

AWS AURORA CASE STUDY

Prestige

Prestige Saves \$1 Million Annually with Move to AWS Aurora

Since 1994, Prestige Financial has been looking at the big picture and using the power of artificial intelligence to approve car loans for people with challenging financial situations including bad credit and even bankruptcy.

CHALLENGES

- \$1 million annually to refresh server and desktop client infrastructure
- Security and consumer privacy protection compliance require significant resources
- Six months for DevOps CI/CD to create, test and deploy
- 6 to 8 weeks to select and hire development team members
- In-house Engineering team lacked AWS expertise and experience
- Pitch cloud migration cost-benefit analysis and strategy to C-Suite

RESULTS

- AWS Aurora saves Prestige about \$1 million annually
- Cloud-native tools facilitate and expedite security and consumer privacy protection compliance
- 1 to 2 months for DevOps to create, test and deploy in AWS
- 2 to 3 weeks to select and hire new development team members
- Observian is an AWS Advanced Tier Consulting Partner, 35+ certifications and has 13+ year of cloud experience
- C-Suite commits to cloud migration when Observian confirms cost-benefit analysis

TECH STACK

- AWS Aurora from server and desktop infrastructure
- Kubernetes (K8s) via AWS EKS
- dotNetCore from Classic.NET
- Pulumi & Terraform
- Aviatrix
- Azure DevOps
- MongoDB

SOLUTION

- Moved Prestige to AWS Aurora from server and on-premise hardware
- Containerized & modernized workloads to enable cloud migration
- Deployed automation to improve and expedite DevOps CI/CD processes
- Managed AWS migration while training Prestige's IT team
- Cloud-native tools expedite and facilitate security, compliance and consumer data protection

Prestige

Prestige Financial reached for the cloud, specifically AWS Aurora, because it was the only economically viable option after spending \$3 million to refresh its servers and desktop client infrastructure in just three years.

“The cloud migration, led and executed by Observian, will save us about \$1 million a year and allow us to react to our customers and the markets more quickly,” says Pavan Arza, director of software development, Prestige Financial. “Since putting a stop to that unsustainable cycle, our operating costs are down and at some point post-Covid, I expect our margins will be up.”

While Prestige recognized its servers’ constant depreciation, every \$1 million refresh had only helped justify another round of cloud migration procrastination. Yet the exorbitant cost of the regular refresh wasn’t the only factor that inspired the move.

“As a financial services organization, beyond the cost, our primary goal is execute our strategies and get them to market more quickly,” says Pavan.

With AWS, that now takes Prestige one to two months start to finish – a major improvement on the six months it took to ramp up the development team, then develop and test their apps. As well, Prestige is able to set up and execute two scoring models annually now that each one requires just six instead of 18 months.

“Observian was there for us through the migration and transition and as we move forward, they’re available more as an architecture sounding board than an execution perspective,” says Pavan. “We’ve seen them work with different application environments, cloud networking which is very different from data centre networking and get applications set up in Kubernetes so we’ve learned a lot.”

Prestige chose migration with containerized and modernized workloads to achieve every possible cloud benefit, particularly the cost savings and the automated, expedited DevOps CI/CD processes. While Prestige could have run its data center in the cloud on virtual machines to avoid the modernization and save time in the short-term, they’d have sacrificed some cost savings and speed of development gains over the long-term.

“Our analysis showed we’d get more from the cloud with containerization and modernization so we made that investment,” says Pavan.

Of course, Prestige Financial prioritizes compliance, security and privacy, and with AWS Aurora, Pavan knows the company is following established cloud compliance standards. While his team still has a role to play, for example categorizing and classifying consumer data to ensure privacy, Pavan notes it’s much easier and faster than doing it on-premise because the cloud-native tools handle the bulk of it.

“I have real peace of mind because the cloud gives me greater visibility into our gaps, and because I’m aware of the gaps, I am in a better position to develop strategies that address them,” says Pavan.

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While Pavan knew exactly why Prestige Financial needed to migrate to the cloud, Observian supported him through his pitch to the senior executives, who appreciated the validation provided by an expert third-party. Observian has seen many companies benefit from Observian-led cloud migrations, so their inherent bias is rooted in first-hand experience and hard facts.

“Observian’s expertise and track record really impressed our C-suite,” says Pavan, who notes his team didn’t have the bandwidth, skills or time to tackle the modernization and migration solo.

Pavan’s team is strong – when it comes to the business knowledge-based applications [products] they develop for Prestige. Because those apps must be the department’s primary focus and have to be delivered at a certain pace, there was no doubt Prestige needed additional resources. Prestige talked to several cloud consultants, including Observian, rather than hire highly specialized employees on short-term contracts. Recruiting, screening, hiring and onboarding would take time Pavan and his team didn’t have the time or knowledge required to get the best possible fit. As well, such contractors tend to be in high demand and paid accordingly.

Even though Prestige had already worked with Observian’s parent company, Prestige gave Observian several smaller projects to test their skills as well as their work-style. Prestige closed the deal when Observian leveraged their cloud-specific expertise and experience on those assignments.

“Observian has the resources and they’ve accumulated incredibly valuable knowledge and experience because they’ve modernized and migrated so many companies to the cloud,” says Pavan. “There’s no way we’d get that if we relied on our own team or new hires for our modernization and migration.”

In addition, Observian provided a road map, proof of concept, an overall cloud migration strategy and executed the move to the cloud so that Pavan’s team could focus on what they do best – add value to the business with the apps they were tasked with developing.

“Thanks to Observian, we didn’t have to pull our team away from their core focus for three years,” says Pavan. “Migrating to the cloud and working with Observian was absolutely the right call for Prestige.”

Contact Observian for a free discovery call and see how we can help transform your business.

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801-895-3219

