



Deliver **Innovation** Faster

nClouds, Inc.

www.nclouds.com

AWS and DevOps consulting and implementation services

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“It's about clients' business results, so success for us is when one of our own clients says, 'Our clients now trust us to deliver quality products fast and iteratively – we're innovators!'”

– JT Giri, Co-founder, nClouds
(Excerpted from *InsightsSuccess*)



about COMPANY

nClouds was established in 2012 near San Francisco. Our founder, JT Giri, started helping cloud early-adopters in Silicon Valley build their businesses on AWS in 2006 when Amazon EC2 was still in beta.

Today, nClouds is an **AWS Premier Consulting Partner** (since 2018) delivering award-winning AWS and DevOps consulting and implementation services to our clients – modern operations, CI/CD pipelines, 24x7 on-call support,

SRE, cloud migration, security, data lakes/warehouses, data analytics, and cost optimization. But we're about far more than a list of services.

nClouds' mission is to partner with our customers to build and manage modern infrastructure solutions that deliver innovation faster.

Everything we do is based on this mission, the [core values](#) that define nClouds, our attitude towards clients, and what it means to be a member of the team.

By partnering with our clients on shared goals, we can provide the specific support and solutions needed to achieve your definition of success. And, we leap beyond the status quo – with value-added automation, methods, and IP – to help you deliver awesome client experiences.

nClouds values:

- ✓ Partnerships based on shared goals.
- ✓ Challenge the status quo.
- ✓ An innovation culture that delivers client value.

what makes nClouds **SPECIAL?**

Results. It's about results, so ultimately, you should select a partner based on their ability to deliver the results you need. Here are a few, representative, actual results from our clients:

Check out the *Client Success Stories* section of this document and online [AWS Case Studies](#) for more detail.

Customer satisfaction. We've achieved a Net Promoter Score (NPS) as high as 91. (NPS is an industry-recognized customer loyalty and satisfaction metric; scores over 70 are considered exceptional.) Many of our clients are long-term (three-plus years), and a leading source of new business annually is customer referrals. See the Client Success Stories section to learn more.

Passion. We're passionate about client success, software excellence, and innovation. Our integrated team of DevOps engineers, solutions architects, developers, sysadmins, and customer success managers is driven every day to help our clients achieve great things.

Experience. We have expertise in virtually all areas of modern infrastructure and have successfully completed hundreds of DevOps implementations and pipeline deployments. What's more, we work with a broad range of businesses across all industries – from pre-production, pre-money startups to growth-stage and enterprise organizations. We get you.

Solutions-led. Our services teams create value-added automation, methods, and IP to deliver best practices to clients efficiently. Some solutions we commercialize, like [nOps](#) cloud management (SaaS) that helps keep your AWS environment aligned with AWS Well-Architected Framework guidelines and other industry best practices.

Collaboration. We work as an extension of our clients' teams, using leading collaboration tools to achieve full integration and transparency. We're in your standups, on your calls, on your Slack channel. And for many clients, we provide 24/7 on-call support. See more in the [How We Work](#) section.



10x

faster product delivery
(faster idea-to-cash).



App migration reduces
customer onboarding
time from months to
hours (sales velocity).



\$450,000 in cloud
cost savings – in the
first 30 days (cost
optimization).



5x

data throughput
performance, 1000x
data replication speed
(customer experience).



App refactoring to
serverless (app agility).



72%

cost savings by
migrating data analytics
to S3/Glue/Athena (cost
optimization).

Startups & growth-stage companies

In November 2018, AWS and nClouds signed a multi-year [Strategic Collaboration Agreement](#) to team on helping startups and growth-stage companies leverage AWS for strategic advantage. So, while you will recognize world-class brands like Shell, E&J Gallo, Berkshire Hathaway, and Sony among our client list, you should feel confident that our superpower is building and managing modern infrastructure solutions for rapidly growing tech companies. It's what we do.

