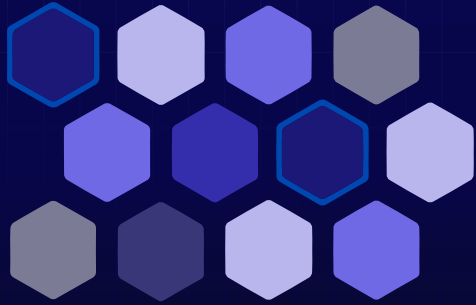




PKE FOR STARTUPS.

Sovereign Kubernetes, operated for you. Four flavors, one developer portal, an AI SRE on call all night. You build the product. We run the platform.

6 MONTHS FREE

NAMED ENGINEER

ONBOARDING IN 5 DAYS

MIGRATION INCLUDED

You build the product. We run the platform.

This guide explains the PKE for Startups program in twenty short pages: what Pocteo Platform is, what the four PKE flavors do, how the developer portal works, and what six free months include.

Pocteo Platform is a sovereign Kubernetes platform hosted in Tunisia and operated around the clock by a local team and an AI agent. Kubernetes is the system that runs your containers across many machines. Operated means we handle the upgrades, the backups, the security patches and the night-time incidents. You keep your code, your data and your velocity.

Every page defines the terms it uses. If you have never run Kubernetes, you can still read it end to end. If you have, skip to the page you need.

HOW TO READ THIS GUIDE

The platform

pages 2 - 9

Four PKE flavors
One governance
Why startups need it

Developer experience

pages 10 - 15

PDP portal, golden path
Everything as a service
On-call with an AI SRE

The program

pages 16 - 20

Six months free
Onboarding, migration
How to apply

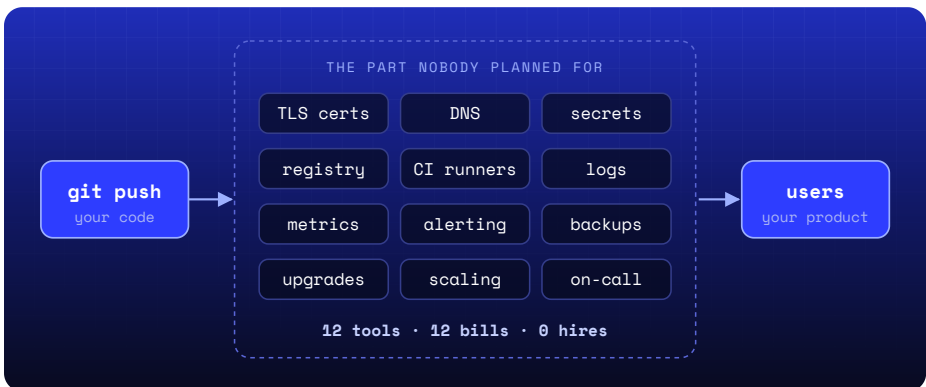
THE PROMISE

By month six, your team runs the platform **with** us, not **because** of us. The knowledge transfers. The pager stays with us.

Everything between **git push** and your users

A startup's first deploy takes an afternoon. The next twelve months of infrastructure take a founder's weekends.

Between a working container and a product people can trust sits a stack of things nobody planned for: TLS certificates, DNS, secrets, a container registry, CI runners, monitoring, alerting, backups, upgrades, scaling, and someone awake when it breaks. Each one is a tool to learn, a bill in foreign currency, and a job description you cannot fill yet.



