



nClouds Case Studies

Avolio

Benefits Summary



90+% Research Time Saved



10+ Hours of AWS Infrastructure Management Saved per Month

About Avolio

Swapcard is an in-person and virtual events platform that combines everything needed for successful event management in one place. Swapcard acquired Avolio in 2021. Bryan Philips is the director of registration product for Swapcard.

Industry

Event Management

Location

Paris, France

Featured Services

Well-Architected Framework Review, Security, DevOps, 24/7 Support

CHALLENGE

Shoring Up AWS Best Practices

Avolio was on the verge of being acquired by Swapcard. The small company of 10 people would suddenly be a company of over 200 with international reach. Avolio needed an AWS partner to help it do the following:

- Facilitate resource growth
- Add a European data center and ensure GDPR compliance
- Set up autoscaling
- Help Avolio/Swapcard ensure SOC compliance at the European data center
- Optimize its use of AWS to reduce unnecessary costs

Avolio began searching for a partner that could help it understand and implement AWS architecture best practices and then provide an ongoing managed solution to ensure future scalability. That search led Avolio to nClouds (formerly Cloudnexa).

“We started with a really simple infrastructure that we’d gone from hosting our own servers to the Cloud on our own. There were things that we were doing that no longer made sense in a Cloud environment. We wanted a partner whose knowledge could help us improve, to offer a better service and lower our costs.”



SOLUTIONS

A Managed Solution to Relieve Operational Burden

nClouds kicked off the relationship with a Well-Architected Framework Review (WAFR). This review identifies risks and helps Avolio generate specific action items to optimize workloads and uncover opportunities as it scales.

Then nClouds began executing on improvements as part of its ongoing AWS Managed Solution, which includes a fully managed cloud architect manager, security, DevOps, and support. As part of the solution, nClouds helped Avolio autoscale its complicated multi-instance SaaS application and remove unused components to optimize AWS costs.

And, when Avolio was acquired by Swapcard, having nClouds in place to manage the AWS infrastructure made the merger easier: It didn't have to worry about the backend infrastructure of its products, because it was already managed by nClouds.

Once the merger was completed, nClouds helped expand the AWS infrastructure and ensure that it complied with GDPR.

"We were able to really take advantage of [nClouds'] broad knowledge of AWS to do only what we needed to, instead of throwing everything at the application to see what worked best."

RESULTS

A Valuable Partnership and Over 90% Research Time Saved

Working with nClouds saves Avolio (now part of Swapcard) over 10 hours of AWS infrastructure management each month.

The company has cut the amount of time it needs to spend researching solutions by over 90%, from hours spent comparing use cases down to a few conversations with its nClouds solutions architect, who performs the research for Avolio.

Avolio and Swapcard's overall AWS costs have gone up with their expansion, but nClouds' cost optimizations have allowed them to eliminate unnecessary spending and cut out unused resources. As the company continues to grow, nClouds helps it support more infrastructure more efficiently, without any cost increases to its managed cloud solution.

"When you are able to have a partner like [nClouds] at a similar price as a single internal resource would cost, it's an easy decision."