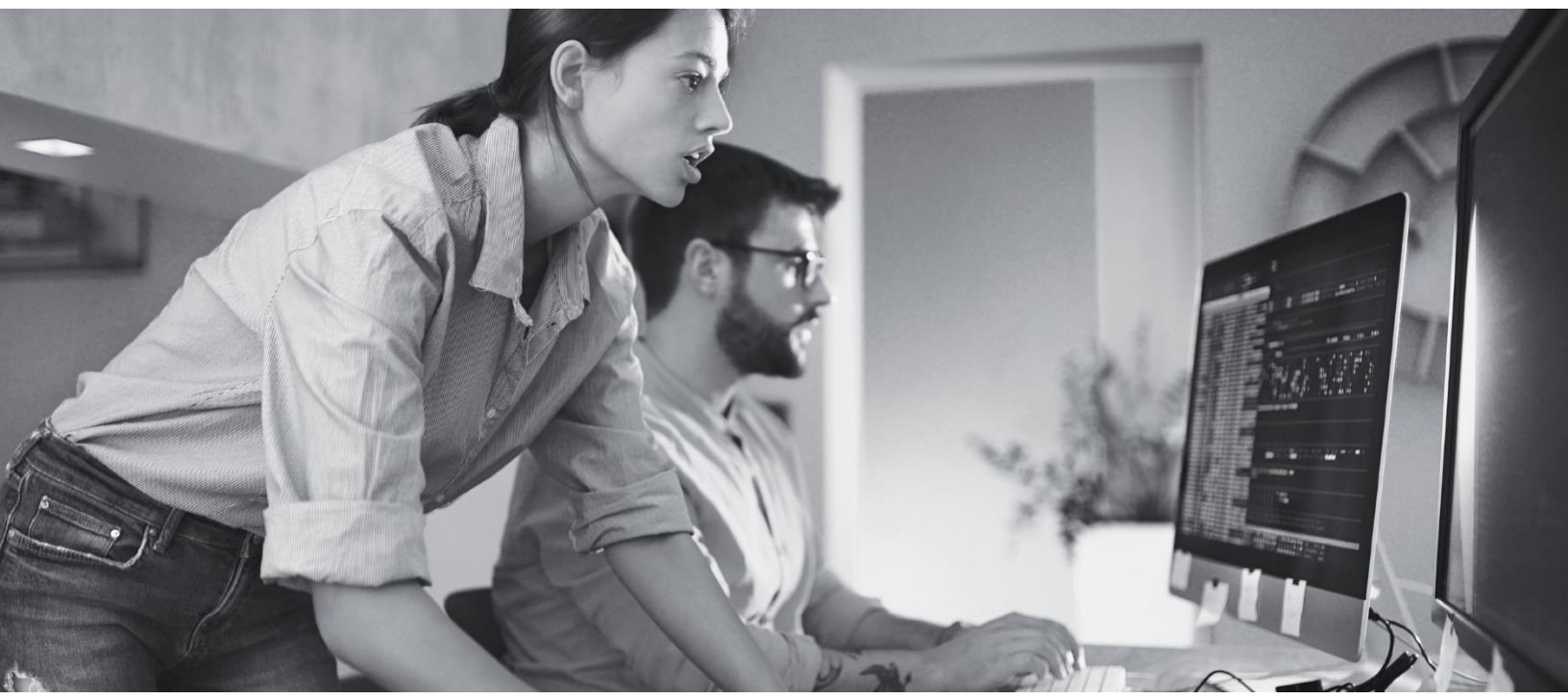
serious about **SKILLS**

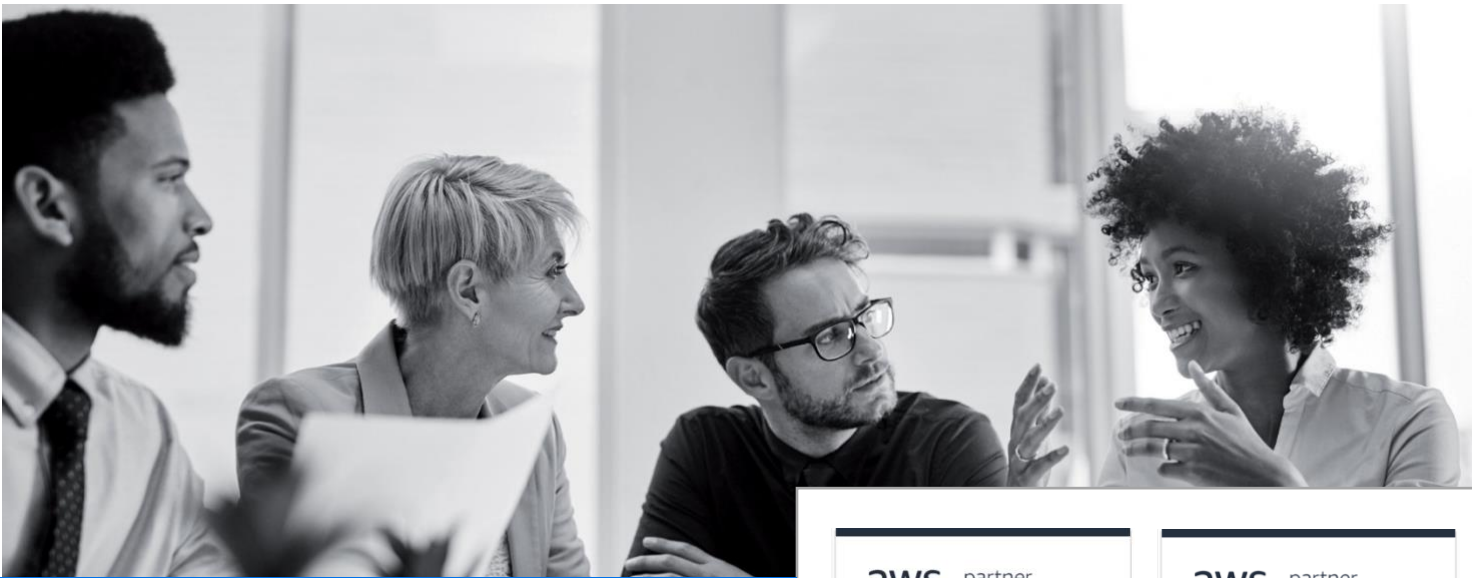
nClouds is an AWS Premier Consulting Partner – one of about 50 based in North America. The highest tier of Consulting Partners, Premier status recognizes partners that have made significant investments in their AWS practice, have extensive experience in deploying successful customer solutions on AWS, and have a strong bench of trained and certified technical consultants. Further, AWS Premier Consulting Partners have a healthy, revenue-generating business on AWS.

Further, nClouds is an audited AWS Managed Service Provider (MSP) Partner, AWS Well-Architected Partner, AWS Solution Provider Partner, AWS Marketplace Seller,

Public Sector Partner, and AWS Immersion Day Partner. nClouds has achieved AWS Competency status in Data & Analytics, DevOps, Migration, and SaaS. Plus, we're AICPA SOC 2-certified.

Our individual team members have earned more than 100 certifications and 150 accreditations, including advanced certifications like AWS Certified Solutions Architect - Professional, AWS Certified DevOps Engineer - Professional, AWS Certified Big Data – Specialty, and AWS Certified Security - Specialty.





We're all-in on AWS, and we take our AWS skills and credentials seriously.