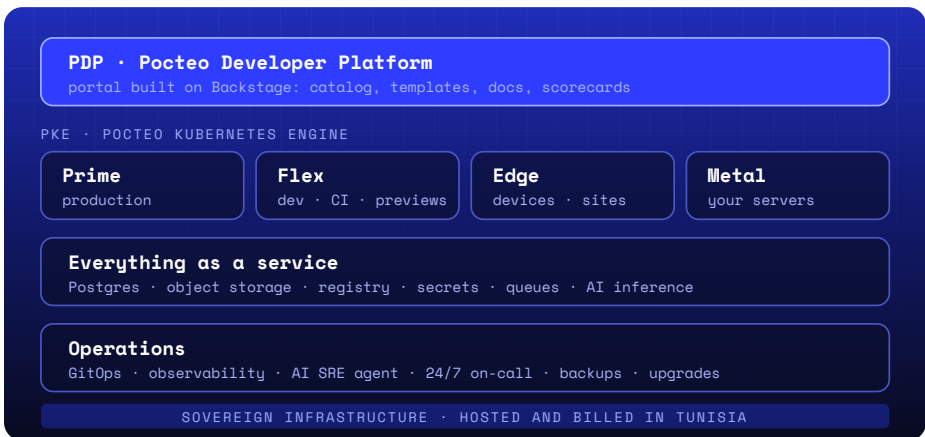
KEY POINT

The platform is not your product. Every hour spent on it is an hour not spent on what you sell. That is the hour the program gives back.

Meet Pocteo Platform

One platform, four Kubernetes flavors, one developer portal and a catalog of services, all operated for you.

Read it top down. **PDP** is the portal your developers use every day. **PKE** is the engine that runs your workloads, in four flavors. The **catalog** gives you databases, storage and AI inference on demand. **Operations** is what we do so you do not have to. And everything sits on **sovereign infrastructure** in Tunisia.



WHAT "OPERATED" MEANS

Upgrades, backups, patches, capacity and the 3 am alert are ours. Your code, your data and your Git history stay yours, and every layer bills in dinars.

Four flavors, one engine

PKE is the Pocteo Kubernetes Engine. Each flavor answers one question: where should this workload run, and what does it need?

PKE Prime

Production, operated.

HA control plane · backups · SLA observability · 24/7 on-call

PKE Flex

Dev, CI and ephemeral envs.

reserved pools · virtual clusters

previews per pull request

PKE Edge

Your software on devices.

KEOS edge OS · fleet cockpit

self-healing · works offline

PKE Metal

Your servers, our platform.

HPE iLO · Dell iDRAC

Proxmox · KubeVirt · VMware

FLAVOR	RUNS ON	BEST FOR
Prime	Pocteo datacenter, Tunisia	Your live product. Anything a customer pays for.
Flex	Pocteo datacenter, shared pools	Development, CI, previews, demos, training.
Edge	Devices and sites you own	Retail, factories, vehicles, robots, remote sites.
Metal	Servers you own, anywhere	Regulated data, existing hardware, hybrid setups.

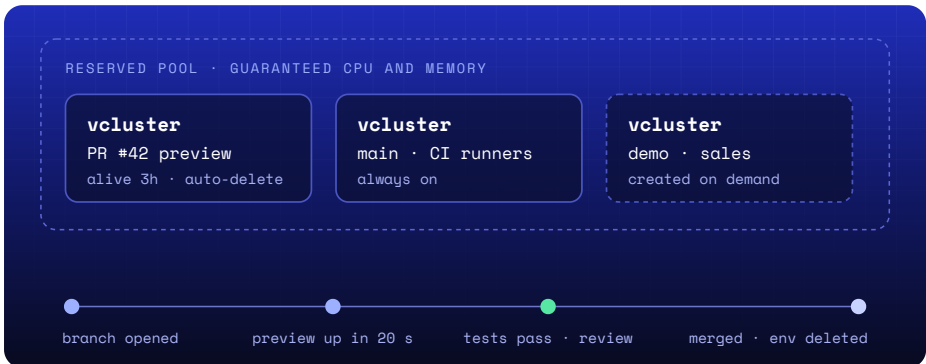
KEY POINT

Most startups start with **Flex + Prime**. Edge and Metal are there the day your product or your customers need them, with the same tooling.

Flex: a playground that **cleans up** after itself

PKE Flex is for everything that is not production: development, CI, previews and demos.

