

CUSTOMER STORY

Debticate's journey to a high-value cloud environment with RapidScale



Learn how Debticate migrated from a costly, inefficient, legacy private cloud services provider to a scalable, growth-oriented cloud ecosystem.

Overview

Debticate is a leading provider of Software-as-a-Service (SaaS) solutions for capital markets professionals engaged in syndicating and selling loans. The company's legacy private cloud environment lacked scalability and was subject to rising licensing and upgrade costs that hindered performance and growth. The company recognized it needed to migrate to a scalable, cost-efficient, and future-ready platform to meet its performance and growth goals. RapidScale proved itself to be the just-right bridge to a new cloud services provider that could meet Debticate's strategic migration and business goals.

The weight of inadequate private cloud services

Debt capital market (DCM) transactions are complex, require cross-functional collaboration, and are often tracked across multiple disparate systems. With decades of experience and a commitment to innovation, Debticate provides powerful solutions to its customers by uniting all data and functionality into a single platform to enhance efficiency and collaboration among team members throughout the deal lifecycle.

Among Debticate's goals were continuous security improvements, increasing operational effectiveness with a lean IT team, and ensuring ongoing compliance with critical client security requirements, including Systemically Important Financial Institutions (SIFIs).

Prior to RapidScale, Debticate needed a solution that was flexible and scalable to improve performance and capacity without incurring unacceptably high cost increases. The company faced escalating infrastructure and licensing costs that had become unsustainable. To achieve its goals, Debticate needed a migration partner that could move swiftly, reliably, and could seamlessly partner with Amazon Web Services (AWS), the new target cloud services provider.



Boston-based Debticate is a premier provider of Software-as-a-Service (SaaS) solutions for capital markets professionals engaged in syndicating and selling loans.

With decades of experience and a commitment to innovation, Debticate arms clients with tools and data-driven insights that provide competitive advantages throughout the deal lifecycle.

RapidScale: The model migration partner

After a period of due diligence by Debticate, it became clear that RapidScale offered the solution they needed. As an AWS Premier Tier Services Partner, RapidScale could deliver compliant solutions with competencies and certifications tailored to highly regulated industries. RapidScale could also execute a smooth, low-risk migration from the previous private cloud services provider to AWS with a modernized scalable infrastructure and myriad security certifications. RapidScale would also provide white-glove professional services and ongoing support, and importantly, help complete the migration in less than three months to accelerate the time to benefit for Debticate and its customers.



8 weeks
time to complete
migration

Beginning immediately after RapidScale and Debticate struck an agreement, RapidScale rearchitected infrastructure for Debticate's applications and optimized performance on AWS. The migration avoided a traditional lift-and-shift approach by implementing a modern cloud architecture. The migration also implemented AWS Control Tower to help Debticate scale, meet compliance, and support monitoring and patching. In all, the RapidScale professional services team delivered an end-to-end solution in just eight weeks. Accomplishing this swift response to Debticate's needs is the RapidScale-AWS partnership.



Freed internal IT resources:

avoiding need to hire additional staff



Reduced complexity & cost:

while strengthening overall security posture



Accelerated onboarding:

of larger customers to enable faster time-to-value

With AWS, RapidScale is capable of offering customers ongoing managed services and operational backing through its managed services solution, can handle production and development environments, implement a password notification system, troubleshoot and optimize infrastructure, and help customers free up internal IT resources. As to scalability, RapidScale with AWS leverages AWS infrastructure to support growth and agility, seamless expansion of storage for customer document uploads, scalable compute resources (such as easily add web servers or upgrade databases), accelerated onboarding of large customers, and positioning for international growth with a global-ready architecture.

Security and compliance are enhanced by the Shared Responsibility Model for stronger governance, integration of native AWS security tools (including hardware security models), simplified encryption management and compliance readiness, reduced complexity and cost while maintaining overall security posture, and greater confidence in meeting regulatory demands. Then there is cost optimization from AWS flexible pricing and consumption-based models and reduction of total cost of ownership (TCO) via strategic architecture choices.

With RapidScale cutting loose a strategic milestone

With RapidScale, Debticate rapidly migrated to a stable, secure, and high-performing cloud environment with minimal downtime during updates or restarts in a seamless transition without any negative impact to end users. This freed internal IT teams to focus on value-generating strategic initiatives rather than systems maintenance, mitigating the need to engage additional FTE or contract staff. Infrastructure and licensing costs were cut by approximately 34% and Debticate has positioned itself for ongoing savings by migrating from Amazon Elastic Block Storage (EBS) to Amazon Simple Storage Service (S3) for object storage. This move will allow Debticate to efficiently and cost effectively store large volumes of unstructured data, such as backups, and website content. Further, AWS designed Amazon S3 for massive scalability, virtually unlimited data capacity, and exceptional durability.



34%

**cut in
infrastructure costs**

Importantly, Debticate with RapidScale has positioned itself to achieve its primary objectives that drove the migration: increasing operational effectiveness, and continued compliance with high-level client security requirements.

The company now has a global-ready agile architecture with scalable compute resources to enable enhanced customer onboarding and services that create faster time-to-value.

Adopting the AWS shared responsibility model improved governance, while native AWS security tools allowed Debticate to integrate necessary hardware security modules for encryption and security management, providing peace-of-mind in its current state of security and its ability to meet evolving client demands. Ongoing support from RapidScale managed services includes assistance on tasks like troubleshooting and optimizing infrastructure, which frees internal teams to engage in core, mission-critical tasks and objectives.

The RapidScale-AWS partnership has helped Debticate transform its infrastructure to support the company's growth without limits.

About AWS Partner RapidScale

Based in Raleigh, North Carolina, RapidScale helps customers migrate, run, and operate mission-critical workloads on AWS with security, scalability, and efficiency baked in. The RapidScale Cloud Reliability Platform combines world-class engineering talent, policy-as-code, and integrated tooling to enable customers to confidently meet compliance regulations, security requirements, cost control, and high availability. With its team of dedicated certified engineers and decades of IT management experience, RapidScale ensures success across every stage of the Cloud Adoption Framework.



Speak to a RapidScale cloud expert today: meet@rapidscale.com

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