

Setting the Stage

Client: A regional mid-sized bank with ~700 developers and growing compliance obligations.



GitHub Free as Code Repository

The bank has been using GitHub Free as a basic code repository, lacking advanced features for enterprise-level development.



Manual Scripts for CI/CD

The bank relies on manual scripts in addition to Jenkins, further complicating the development workflow.



Fragmented Development Process

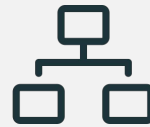
As the team scales and regulatory expectations rise, the bank's development process has become increasingly fragmented and inefficient.

Discovery Call Key Findings



Slow Developer Onboarding

Onboarding new developers takes 3-5 days, hindering productivity.



Inconsistent CI/CD Workflows

Jenkins is used inconsistently, leading to siloed and unscalable development processes.

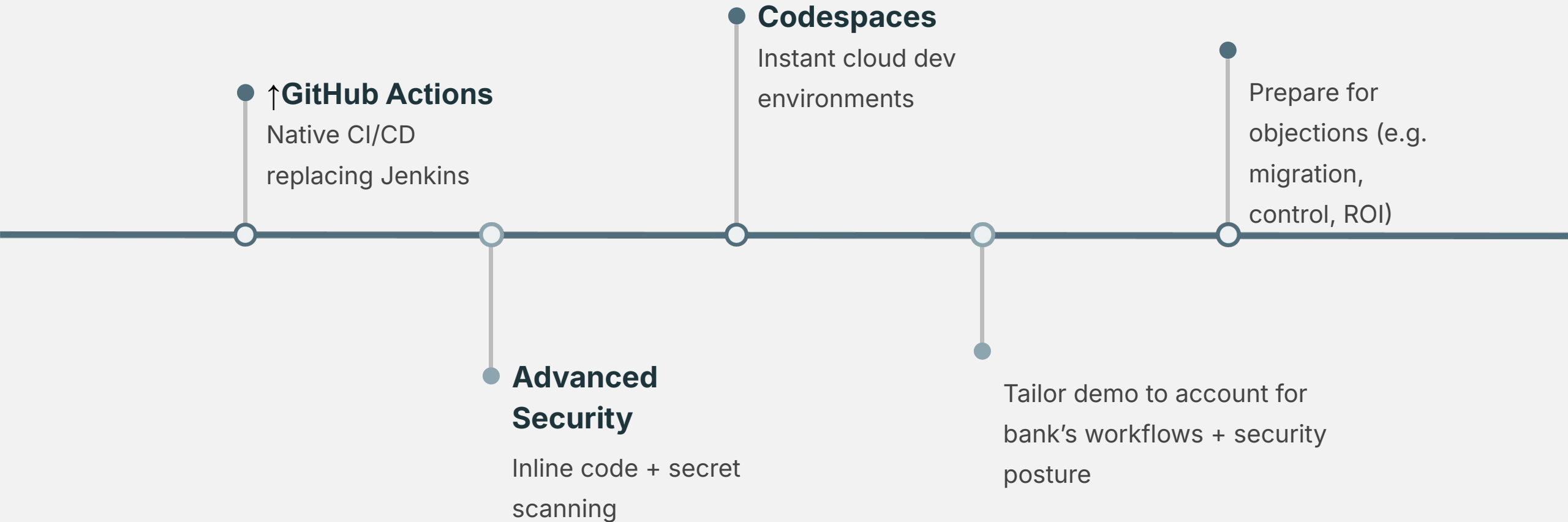


Lack of Security Scanning

No automated scanning for secrets or vulnerabilities, exposing the organization to rising security risks.

The bank's existing development workflows and tooling have become inefficient and insecure as it continues to scale.

Demo Walkthrough



Mapping Features to KPIs

KPI Impact of GitHub Enterprise Adoption

**Developer Onboarding
Time**

3-5 days → <1 hr (Codespaces)

Deployment Speed

+30% (GitHub Actions)

Secret Exposure

-50% (Advanced
security scanning)

**Mean Time to Resolve
(MTTR)**

More Integrated DevSecOps
workflows

Next Steps