You reserve a pool of capacity: a guaranteed amount of CPU and memory. Inside it, every branch or pull request gets its own virtual cluster, a lightweight Kubernetes cluster that starts in seconds and shares the pool. When the branch merges, the environment disappears. No zombie servers, no surprise bill. Need more? Upgrade the pool live, without restarts or migrations.



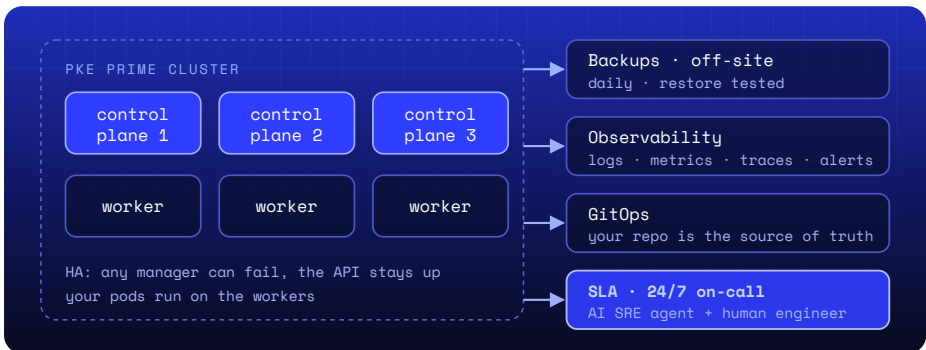
KEY POINT

You pay for the pool, not for each environment. A team of five can run twenty previews a day inside one small pool.

Prime: production, **operated**

PKE Prime is a production cluster with everything production needs already switched on.

- **A highly available control plane.** Three managers, so losing one changes nothing.
- **Backups every day**, kept off-site, restore tested on a schedule.
- **Observability:** logs, metrics and traces in Grafana, with alerts already tuned.
- **Patches and upgrades** applied by us, in a window you approve.
- **An SLA and 24/7 on-call**, with an AI SRE agent as first responder.



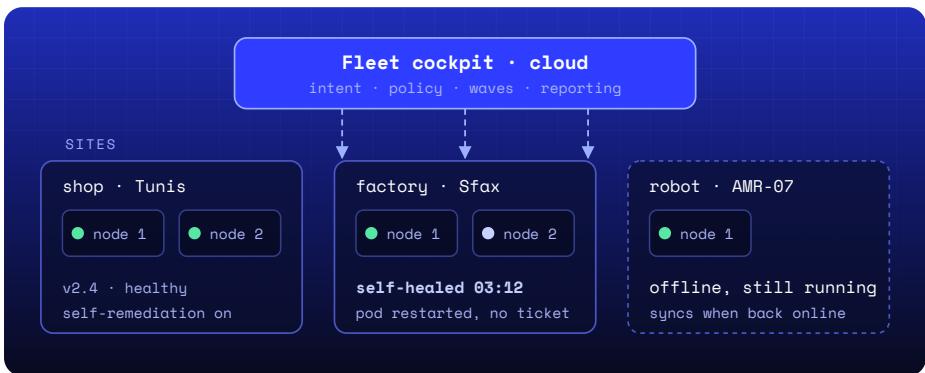
KEY POINT

You get a kubeconfig, a GitOps repository and a dashboard. We get the pager.

Edge: when your product lives on devices

Some products do not run in a datacenter. They run in a shop, a factory, a vehicle or a robot.

PKE Edge packages a small Kubernetes with our edge operating system, KEOS, on each device or site. A fleet cockpit in the cloud sets the intent: which version runs where, under which policy. Each device executes locally and heals itself, even when the network is gone. Updates roll out in waves and roll back on their own when health checks fail.