 <p>Premier Consulting Partner</p> <ul style="list-style-type: none"> AWS CloudFormation Data & Analytics Competency DevOps Competency Immersion Day Partner Marketplace Seller 	 <p>Premier Consulting Partner</p> <ul style="list-style-type: none"> Migration Competency MSP Partner Public Sector Partner SaaS Competency Well-Architected Partner Program
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Continuous learning with nClouds Labs

nClouds team members participate in nClouds Labs, our continuous learning program. All engineers are required to progress through a technical track to earn AWS and other industry certifications, like Kubernetes, Datadog, and more. Engineers access internal training, custom AWS-provided technical training (virtual and onsite), and popular third-party training modules (Udemy, etc.). Senior engineers serve as mentors and train/guide junior engineers to progress learning.

Every week, we host nClouds Labs Demo Friday, where team members share a curated set of best practices, tips & tricks, tools, and new technologies. To date, the program has hosted more than 500 sessions. nClouds Labs includes gamification, with badges, points, and merchandise to encourage and reward technical sharing (demos, mentoring, documentation, technical blog posts, videos) and innovation (processes, methods, IP). It's an important part of our culture of continuous learning and innovation. Check out [nSights TechTalks](#) and [blog posts](#).

overview of nClouds **SERVICES**



Add-on Services/Products

Cost Optimization Services & Consolidated Billing – Get expert advice, reduce costs, and streamline management of multiple AWS accounts.

AWS Well-Architected Framework Review – Benchmark your infrastructure against AWS Well-Architected Framework guidelines.

AWS Foundational Technical Review – Identify and remediate risks in your products or solutions to meet AWS requirements.

Essential Cloud Services – nClouds is an authorized reseller of **AWS**, **Datadog**, **GitLab**, and **nOps** cloud management platform, so we can often pass on savings to you.

Ongoing Services Packages



AWS Consulting Services – Optimize your AWS environment with advice and architecture reviews from our AWS experts and solutions architects.



Data & Analytics / Machine Learning Services – Empower your business with actionable insights. We can deliver solutions for data migration, data analytics cost optimization, data prep, data lakes/warehouses, implementing a data processing pipeline, machine learning, and more.



DevOps Services – Tailored to your requirements, we can include infrastructure build-out, automation, containers, microservices, serverless, continuous integration and continuous delivery (CI/CD) pipelines, monitoring, logging, security, infrastructure operations, and maintenance. Or, get fully managed compute, source control, database, infrastructure, and governance with our Managed DevOps offering.



Cloud Migration Services – Accelerate your journey to AWS with a Migration Readiness Assessment (MRA), Migration Readiness & Planning (MRP), and expert services to rehost, replatform, or refactor your workloads.



24/7 On-Call Support Services – Get 24/7/365 support at a competitive rate with quick response to critical alerts to achieve your support SLAs.



Site Reliability Engineering (SRE) Services – AWS-certified experts keep your systems fast and reliable, with maximum uptime as they scale – so your engineers can focus on innovation.

The following is a general description of nClouds services. The specific services that nClouds will provide to your organization are indicated in the Statement of Work (SOW) document.



nClouds SERVICES

Ongoing Services Packages

7 DevOps Services

Continuously tap into a broad set of DevOps skills and expertise.

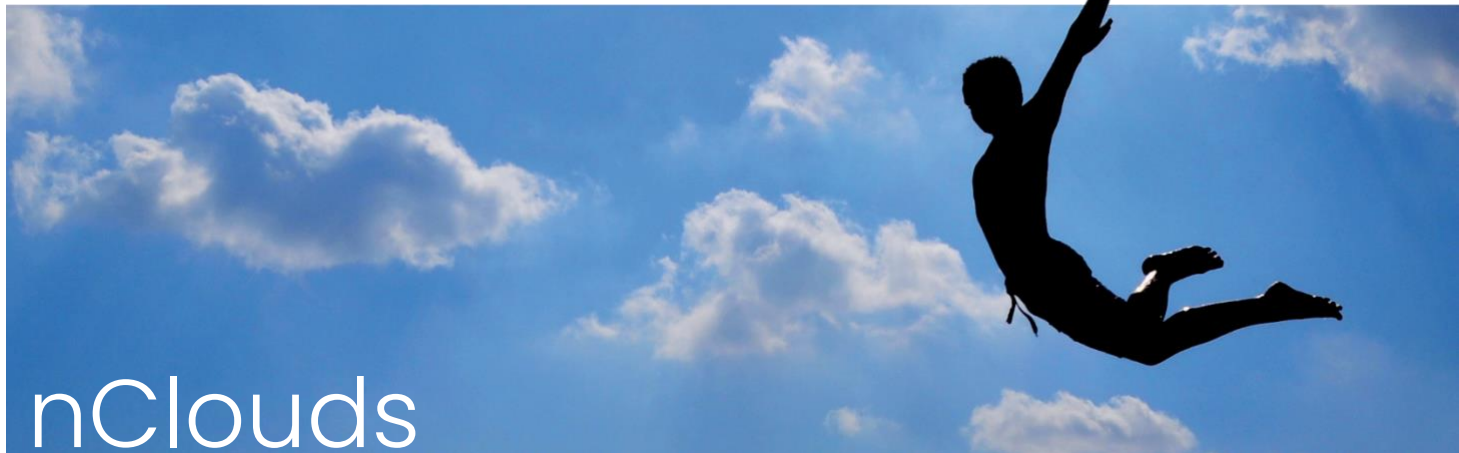
Let our experienced solution architects and DevOps engineers design, grow, and maintain your AWS cloud infrastructure to build a sustainable system for delivering better software faster. Your implementation will be tailored to your requirements, and can include the services described in the following categories:

Please note:

- For one-time engagements, the specific services that apply to you are described in the Scope of Work section. If you subscribe to our Ongoing Services Package, you can have our DevOps engineers work on items belonging to any of the following categories.
- DevOps Services are available only during regular working hours. Please see our On-Call Support Services if you would like 24x7 coverage for these activities.
- DevOps Services may not be utilized for Data Engineering or maintaining Data Processing pipelines. Please check out our Data & Analytics/ML offering to learn more.

