



CASE STUDY

Seamless Migration to AWS

Migrating to AWS cloud enabled Wingman to harness advanced compute power, database storage & content delivery functionalities.



ABOUT AXCESS.IO

AXCESS.IO offers world-class Managed Cloud Services to businesses worldwide. In a relatively short period, AXCESS.IO has already served several enterprise clients and has quickly evolved into a niche consulting firm specializing in Cloud Advisory, Cloud Managed Services, and DevOps Automation.

ABOUT WINGMAN

Wingman empowers sales teams with conversational intelligence and real-time coaching for improving sales productivity. Wingman supports global enterprises with actionable sales insights for better conversations and conversions.

THE CHALLENGE

Before engaging with Axcoss.io, Wingman's software stack was hosted on a popular public cloud. Wingman was looking to consolidate their Infrastructure on AWS. Migrating from one public cloud to another is never easy or straightforward. Wingman also faced some serious challenges on their AWS migration journey:

- ✔ Transferring applications, data and servers from the existing cloud to AWS with full security and at the lowest possible cost
- ✔ Minimizing business downtime while maintaining data consistency
- ✔ Adapting customizations from the old cloud and reconfiguring to AWS-specific capabilities



Furthermore, they needed a highly available and secure environment in AWS to run their Kubernetes (k8s) workloads. This can be a challenge when the Kubernetes environment needs to be operated at scale and at any level of complexity with full visibility into its health and performance.

THE SOLUTION

Axcoss.io, implemented a comprehensive solution in 4 systematic phases:



DISCOVERY

Explored as-is architecture (old cloud) and documented to-be architecture (AWS).



DESIGN

Designed the infrastructure, connections & service deployment strategies.



IMPLEMENT & TEST

Configured project on AWS, developed templates, created relevant roles, and carried out staging & production testing.



CUTOVER & POST GO-LIVE SUPPORT

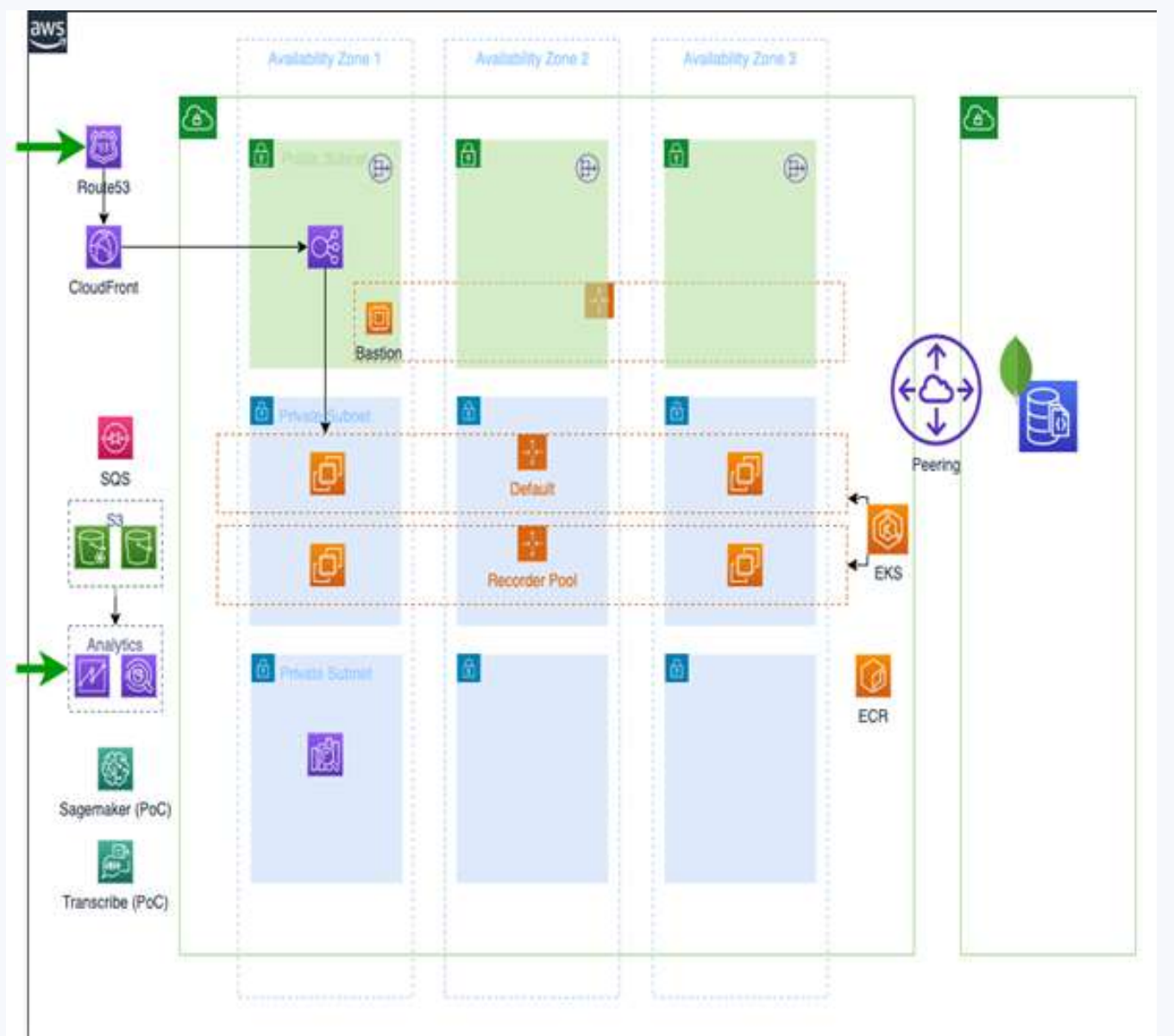
Removed all contact with old cloud instance; monitored system performance post-go-live.

AWS ARCHITECTURE

To address Wingman’s needs for an always-available, scalable, and secure Kubernetes environment, we implemented an Amazon EKS cluster split across three private subnets for redundancy.

Monitoring, observability, and logging capabilities were managed via the Amazon Cloudwatch service while scaling requirements were met with the help of native open-source k8s add-ons.

Other specific requirements around scaling, ingress, advanced monitoring and logging were addressed by native AWS and k8s tools like CloudWatchAgent, Cluster Autoscaler, Metrics Adapter, and Application Load Balancer(ALB) controller.



AWS BENEFITS



High-performance, faster infrastructure

Access compute/storage resources and scale up or down as needed



Advanced data security

End-to-end security with physical, operational, and software measures to meet every demanding requirement



Significant cost savings

Cost-efficiency and resiliency for single-digit latency workloads

CUSTOMER TESTIMONIAL

“Access.io was an amazing choice of partner for migrating our systems to AWS. AWS offers a lot of choice and control which would have taken us many months to figure out and would likely have resulted in service disruptions. Access.io was able to get us migrated in an efficient manner while minimizing the disruptions. The team was not only very knowledgeable but also very responsive to helping us figure out and mitigate any issues arising due to the migration in the days after the migration.”

Srikar Yekollu

Co-Founder and CTO, Wingman