

Case Study: FinTech Innovations - Cloud Migration Success

Customer Profile

FinTech Innovations is a digital payments processor serving 5,000 merchant customers across North America. With 800 employees and \$500M in transaction volume, they faced increasing infrastructure costs and compliance complexity managing their legacy data center infrastructure. Their technology team of 40 engineers was spending 60% of time on operational tasks rather than product development.

Business Challenge

FinTech needed to migrate to cloud infrastructure to improve scalability, reduce costs, and accelerate product velocity. However, as a PCI-DSS Level 1 service provider, they required rigorous security controls and audit capabilities. Previous attempts to migrate using native cloud tools failed due to compliance gaps and lack of automation. They evaluated CloudControl and TechOps Suite before selecting our platform.

Solution Implementation

Implementation took 4 months with a phased approach. Phase 1 (6 weeks): Platform setup, team training, and pilot with non-production environments. Phase 2 (8 weeks): Production workload migration using automated tooling, starting with stateless applications. Phase 3 (4 weeks): Database migration and cutover. Our professional services team worked alongside their engineers, transferring knowledge throughout. The PCI-DSS compliance template accelerated certification - they achieved compliance 3 months ahead of schedule.

Business Results

Infrastructure costs reduced by 35% (\$450K annual savings) through automated right-sizing and reserved instance management. Engineering productivity improved dramatically - operational tasks dropped from 60% to 20% of team capacity, freeing 1,600 engineering hours per month for product work. This acceleration enabled them to launch 3 major features 4 months earlier than planned, contributing to 15% customer growth. Deployment frequency increased 10x (from weekly to multiple times daily) while incident rates dropped 60%. System uptime improved from 99.7% to 99.95%.

Customer Testimonial

"The platform transformed our engineering organization. We went from spending most of our time fighting fires to actually innovating on our product. The compliance features were

game-changing - we achieved PCI recertification in half the time with 80% less manual work. I wish we had made this move two years earlier." - Sarah Chen, CTO, FinTech Innovations

Lessons Learned

Success factors included executive sponsorship from the CTO, clear success metrics defined upfront, and staged migration reducing risk. The combination of powerful automation with hands-on professional services support enabled rapid adoption. FinTech has since expanded usage to development environments and is piloting our cost optimization AI.