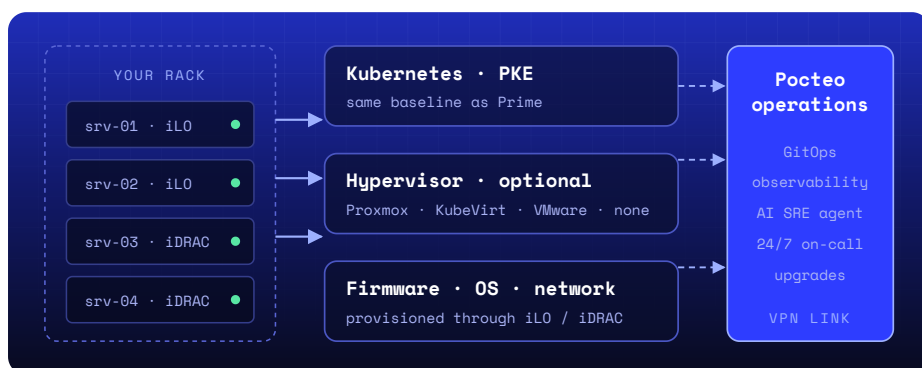
KEY POINT

The cloud decides **what** should run. The device decides **how** to keep it running. That split is what survives a cut cable.

Metal: your servers, **our platform**

Already own hardware, or must keep data inside your walls?
Metal brings the same platform to your servers.

We connect to your servers' management ports, HPE iLO or Dell iDRAC: the small computer inside each server that works even when it is switched off. We install the hypervisor of your choice, or run Kubernetes directly on bare metal, and operate the result exactly like Prime: same GitOps, same observability, same on-call. You keep the capex. We keep the pager.



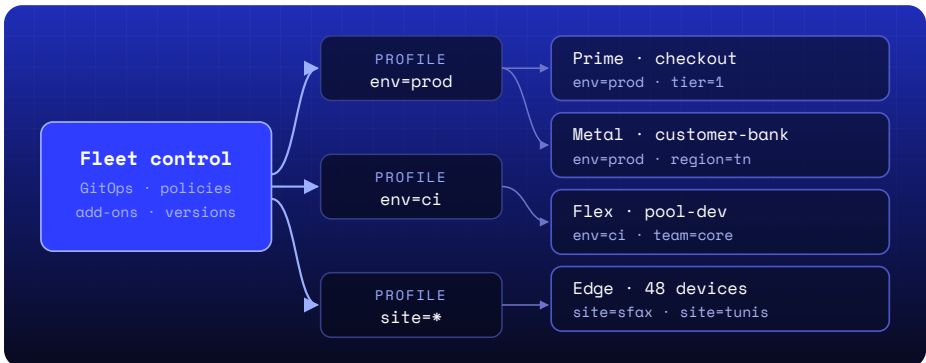
KEY POINT

Metal is also the answer when a big customer asks: "can this run in our datacenter?" Yes, and we operate it there.

One governance for every cluster

Prime, Flex, Edge or Metal: you manage them all the same way, with tags.

A tag is a label on a cluster, such as **env=prod** or **site=sfax**. Policies, add-ons and versions follow the tags. Tag a new cluster **env=prod** and it receives the production baseline: network policies, backups, monitoring, secrets, the lot. It arrives through GitOps: your Git repository is the source of truth, and the platform makes reality match it. Drift is detected and corrected. Every change is a commit you can review.



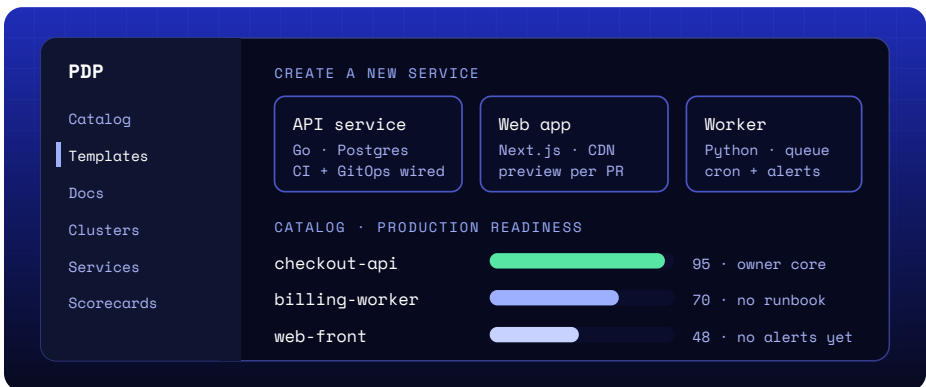
KEY POINT

You never configure a cluster by hand. You tag it. The same rule applies to the cluster you create on day one and to the fiftieth device in the field.