1.1. Build out infrastructure to streamline provisioning and maintenance.

We will build your cloud infrastructure the right way – using infrastructure as code, automation, and serverless AWS services to re-architect your application stack with cloud-native design principles. With our battle-tested practices in infrastructure development on AWS, we will ensure that you are set up for future growth. Our engineers capture your entire cloud infrastructure as code to apply automation best practices so that your applications run on platforms with a solid and reliable foundation.



nClouds SERVICES

We will implement inventory and configuration management, automate provisioning, adopt governance, high availability (HA), disaster recovery (DR), and proper network design. And, we'll separate your development, staging, test, and production environments to enhance productivity and innovation, eliminate downtime, improve security, and facilitate faster time to market.

1.2. Automate to innovate faster, with confidence and predictability.

We will streamline your infrastructure operations by adopting industry-leading automation tools and services to manage and support your cloud infrastructure and enable continuous delivery (CD). Automation can improve the operational efficiency of your workflows, lower your costs, enhance reliability and performance, allow you to deliver faster software updates, and more effectively make use of your engineering resources.

1.3. Implement containers, microservices, and serverless to migrate to a superior architecture for your workload to improve utilization, enhance scalability, and reduce costs.

We will package your application along with its required libraries, frameworks, and configuration files together in a container to provide you with a consistent and reliable way of deploying and managing your applications in the cloud. And, we will build out a container orchestration platform such as Kubernetes or Amazon ECS to automate the deployment, management, scaling, and networking of containers.

1.4. Implement or refine fully automated CI/CD (continuous integration/continuous delivery) pipelines to improve operational efficiency and support faster innovation to accelerate the delivery of value to your customers.

CI/CD pipelines will enable your application development teams to adopt the agile practice of creating faster development feedback loops so they can deliver code changes more frequently and reliably. We will provide development and continuous integration services and software config management. We will automate your software delivery process by:

- Implementing or refining your CI/CD pipeline using industry best practices for automated build, test, and deploy as your code changes.
- Enabling one-click deployments and rollback.
- Using advanced deployment models like Blue/Green, Canary, and Rolling.

1.5. Implement monitoring, logging, and security to provide visibility into your infrastructure and improve your security posture.

- Connect your cloud infrastructure to monitoring tools for cloud management, governance, and incident management so you can track and optimize cloud costs, performance, and availability.

- Integrate internal communications tools and drive operations via chatbots.
- Build dashboards on a single pane of glass to provide visibility into the health of your infrastructure.
- Provide customized alerts to detect issues, anomalies, and performance bottlenecks before they disrupt your workload.
- Install centralized log aggregation solutions that will help you perform root cause analysis to resolve debugging issues and minimize downtime in production.
- Set up security, identity, and compliance services to mitigate security risks, protect against data loss, and provide ongoing protection against evolving threats and business disruption such as DDoS (distributed denial-of-service) attacks.
- Apply best practices for AWS Identity and Access Management (AWS IAM) configuration and implement security incident response.

1.6. Perform infrastructure operations and maintenance tasks.

We take care of your routine operations and maintenance tasks in the following categories:

- AWS account management – maintaining IAM users, roles, upgrading resources, etc.
- AWS operations – handling upgrades and configuration fixes.
- SysAdmin operations – OS patches, OS upgrades, AMI maintenance, SSH/Remote Desktop access, AWS access keys, etc.
- Network admin operations on the Amazon Virtual Private Cloud (Amazon VPC) – maintaining the Amazon VPC, subnets, routes, Amazon VPC NAT (Network Address Translation) Gateways, and AWS Virtual Private Network (AWS VPN).
- DevOps activities like maintaining infrastructure as code, CI/CD, and the automation toolchain.

1.7. DevOps-as-a-Service

Your engineers can focus on developing new product features while we take care of your DevOps infrastructure.

nClouds' DevOps-as-a-Service is a fully-managed compute, source control, database, infrastructure, and governance service. Using a set of connected tools, we automate your software delivery lifecycle processes to empower your development team and provide monitoring, management, and reporting. Your business can utilize all the benefits of a DevOps and Infrastructure Operations team, including laying out your improvement roadmap and project planning.

24/7 Support Services

Let's achieve your AWS infrastructure support SLAs at a competitive rate.



2

On-Call Support Services

Maximize uptime and business continuity and achieve your AWS infrastructure support SLAs at a competitive rate.

nClouds is serious about online support, and we're really good at it. More than half of our consulting clients use our On-Call Support Services.



- 24/7/365 monitoring with guaranteed quick response to critical alerts. Our standard SLA is a 15-30 minute acknowledgment time and a 30-60 minute resolution/escalation time. We can create custom SLAs to meet your requirements.
- Weekly report detailing alerts received in the prior week and actions taken, plus an environment health status overview and recommendations.
- Root cause analysis (RCA), automation, and proactive corrective measures to help you reduce manual, repetitive, and automatable workloads.
- Minimized mean time to recovery (MTTR).
- Advanced analytics to predict weekly and monthly trends, so you have fewer surprises.
- nCall is our 24/7 Support Services team's "secret sauce" driving innovation in service delivery.
- Integrated runbooks accelerate resolution and improve MTTR to maximize your system's uptime and business continuity.



Let's optimize your AWS environment to deliver innovation faster.

