

CUSTOMER STORY

Rozin Technologies scales secure intelligence with RapidScale



Rozin Technologies LLC is a fast-growing startup in Minneapolis, Minnesota, specializing in threat and violence protection services. Their proprietary software, TIPS (Threat Information Protection System), provides organizations with intelligent tools to detect and prevent physical threats proactively.

Faced with growing enterprise demand and stringent compliance requirements, Rozin Technologies needed a secure, scalable cloud solution to support its proprietary threat detection platform. RapidScale delivered the expertise and infrastructure that helped Rozin accelerate growth, meet compliance, and confidently serve high-stakes clients.

ROZIN



"RapidScale played a huge role in helping us meet deadlines and drive revenue. Their team gave us the confidence to scale securely and focus on what we do best – protecting organizations from threats."

Brayden Farr

Chief Investment Officer

Challenge

Despite their innovative technology, Rozin faced several challenges:

- Their cloud-hosted TIPS application needed to meet **strict security and compliance standards**
- **Clients preferred Azure** due to competitive conflicts, but the application was hosted on AWS.
- With **limited internal resources**, Rozin's small team – including President Michael Rozin and Chief Technology Officer David Medema – was stretched thin, juggling multiple roles.
- They needed **enterprise-level Azure DevOps** support and expertise to manage security monitoring and intrusion detection.

Rozin's challenges were both strategic and operational:

- **Scaling infrastructure:** They needed to scale to meet enterprise client expectations quickly.
- **Compliance pressure:** Enterprise clients demanded HIPAA and FERPA compliance and SOC 2 controls.
- **Resource constraints:** Hiring in-house DevOps was not feasible.
- **Security demands:** Their clients required robust security monitoring and intrusion detection.

These pressures threatened Rozin's ability to grow and serve high-profile clients effectively.

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

Solution

RapidScale delivered a comprehensive, multi-layered solution tailored to Rozin's needs:

Cloud Migration & Azure Operations

- Migrated the TIPS application from AWS to Azure, aligning with client preferences and eliminating competitive conflicts.
- Provided ongoing monitoring and management of Rozin's Azure infrastructure – ensuring performance, reliability, and security.

Security Architecture & Compliance

Virtual Network Deployment:

- Configured Network Security Groups (NSGs) to restrict inbound and outbound traffic.
- Established private endpoints for secure communication between VMs, Azure Database, and storage solutions

Azure Policy Implementation

- Enforced SOC 2 controls to meet compliance requirements.
- Met SOC 2 Type 2, HIPAA , and FERPA compliance through structured policy enforcement and secure configurations.

Professional Services & Strategic Guidance

RapidScale's experts provided hands-on support:

- Translating AWS concepts into Azure equivalents.
- Delivering strategic advice and technical clarity to Rozin's internal team.

Key outcomes and business impact



Improved Efficiency:

Offloaded cloud operations to RapidScale, freeing internal resources.



Faster Enterprise Onboarding:

Infrastructure scaled quickly to meet client demands.



Compliance Readiness:

RapidScale's setup met many compliance requirements out of the box



Cost Savings:

Avoided hiring in-house DevOps and costly remediation during vendor risk assessments.



Peace of Mind:

Trusted experts monitored systems and handled alerts.



Revenue Growth:

Enabled Rozin to hit deadlines and win enterprise deals.

Why RapidScale

Reputation and referrals: Multiple referrals pointed to RapidScale.

Expertise and trust: Sales meetings showcased RapidScale's deep knowledge in compliance and scaling.

Strategic partnership: RapidScale wasn't just a vendor – we were a committed ally in Rozin's growth journey.

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