



 wavelo
a tucoys company

Wavelo

Open Source Secrets Management for Telco

 Adfinis

Wavelo

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Our Customer

Open source runs through Wavelo's data centers, infrastructure, core services, and customer collaboration. As a cloud-native, event-driven software suite, Wavelo leads in enabling cloud service and telecom providers to take back operational control and scale Agentic AI safely.

As part of Tucows – a public internet pioneer with hundreds of millions in annual revenue – Wavelo combines enterprise-grade stability with open source flexibility, offering customers a low-risk path to replace rigid, proprietary 'consultantware'.

Facing a strict ten-month deadline and rising proprietary license costs, Wavelo partnered with Adfinis to migrate its proprietary secrets management platform to OpenBao™. Adfinis co-developed the missing enterprise features, including multi-tenancy and horizontal scalability, by contributing them directly to the OpenBao open source project. **The migration eliminated vendor lock-in, halved maintenance overhead, and cut licensing costs by 60%.**

Returning to Open Source Under a Hard Deadline

Wavelo had long run a proprietary secrets management platform for its secrets and identities, mainly for compliance reasons. A move back to open source had been in the works for some time. Rising license fees and tedious vendor negotiations made the decision easier and, as the team put it, "once again moved us toward the open source tools we wanted anyway". Wavelo selected OpenBao as its target, then set out to address five things:

- » **License Costs:** A looming licensing deadline left less than ten months to fully migrate to a new secrets management solution.
- » **Feature Gaps:** OpenBao was the preferred alternative, but the solution lacked critical enterprise features.
- » **Complexity and Scalability:** Without built-in multi-tenancy (namespaces) and horizontal scalability, migrating to OpenBao would have burdened technical teams and created compatibility issues.
- » **Vendor Lock-In:** The proprietary platform dictated architectural decisions and held back innovation.
- » **24/7 Enterprise Support:** Peace of mind for its operations team with around-the-clock assistance by experts.

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Core Services

- » **Professional Services:**
 - OpenBao Feature Development
- » **Managed Services:**
 - 24/7 Tailored OpenBao Managed Service



Solution

Wavelo engaged Adfinis in 2025 to co-create its envisioned OpenBao platform. The team needed a partner who could close OpenBao's enterprise gaps, not only deploy the platform. Adfinis fit. As a co-maintainer of OpenBao and member of its Technical Steering Committee, Adfinis contributes features directly to the OpenBao project. A brief first exchange was enough to start.

Adfinis collaborated with the OpenBao community to deliver the missing pieces:

- » **Multi-tenancy:** co-developed the namespaces feature and integrated it into the existing web interface.
- » **Horizontal scalability:** led the addition of horizontal read scalability, released officially in OpenBao v2.5.0.
- » **Drop-in replacement:** near-complete API compatibility with the legacy system, which minimized migration friction.
- » **Additional enhancements:** a new OpenBao CLI command for validating configuration files and Consul plugin, improved standby node handling, and a new React-based web interface (UI 2.0) in development.

Results

Together, Adfinis and Wavelo deployed the new platform on its infrastructure and fully decommissioned the legacy system. The migration delivered:

- » **60% lower license costs:** Wavelo cut its secrets management licensing spend by 60%, a six-figure annual saving.
- » **Migration in under ten months:** including development and integration of complex features such as horizontal scalability.
- » **Open source innovation:** multi-tenancy, CLI validation commands, Consul plugin, and improved standby node handling, all contributed "upstream-first" to the OpenBao project.
- » **Operational efficiency:** improved automation and far less maintenance overhead, which freed up the infrastructure team.
- » **Risk reduction:** proprietary constraints removed, vendor lock-in eliminated, operational risk lowered.
- » **Long-term stability:** an ongoing partnership with Adfinis covering 24/7 enterprise support and further improvements.

"Culture, trust, and deep technical authority made Adfinis the clear choice. We clicked immediately on mindset, but what really set them apart was their open, collaborative style – and their unmatched expertise as leaders in OpenBao. They're effortless to work with, completely open to any discussion, and ready to solve complex challenges alongside us without friction."

– Hanno Liem, Chief Technology Officer at Wavelo



Technologies and Services



OpenBao

OpenBao is a Linux Foundation-governed, open source secrets management solution that secures passwords, API tokens, and keys, while enabling rapid innovation.



Professional Services

Adfinis integrated missing enterprise features directly into OpenBao as a co-maintainer: multi-tenancy, horizontal scalability, CLI tooling, Consul plugin, and more, all contributed upstream to the community.



Managed Services

Adfinis operates, monitors, and maintains your OpenBao platform 24/7, including upgrades and security patching. This frees your team for its own work, while you keep full control of your stack.

Adfinis and OpenBao

With 10+ years operating mission-critical secrets management platforms, Adfinis is an OpenBao co-maintainer and Technical Steering Committee (TSC) chair, providing expert and hands-on guidance, 24/7 enterprise support, and software assurance to adopt open, simple, and reliable secrets management. Wavelo gains a partner that shapes OpenBao itself, which secures long-term innovation and support.

Contributions to OpenBao

- » Multi-tenancy through namespaces
- » Horizontal read scalability
- » A CLI command for validating configuration files
- » Consul plugin, standby node handling, UI 2.0, and more

Partnering with Adfinis

1. Open Source First

Open source is a core principle for both Wavelo and Adfinis. It frees Wavelo from vendor lock-in and gives the team full control over its stack. OpenBao sits under the Linux Foundation, with no single vendor steering its direction.

2. Architectural Sovereignty

Wavelo wanted its architecture decided by its own needs, not by a license or contract. The adoption of OpenBao put those decisions back in Wavelo's hands.

Winter

January 2025

A costly license renewal looms. Wavelo takes a leap of faith and commits to OpenBao.

Initial Partnership

Wavelo partners with open source specialist Adfinis to bridge OpenBao's gaps.

Spring

May 2025

First builds of OpenBao 2.3 include namespaces support (multi-tenancy) are available.

Deployment Preparation

Wavelo begins internal deployment preparation while Adfinis adds more features.

Summer

August 2025

Adfinis develops the Consul plugin and integrates namespaces into the UI.

Additional Capabilities

Wavelo funds Adfinis to co-develop horizontal read scalability and kick-off UI 2.0.

Autumn

October 2025

First builds of OpenBao 2.5 including horizontal read scalability are being tested.

The Migration

Wavelo successfully migrates to OpenBao within its strict 10-month deadline.

Winter

February 2026

OpenBao 2.5 launches with full horizontal read scalability support, closing all gaps.

Long-term Partnership

Wavelo deepens partnership with Adfinis including 24/7 OpenBao enterprise support.



Adfinis as a **Partner**

Together with our customers and partners, we drive technology development.

Thanks to our extensive network and broad expertise, we can respond to the individual needs and wishes of our customers in the shortest possible time and thus create the best possible IT environment for everyone. Proximity to the customer is a central concern. Together with you, we utilise the innovative potential of open source technologies. Tailor-made solutions and services indicate the direction of technology development and open up new opportunities for both our customers and us.

GET IN TOUCH

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Colophon

Title: Success Story - Wavelo
Subtitle: Open Source Secrets Management for Telco
Publisher: Adfinis
Publication date: August 2026

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