3

AWS Consulting Services

Get the most from your AWS infrastructure.

As an AWS Premier Consulting Partner, we can provide guidance that enables you to truly optimize your AWS environment.

- AWS Auto Scaling – Scale your application across multiple services in minutes.
- AWS CloudFormation – Improve configuration compliance and achieve faster troubleshooting.
- AWS CloudTrail – Simplify security analysis, resource change tracking, and troubleshooting.
- AWS serverless platform – Run applications and services without worrying about provisioning, scaling, and managing servers.
- Containers – Run, manage, and scale containerized applications on Amazon Elastic Container Service (Amazon ECS), Amazon Elastic Container Service for Kubernetes (Amazon EKS), AWS Fargate, or Kubernetes.
- nOps cloud management platform – Get instant visibility to change requests and manage cloud costs proactively.

4

Cloud Migration Services

Get results that align with your infrastructure and business needs leveraging the AWS Migration Acceleration Program (MAP) Methodology.

- Assessment – Develop a business case for a cloud migration based on your existing infrastructure, current applications, and your objectives using the Migration Readiness Assessment.
- Discovery & Planning – Recommend the best migration strategies to meet your business case objectives using Migration Readiness & Planning.
- Migration – Architect, migrate, and validate each application in your infrastructure to accelerate your cloud migration and achieve scale.
- Operation – Deploy an automated testing strategy to ensure everything went as planned during your cloud migration.

5

Data & Analytics/Machine Learning Services

Empower your business with actionable insights.

We're all-in on AWS with deep experience across a broad set of data and analytics tools and platforms in AI, data, and analytics use cases such as:

- Design and execute data migration to support rapid business growth and supercharge product performance, including modern data lakes/data warehousing.
- Optimize data analytics costs without sacrificing performance.
- Develop machine learning models to support AI and predictive analytics.
- Begin the build phase of developing a machine learning model by creating a dataset ready to support machine learning.
- Automate data prep and analytics.
- Implement a data processing pipeline.
- Enable better consumability and customization of AI-powered data.
- Design and implement a Big Data infrastructure, incorporating machine learning (ML) and AI to create a dataset ready to support ML.

6

Site Reliability Engineering (SRE) Services

Keep your systems fast and reliable with maximum uptime as you scale – so your engineers can focus on innovation.

- Work with your team to define SLOs and SLIs.
- Implement monitoring and provide rapid response to alerts to reduce MTTD and MTTR.
- Work with your developers to red-light or green-light launches based on SLOs.
- Integrate new tools and services for observability and automate runbooks to accelerate incident response.
- Conduct blameless postmortems to prevent repeat incidents and improve future responses.
- Provide incident management to limit business disruption.
- Support and optimize cloud operations 24/7.
- Maintain the infrastructure with patching and responding to maintenance alerts.



nClouds SERVICES

Add-on Services/Products

7

Cost Optimization Services

Get expert advice and save costs on your AWS accounts.

Receive expert advice from AWS-certified engineers and solutions architects – up to 10 hours per month – to answer questions and provide guidance on infrastructure issues.

The ShareSave Service by nOps achieves an average 40% net discount off AWS On-Demand pricing with no lock-in and no risk. Implement AWS consolidated billing to streamline management of multiple AWS accounts and avoid uneconomical consumption of AWS services. Includes a subscription to the nOps cloud management platform to monitor changes continuously to get a handle on resources and cost – across AWS accounts, regions, projects, and employees.

8

AWS Well-Architected Review

Ensure your AWS infrastructure is Well-Architected.

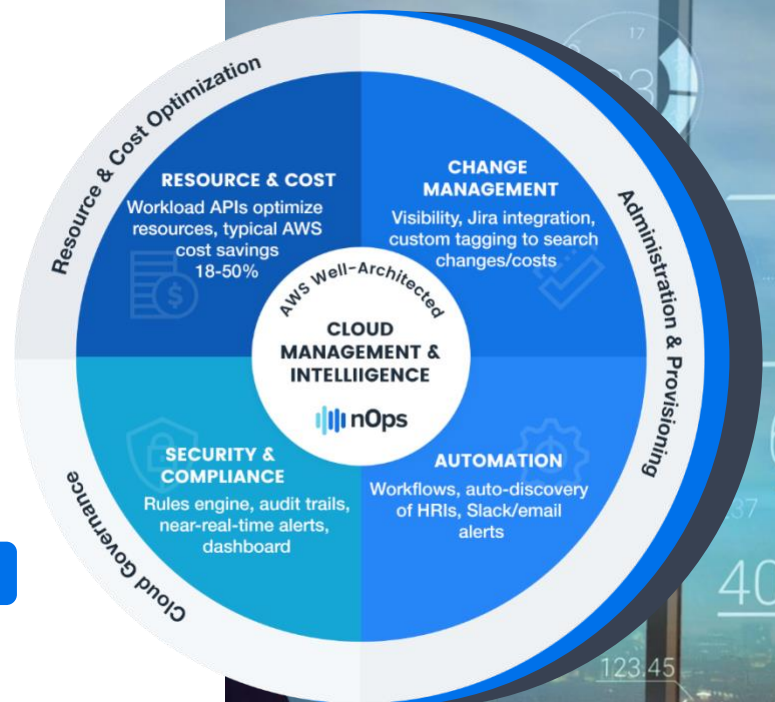
As an AWS Well-Architected Partner and a leading provider of AWS Well-Architected Reviews, nClouds benchmarks your infrastructure against AWS Well-Architected Framework guidelines – best practices for designing and operating cost-optimized, secure, reliable, efficient, and operationally excellent systems for the cloud.

9

Staff Augmentation Services

Skilled AWS-certified engineers – when you need them.