A developer portal from day one

PDP, the Pocteo Developer Platform, is your team's front door. It is built on Backstage, the open-source portal created at Spotify.

In PDP you find a catalog of everything you run (services, databases, clusters, owners), templates that create a new service with CI, deployment and monitoring already wired, documentation next to the code, and scorecards that show what is production-ready. New engineers ship on their first day instead of their first month.



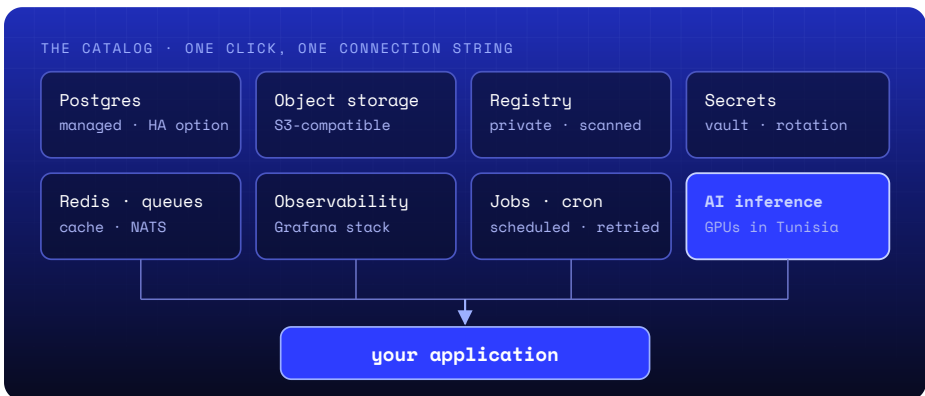
KEY POINT

A portal is only useful if it is filled. We fill it during onboarding: every service, database and cluster you run is in the catalog before you touch it.

Everything as a service

Databases, storage, queues, secrets, AI inference: pick them from the catalog. We run them.

Each service comes with its own backups, metrics and upgrade path. You get a connection string and a dashboard. **Sovereign AI inference** deserves a word: open models served on GPUs inside Tunisia, so the prompts and documents your product sends to a model never leave the country.



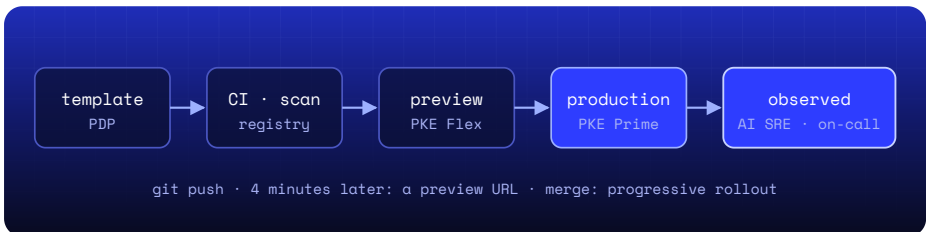
KEY POINT

No service in the catalog needs a hire. If it is not in the catalog yet, ask: the catalog grows with the program's startups.

From git push to production, one path

A golden path is the paved road: the way to ship that already works. Here is ours.

- 01 **Create.** Pick a template in PDP. You get a repository with CI, a Dockerfile, a Helm chart and alerts already in place.
- 02 **Push.** CI builds the image, scans it for vulnerabilities and stores it in your private registry.
- 03 **Preview.** Every pull request gets its own environment on PKE Flex, with a URL you can share.
- 04 **Promote.** Merge to main. GitOps rolls the new version to PKE Prime, progressively, with automatic rollback.
- 05 **Watch.** Metrics, logs, traces and backups are on without a ticket. So is the on-call.



