloud leveraged its Perimeter Protection Solution which combines a suite of AWS services to tighten the overall security of an organization's internet-facing landscape. To ensure that global account policies are implemented on child accounts and adhere to JOYNEXT's strict corporate governance guidelines, best practices for multi-account strategies were implemented together. AllCloud's FinOps team worked to optimize any resources that enable JOYNEXT to reduce their project spends in the best possible way.

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## Results

Partnering with AllCloud as a Managed Service Provider has reduced JOYNEXT's cloud expenses significantly while improving its security posture and setting the stage for future expansions.

*"With AllCloud we work with a very competent partner for the permanent support of our AWS systems. The Allcloud team members support our daily work on a very high technical level and a convincing flexible and cooperative business behavior. Our services are constantly being optimized regarding the technical performance and all commercial aspects. We are looking forward to continue and enlarge this beneficial cooperation for the upcoming projects."*

*- Uwe de Nardi, Director R&D*