Accelerate your time-to-market and close your skills gap by augmenting your in-house team. Manage costs without sacrificing feature velocity – ramp up or scale down your engineering team when needed. That's flexibility.



10 nOps Cloud Management for AWS

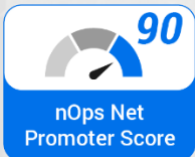
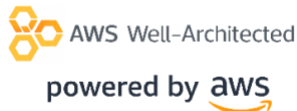
Monitor, analyze, and manage AWS changes, costs, performance, security, and compliance – continuously.

- Real-time scoring of your AWS infrastructure health using the pillars of the AWS Well-Architected Framework and other benchmarks, with recommended remediation to close gaps.
- Continuous, real-time notifications of security risks and non-compliance, plus detailed audit trails.
- Instant visibility to infrastructure changes, monitored continuously to optimize resource utilization and cost. Most users save 18-50% or more on AWS cloud costs.



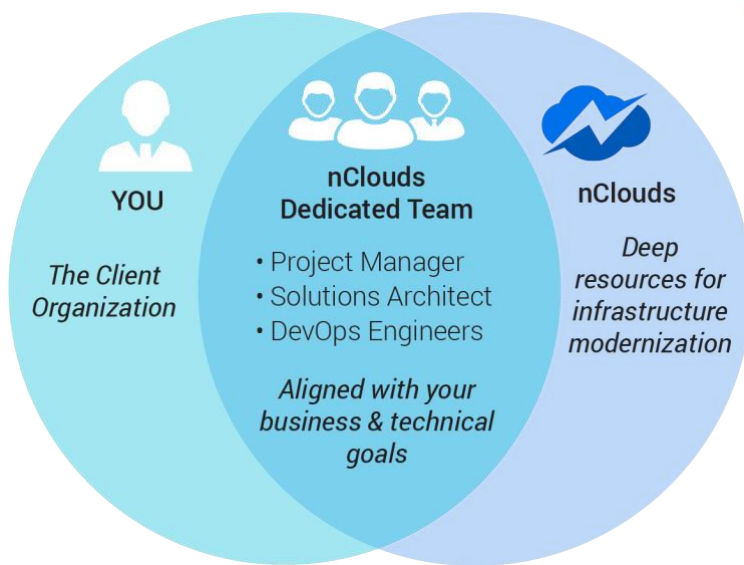
Advanced
Technology
Partner

Cloud Management
Tools Competency
Marketplace Seller



how we **WORK**

Under nClouds' collaboration and engagement model, we partner with you as an extension of your team. We deliver the most value, consistently, when we share your business and technical goals.



- **Dedicated resources*** aligned with the goals of your project and the complexity of your infrastructure – a Project Manager, Solutions Architect, and DevOps Engineers. They can be embedded with your in-house Engineering or Operations team.
- **nClouds Project Manager** (Customer Success Manager) coordinates the engagement, keeps track of the deliverables, and sends you reports regularly.
- **Regular check-in meetings** with you and your team on a weekly or bi-weekly basis.
- **Flexibility regarding project tracking and communication tools.** Our team can get onboarded to your tools and services (Jira, Slack, etc.).



We are architects, engineers, developers, and project managers who recognize the importance and opportunity of creating integrated, cross-functional dev and ops teams to maximize productivity.

***Note:** All ongoing services except On-Call Support are delivered during regular working hours. If you have an occasional need for off-hours support, please plan it in advance with the nClouds Project Manager.

client success **STORIES**

View all nClouds [AWS case studies](#).



DevOps & Modern Operations



Nylas, an API platform provider that enables developers to build innovative apps that integrate with 100% of email, calendar, and contacts providers, wanted to achieve faster infrastructure deployment with improved cost optimization, performance efficiency, and scalability. **Results:** Nylas now has a containerized, microservices-based Docker environment on AWS for faster infrastructure deployment, enhanced cost optimization, and improved performance efficiency and scalability.

View [case study](#).

“

“nClouds’ work to integrate CI/CD within our deployment pipeline is enabling our fast-growth company to accelerate the delivery of new features. Their expertise in containerization and migrating Heroku to AWS has enhanced our ability to scale to support increased demand as Nylas expands its global reach.”

– **Michael Pfister**, *Head of Product*, Nylas

client success STORIES



"nClouds has been the trusted partner for my distributed team, across five countries. Within our first engagement, they partnered with us on a critical project that enabled us to automate and deploy services from our next-generation energy platform regionally and globally. We could not have hit these targets if not for their well-architected and well-executed work."

–CTO, Global Energy & Petrochemical Leader

Global Energy & Petrochemical Leader

The company, a United States subsidiary of a global energy and petrochemical leader focused on renewable energy, was launching a new machine learning (ML) platform for data analytics for use by its customers and trading partners globally. Due to tight deadlines, they needed expert help to accelerate their DevOps initiatives. And they wanted to ensure that AWS best practices were applied to scale the environment to handle petabytes of data. **Results:** Enhanced scalability of their new ML platform for their customers. Accelerated DevOps of new architecture using automation resulted in a shorter development cycle and increased release velocity.

View [case study](#).



"I was impressed with nClouds' DevOps expertise and the application modernization solution they designed and implemented to enhance LYT's security, high availability, and fault tolerance."

– **Dustin Harber**, Chief Technology Officer, LYT



LYT builds mobility solutions designed to connect vehicle travel information to traffic signal infrastructure. LYT required a modern infrastructure that facilitated communication and collaboration between product management, software development, and operations, with security enhancements for real-time alerts. **Results:** nClouds migrated LYT to an Amazon ECS-based deployment platform, built out the production environment, and performed the application cutover during the migration implementation phase. LYT now has a modern AWS infrastructure for its SaaS platform.