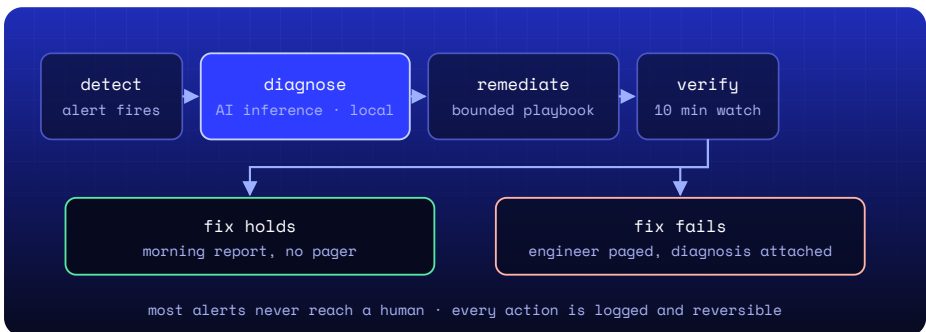
KEY POINT

You can leave the path whenever you need to. Most teams never do.

On-call 24/7, with an **AI SRE** in the loop

Incidents still happen. The difference is who wakes up.

Every Prime, Metal and Edge cluster runs a local SRE agent: a small AI model and a set of safe playbooks that live next to your workloads. SRE means site reliability engineering, the discipline of keeping systems up. When an alert fires, the agent reads logs, metrics and events, matches them against known failure patterns, and applies a bounded remediation: restart, roll back, scale, reroute or isolate. Then it verifies. If the fix holds, you get a report in the morning. If not, a Pocteo engineer is paged within minutes, with the diagnosis already written.

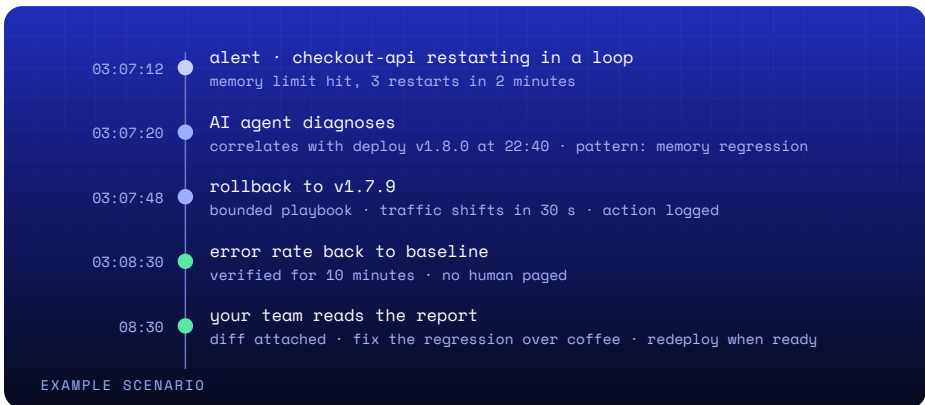


KEY POINT

The agent runs only the playbooks approved for your cluster, and never deletes anything. Everything it does, you can undo with one command.

What happens at 3:07 am

An example night, as the morning report would show it. Times are illustrative; the sequence is what matters.



No pager rang. The previous release kept serving customers. The new one was not thrown away, only paused: the report tells you which commit, which metric and which limit, so the fix takes minutes, not a post-mortem.

Two rules make this safe. The agent only runs playbooks that were approved for your cluster, and every action can be undone with one command. Nothing is deleted at night.

KEY POINT

The agent's job is not to be clever. It is to be fast, bounded and honest, and to wake a human the moment it is unsure.

Sovereign by design

Your data stays in Tunisia. Your invoice is in dinars. Your support speaks your language, in your timezone.



Data residency

hosted in Tunisia
backups in-country
no foreign cloud



Local currency

invoice in dinars
no foreign-currency card
no exchange ceiling



Local team

engineers in Tunis
Arabic · French · English
AI agent covers the night

Data residency. Your clusters, databases and backups live in a Tunisian datacenter. When a bank, a hospital or a ministry asks where their data lives, you have a one-word answer. Regulated customers become reachable.

Local currency. No foreign-currency card, no exchange-control ceiling, no conversion surprise at month end. One invoice in dinars from a Tunisian company, deductible like any other supplier.

Local team. Engineers in your working hours and your languages. At night, the AI SRE agent and a Pocteo engineer on call. Nobody has to wait for a timezone to wake up.

KEY POINT

Sovereignty is not a feature for governments. It is what lets a startup sign its first bank, hospital or ministry.

Six months free. Then a startup price.

PKE for Startups gives selected startups six months of Pocteo Platform at no cost, with our engineers alongside.

MONTHS 1 – 6 free · credit covers everything	MONTHS 7 – 18 startup plan · reduced rate	MONTH 19 + standard plan
✓ PKE Flex pool	✓ onboarding in 5 days	✓ 24/7 on-call
✓ PKE Prime cluster	✓ migration from your stack	✓ AI SRE agent
✓ PDP portal	✓ named platform engineer	✓ Pocteo Academy
✓ Postgres + object storage	✓ weekly office hours	✓ billed in TND

Included for six months: a PKE Flex pool for development, CI and previews; a PKE Prime production cluster with backups, observability and 24/7 on-call; PDP, your developer portal; a managed Postgres and object storage; onboarding in five days and migration from your current setup; a named platform engineer with weekly office hours; access to Pocteo Academy.

After month six: a startup plan at a reduced rate for twelve months, billed in dinars, with no long-term commitment. You can cancel at any time and take your data and your Git repositories with you. No credit card is needed to start.

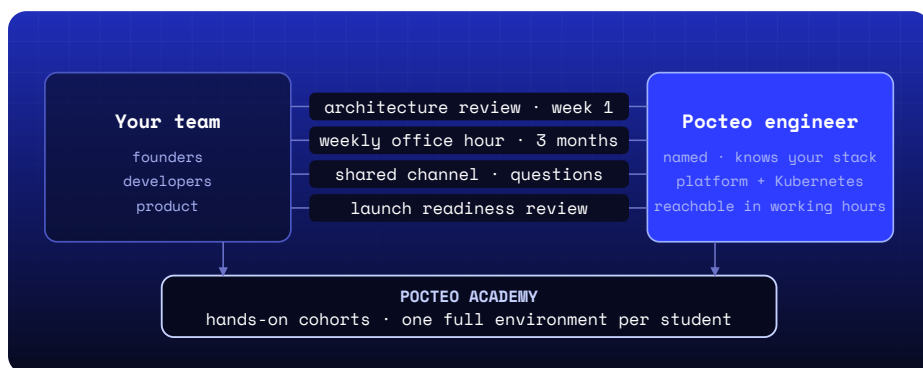
WHY FREE

We want your logo, your feedback and your case study. The startups that grow become our best customers; the ones that do not still leave with a team that knows Kubernetes.

A platform engineer **by your side**

The program is not a coupon. It is a person.

From day one you get a named Pocteo engineer who knows your stack. Together you do an architecture review in week one, a weekly office hour for the first three months, a shared channel for questions, and a readiness review before each major launch. Your engineers join Pocteo Academy cohorts for hands-on Kubernetes training, each with a full environment of their own.



OUR GOAL

By month six, your team runs the platform **with** us, not **because** of us. If you ever leave, you leave with the knowledge.

Onboarding in five days

One working week, from kickoff to a production cluster your team controls.