View [case study](#).

client success **STORIES**



Appify, a software-as-a-Service (SaaS) and on-prem field service software solution, wanted to migrate their existing compute workload on Amazon ECS to Amazon EKS to enhance their ability to distribute and scale their field service software.

Results: Enhanced scalability and availability, faster communications between microservices, and reduced costs.

View [case study](#).

24/7 On-Call Support



6Connex, an innovative virtual event provider, wanted to deliver new functionality and better performance to clients of its online service by implementing a new infrastructure. nClouds helped them achieve a continuous delivery process and deployment pipeline, provided ongoing technical management and guidance to support business growth, and provided 24/7/365 support for their infrastructure. **Results:** At least 100% YoY productivity improvement, scalability within minutes instead of hours to maximize profitability, cost reduced to a fraction of previous on-premises costs, and improved performance/reliability/overall quality of service.

View [case study](#).



“Moving from ECS to EKS and VPC deployment is a major milestone for Appify. The nClouds team came in at the right time and helped us achieve our goals. We appreciate all the great work that went into this project.”

- **Rangarajan Vaithyalingam**, *Platform Architect, Appify*



“I cannot say enough about the nClouds team. Their work and efforts are tremendous, and they take great care of our environment. In nClouds, we found the next level of innovation, experience, and ability to adopt new technologies.”

- **Marc Goodell**, *VP, Environments & Infrastructure, 6Connex*

client success STORIES



“OperationsRx wanted a best-practices infrastructure on AWS, and nClouds helped make it a reality. Now, they’re keeping it that way with their Managed DevOps and 24/7 Support Services. The result: happy OperationsRx customers and engineers that have the time and freedom to do what they love – innovate to their heart’s content.”

– **Alex MacPherson**, *Director of Technology, OperationsRx*



OperationsRx, a management consulting firm specializing in gross margin improvement and cash flow optimization, wanted a best-practices infrastructure on AWS to support their advanced supply chain analytics platform. They needed a modern, well-architected infrastructure and sought expert help to make it a reality and support to keep it that way. **Results:** Teaming with nClouds, OperationsRx now has a well-architected modern infrastructure on AWS. They have enhanced reliability and availability, faster time-to-market, and freedom to focus on innovation.

View [case study](#).



“This partnership has leveraged the Yewno team to focus on product innovation for our AI platform offering. This focus, combined with powerful automation like our CI/CD pipeline, has helped us deliver faster, with reduced costs, and better predictability.”

– **Brendan Volheim**, *CTO, Yewno*

Yewno

Yewno, a disruptor in the global information industry, wanted to free its engineers and data scientists from the time and expense of managing DevOps-related functions so that they could focus on new product innovation and time-to-market for Yewno’s fast-growth business. Plus, they wanted to ensure their AWS environment was optimized for cost, security, and scalability. **Results:** A well-architected infrastructure with enhanced scalability, availability, and security saving them time and money and allowing them to focus on innovation.

View [case study](#).

client success **STORIES**

Data & Analytics/Machine Learning

AI Innovator

nClouds performed an AWS Well-Architected Review for this AI innovator in the media space, which revealed opportunities for infrastructure improvement including cost optimization, security, operational excellence, and reliability. Post-Review, based on nClouds' AWS technical expertise in data and analytics, the company asked nClouds to help them optimize data analytics costs without sacrificing performance, and implement security best practices. **Results:** This AI Innovator has attained 72% monthly cost savings, fast data ETL, and better consumability and customization of AI-powered data.

View [case study](#).



CyberCube, a provider of a data-intensive cyber risk analytics SaaS platform, asked nClouds to help support their innovation and continued growth. Their requirements included: scalability to their size requirements in a transient model; an ability to handle data of virtually any type, and store massive amounts of data at a low cost; and extraction of basic models from the data itself to create the ability to query without a lot of transformation. **Results:** CyberCube can deliver new insights and services to its customers, accelerate data analytics, reduce data prep time and costs.

View [case study](#).



“As a result of our collaboration with nClouds, we can offer our customers new insights and services. And, we can deliver analytics results faster and at a lower cost. All of this is important to CyberCube’s continued growth.”

– **Ajay Garg**, *Head of Engineering*,
CyberCube

client success STORIES



“We were impressed by nClouds’ approach and execution on this project. They truly partnered with us as an extension of our team, sharing our goals, focusing on our success, and applying their deep data migration experience and expertise.”

– **Sheena Carswell**, *Senior Software Engineer, Genability*



GENABILITY

Genability, a provider of solutions to suppliers and distributors of “new energy” – Smart Utilities and Retail Electric Providers (REPs) – reached out to the AWS team for data migration help. AWS brought in nClouds for a technical deep-dive session with Genability. Based on nClouds’ data and analytics experience, AWS-certified Migration Competency, and proposed migration process, Genability selected nClouds to help them perform the data migration. **Results:** A database strategy with 5x data throughput performance, improved data reliability and availability, and 1000x data replication speed. The database migration was accomplished with zero read operations downtime.

View [case study](#).

Leading Wine & Spirits Company

This company is a leading producer and distributor of wine and spirits. They wanted to create a flexible data integration infrastructure to streamline data acquisition, data wrangling, and integrated business analytics to enhance B2C marketing and e-commerce. **Results:** A flexible data integration infrastructure with enhanced marketing capabilities and streamlined data management, faster data warehousing and analytics, and increased efficiency and reduced costs.

View [case study](#).



“nClouds competency in data and analytics helped our company decrease the time required for data wrangling and curation and improve the accuracy of our consumer insights. Thanks to nClouds’ partnership with our teams, we were able to accelerate the preparation of the data models for our EDW migration initiative.”