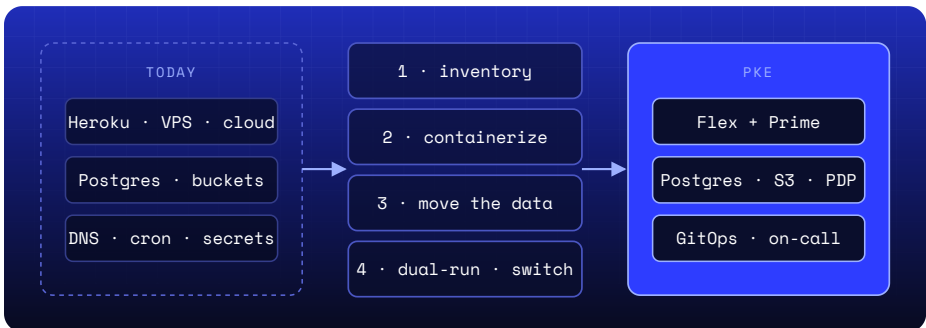
- Day 1**
kickoff Goals, access and portal accounts. We inventory what you run today: services, databases, domains, cron jobs, secrets.
- Day 2**
portal The catalog is filled. Your first service is created from a template; CI and the private registry are wired to your repositories.
- Day 3**
Flex First deploy on PKE Flex: preview environments, secrets, domains and TLS. Your developers open their first preview URL.
- Day 4**
Prime The production cluster is tagged env=prod: GitOps promotion, backups, monitoring and alerts switched on. A load test, together.
- Day 5**
go-live DNS cut-over, on-call handover, first morning report. Your team holds the keys; our engineer stays in the channel.

KEY POINT

Five days is the plan for a typical early-stage stack. Larger migrations get a plan of their own, written on day one.

Migration from what you have today

Heroku, a VPS with docker-compose, AWS or GCP: we have moved all of them. The method is always the same.



- 01 Inventory.** Services, databases, buckets, domains, cron jobs, secrets. Nothing moves until everything is listed.
- 02 Containerize.** Most apps need a Dockerfile and a config review, not a rewrite. Compose files become Helm charts.
- 03 Move the data.** Postgres by dump and restore or logical replication; object storage synced in the background until the counts match.
- 04 Dual-run, then cut over.** The new platform serves on a test domain while the old one stays live. DNS switch with a tested rollback. Decommission after a week of clean reports.

TYPICAL DOWNTIME

The length of a DNS change. Your users should not notice the week you moved.

Join the program

Twenty pages, one promise: you build, we run. Here is how to start.

WHO CAN APPLY

- Startups with a **Startup Act** label, or backed by a partner incubator or accelerator.
- A product that is live, or launching within three months.
- A team that wants to **own** its platform knowledge, not outsource it forever.

WHAT WE ASK OF YOU

- One technical contact for the five onboarding days.
- Honest feedback, every month.
- A case study at month six, if you are happy. Only if.



PLACES

Places are limited each quarter so that every startup gets a named engineer. Applications are reviewed in the order they arrive.

YOU BUILD. WE RUN THE PLATFORM.

Sovereign managed Kubernetes, operated 24/7 from Tunisia. Four flavors for every workload, one developer portal, a catalog of managed services, and an AI SRE agent on call every night.

THE PROGRAM

01 . FREE

SIX MONTHS FREE

Flex, Prime, PDP, managed services and on-call, at no cost.

NO CARD NEEDED

02 . PEOPLE

A NAMED ENGINEER

Architecture review, weekly office hours, launch readiness.

5-DAY ONBOARDING

03 . OPERATIONS

OPERATED 24/7

AI SRE agent first, human on call, report in the morning.

SELF-HEALING

SLA

FOUR FLAVORS, ONE GOVERNANCE

01



PKE PRIME

Production, operated behind an SLA.

02



PKE FLEX

Dev, CI, previews: a cluster in a minute, gone when done.

03



PKE EDGE

Devices and remote sites, self-healing, works offline.

04



PKE METAL

Your HPE and Dell servers, provisioned through iLO and iDRAC.



SCAN TO APPLY
PKE FOR STARTUPS

pocteo.tn

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