– **CTO**, *Leading Wine & Spirits Company*

client success **STORIES**

Cloud Migration

AVAYA

Avaya, a global leader in digital communications software, services, and devices for businesses of all sizes, was using on-premises virtual machines (VMs) to host their Avaya Breeze™ Collaboratory sandbox service, which they provisioned manually. nClouds helped Avaya build a secure and scalable environment for their VoIP developer sandbox service, moving from a cumbersome, manual deployment process to a fully automated deployment pipeline in the cloud. **Results:** Faster provisioning (three hours vs. several days), a better customer experience, rapid scalability to react quickly to customer demands, and an improved operator experience.

View [case study](#).



Informatica

nClouds helped Informatica, a provider of data compliance and business analytics solutions, migrate their data management solution to AWS and handled security, disaster recovery, and (during roll-out) 24x7 support with a 10-minute SLA. **Results:** Faster provisioning of new environments (taking 6-8 hours vs. one month), an improved end-customer experience for migration speed and onboarding, a new disaster recovery solution for faster recovery of critical IT systems and data, improved sales velocity, increased customer adoption, and account expansion.

View [case study](#).

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“We reduced the provisioning time for our CPaaS developer sandbox from several days to less than three hours, and have eliminated barriers to scalability of our lab service. This gives us the ability to rapidly and automatically build sandboxes on demand for internal and external customers, enhance the developer experience, and improve sales velocity.”

– **Valerie Heath, Avaya Senior Product Manager & Developer Evangelist**

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“We worked with the nClouds team to migrate our data management solution to the cloud. What’s more important is the tremendous collaboration nClouds facilitated between our ops and engineering teams. They supported the migration to AWS, covered security, disaster recovery, and during roll-out, 24x7 support with 10-minute SLA.”

– **Anirudh Patel, Senior Manager R&D, Informatica**

client success STORIES



“The BKJ Digital team needed to migrate a fleet of production applications from a legacy infrastructure provider to a modern, flexible, Kubernetes-based stack. The nClouds team’s deep experience with Kubernetes on Amazon EKS helped us plan and execute our migration to AWS in record time.”

– **Ben Durbin**, *Director of Technology, BKJ Digital*

BKJ DIGITAL

BKJ Digital, a provider of product and software strategy, engineering, and enablement to enterprises, wanted to migrate their production applications from a legacy infrastructure provider to a modern, flexible, Kubernetes-based stack. nClouds performed a Migration Readiness Assessment (MRA), which revealed they needed to be better aligned with the AWS Cloud Adoption Framework. **Results:** BKJ now has a sophisticated compute platform for their fast-growth business with increased flexibility, improved reliability, and enhanced security and compliance.

View [case study](#).



“nClouds has been an integral part of our migration to AWS. Their unique DevOps skill set and AWS migration expertise helped The Pill Club build an automated infrastructure that’s helping our engineers deliver new features and functionality rapidly.”

– **Cameron Seebach**, Senior SysOps Engineer, The Pill Club

P i L L C L U B

The Pill Club, a digital health company, needed an automated CI/CD pipeline to deliver new features and functionality rapidly and enhanced scalability to handle increased demand. nClouds built out a multi-region application architecture for improved scalability, availability, and fault tolerance with easy failover to a backup region. **Results:** Teaming with nClouds, The Pill Club now has an automated infrastructure aligned with AWS Well-Architected best practices, an integrated CI/CD pipeline, and 24/7 support. They now have faster time-to-market, improved reliability, and enhanced scalability.

View [case study](#).

client success **STORIES**

Cost Optimization



Fischer International Identity, a cybersecurity company, planned to purchase 3-year Reserved Instances (RIs) immediately after migrating to AWS, which raised concerns about oversubscribing to savings commitments for their lift and shift migration. nClouds performed an AWS Well-Architected Framework Review (WAFR) to assess Fischer's critical workload. nClouds recommended ShareSave Service by nOps. **Results:** Achieved 32% cost savings plus no lock-in flexibility with ShareSave Service, capital reallocation to support modernization and growth, and the agility to pivot mid-step to other AWS services.

View [case study](#).



Woflow is a data management company. Their application frontend was already deployed in AWS, and they needed to migrate the backend portion of the application from Heroku to AWS to achieve improved scalability and operational efficiency. The company wanted to automate environment buildout using AWS CloudFormation, modernize their application by containerizing it with Amazon ECS, and implement an Amazon Virtual Private Cloud and a proper network structure. **Results:** Achieved 23% savings on AWS compute and 40% savings on overall AWS bill, plus operational efficiency and faster time-to-market, and improved scalability and reliability.

View [case study](#).



"With the ShareSave Service, you can save during and after a migration to AWS. It enables Fischer Identity to avoid the opportunity cost of being locked into a 3-year savings commitment and gives our engineers the freedom to innovate with new AWS services."

– **Dan Dagnall**, *President and CEO, Fischer Identity*



"There is a day and night difference between nClouds' AWS and DevOps expertise and that of our previous service provider. We were so impressed with nClouds' work to help us migrate Woflow from Heroku to Amazon ECS that we asked them to provide ongoing Managed DevOps Services to improve and maintain our application suite."

– **Andrew Harasta**, *Senior Software Engineer, Woflow*

trusted by innovative **BRANDS**









nClouds has been that trusted partner for my distributed team (across 5 countries). Within our first engagement they partnered with us on a critical project enabling us to automate and deploy services from our energy platform regionally and globally. We could not have hit these targets if not for their well-architected and well-executed work. Exceptionally talented folks! We look forward to continuing our relationship.

— **John Basmadjian**,
CTO & CPO, Shell New Energies Group,
Royal Dutch Shell

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